



Specialized Purchasing Consultants

1491 East Side River Road
Dummer, NH 03588
(800) 750-1538
www.spccopypro.com

FY20 Upgrade Report

Franklin Northeast Supervisory Union
80 Main Street
Richford, VT 05476

Specialized Purchasing Consultants Corp.

Serving Maine, New Hampshire & Vermont since 1988

1491 East Side River Road
Dummer, NH 03588
(800) 750-1538
stilton@spccopypro.com

October 2, 2020

VISIT US ON THE WEB:
www.spccopypro.com

Morgan Daybell
80 Main Street
Richford, VT 05746

Dear Morgan:

Thank you for allowing Specialized Purchasing Consultants to assist you with your recent reprographic equipment upgrade.

As with any change, challenges will arise, and we hope that we did not let you down in any way. With services such as STARDoc, automatic reporting, simplified billing, a comprehensive triple-layered warranty, and a staff that stands ready and willing to assist with all of your current and future needs, SPC has set a higher standard.

We hope that during the upgrade process we have taken care of all the details and resolved any issues that may have arisen. If you believe there is anything that we have missed, please let us know immediately, allowing us to rectify the situation to your satisfaction. You can be confident that SPC has worked hard to ensure your current fleet will serve your needs fully.

It is always our pleasure to answer questions, manage service or supply issues, and to provide top-notch customer service. We look forward to serving you throughout the years to come.

Sincerely,



Skip Tilton
President of SPC

Table of Contents

Client Contract	1
Present v. Proposed Recommendations	16
Five-Year Equipment Replacement Schedule	18
Close-Out Letter and Meters	47
Simplified Billing Explanation	48
Initial Pre-Bill Summary	49
Service & Supply Contract	51
Warranty	56
Board Approval	61
Municipal Lease Documents	63



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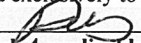
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President

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- e. **Selection of Vendors.** Contractor will analyze all bids received by Client for reprographic equipment and services pursuant to subparagraph (d) above and make recommendations to Client regarding how Client can obtain the most effective and lowest-cost reprographic equipment and services.
 - f. **Negotiation With Vendors.** After bids described in subparagraph (e) above are received, if further negotiation with vendors on behalf of Client is desired by Client, Contractor will undertake such negotiations with vendors at Client's direction so that contracts in compliance with Client's requirements can be executed.
 - g. **Financing.** Contractor will arrange, at no cost to Client, tax-exempt lease-purchase financing (for tax-exempt Clients) or other appropriate financing for the reprographic equipment selected by Client. Contractor shall submit all transactions to Contractor's bond counsel listed in the Bond Buyer's Municipal Marketplace ("Bond Counsel"), for the preparation of all documents, for legal compliance review, and for the provision of any legal validity and tax opinions necessary to complete and finance such transactions. In addition, Client may arrange for its own counsel ("Issuer Counsel") to participate in the transaction, at Client's cost, or the Client may choose to effect its own financing, at its own cost.
 - h. **Assumption of Existing Contracts.** Contractor will assume all financial obligations and hold Client harmless from such obligations under all existing contracts, leases, or financing agreements to which Client is a party for equipment being replaced by equipment being leased, purchased, lease-purchased, financed, or refinanced pursuant to this Contract. In order to facilitate the payment by Contractor of all obligations of Client under such contracts, leases, or financing arrangements, Client hereby authorizes Contractor, to change the billing addresses on such contracts, leases, or financing arrangements to the business address of Contractor. Client also agrees to hold Contractor harmless for, and to pay, any shipping costs back to a vendor or leasing company, or storage costs for such equipment, or any Federal, State, or local taxes lawfully assessed and due, now or hereafter, upon all equipment covered by such contracts, leases, or financing agreements being repaid by Contractor pursuant to this Contract.
 - i. **Cancellation and Renegotiation of Existing Service Contracts and Establishing New Service Contracts.** Contractor, at Client's direction, will cause existing service and supply contracts for existing reprographic equipment used by Client to be cancelled, and will negotiate new service and supply contracts at new terms acceptable to Client, including replacement warranties from vendors for all equipment identified by Client.
 - j. **Annual Monitoring of Service Contracts.** During the term of this Contract, Contractor will monitor annually all reprographic service and supply contracts entered into by Client to verify correct billing and to identify over-usage and under-usage of particular equipment.
 - k. **Installation of Equipment.** After contracts have been awarded to vendors for reprographic equipment pursuant to this Contract, Contractor will communicate with such vendors to assure proper installation of equipment pursuant to the terms of any applicable lease-purchase or other financing agreement and to assure proper commencement of service and supply contracts.
 - l. **Provision of Equipment Replacement Schedule.** Contractor will provide to Client, and will update as necessary, a Reprographic Equipment Replacement Schedule (a "Five Year Equipment Replacement Schedule") for all equipment to be replaced, reconditioned, upgraded, or otherwise covered by this Contract.
 - m. **Provision of Key Operator Instruction Forms.** Contractor will provide Client with a Key Operator Instruction Form for posting adjacent to each copying machine of Client describing proper use, key operator name, machine serial number, life expectancy of such machine, location and telephone number of vendor's service manager, and warranties for the machine.
4. **Exclusive Agency for Bidding and Selection of Vendors and Equipment.** All bidding, analysis, and selection of vendors and equipment by Client pursuant to this Contract shall be effected exclusively through Contractor. If, during the term of this Contract, Client executes a contract separate from Contractor with any vendor to provide services or equipment such as that covered by this Contract, then Client shall be in breach of this Contract and shall pay to Contractor all fees due and unpaid by Client to Contractor under this Contract, including all fees which would have been payable by Client to Contractor under this Contract had Client accepted a bid meeting the terms of this Contract and arranged by Contractor for Client under this Contract, plus all costs including attorney's fees incurred by Contractor to collect such fees. If Client rejects all of the bids arranged by Contractor for Client pursuant to this Contract, then Contractor shall be allowed exclusively to re-bid for Client the services and equipment desired by Client according to Client's specifications.  **Client's Initials here acknowledge that Client carefully has reviewed the terms of this Paragraph 4 applicable to Client under this Contract.**
5. **Warranties.** Throughout the term of this Contract, Contractor will obtain for Client from vendors five-to- ten-year average warranties on all new equipment obtained for Client under this Contract, five-year average warranties for all reconditioned equipment obtained for Client under this Contract, and three-to-five year average warranties for all existing equipment of Client left in place and monitored by Contractor under this Contract.
6. **Equipment Upgrades and Adjustment of SPC Fees.** If any equipment which is covered by this Contract is upgraded or replaced during the term of this Contract, then Total Cost Per Copy fees payable by Client to Contractor under paragraph 2(a) above shall be adjusted by the net increase or decrease in copy volume from the original copy volume negotiated by Contractor for Client pursuant to this Contract. (For example, three years after execution of this Contract, Contractor is asked to do an Upgrade by Client on certain of Client's equipment. After the Upgrade is approved by Client, total copy volume on Client's equipment is scheduled to be 2,000,000 copies per year for the remaining two years of this Contract



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instead of the 1,500,000 copies per year originally scheduled under this Contract. Under such circumstances, Contractor would be entitled to receive its fee under paragraph 2(a) above for the additional 500,000 copies per year scheduled under the Upgrade for the remaining two years of the Contract).

7. **Retainer.** Upon execution of this Contract, Client agrees to pay Contractor a retainer of \$1,000.00 (Waived for an existing client). This amount shall be credited in its entirety, however, to any fee earned by Contractor on an Upgrade of reprographic equipment or services by Client pursuant to this Contract. *VAI WTD PER ALIX/SKIT* *Pen*
8. **Optional Unforeseen Cost Fund & Installation:** By initialing below, Client hereby elects to pay Contractor, as part of the principal amount of equipment covered by this Contract, a one-time \$300 charge for each item of reprographic equipment covered by this Contract, to eliminate any liability by Client for costs unforeseen by Client for:
- a. SPC's Print Management Services (See Addendum A)
 - b. Shipping or storage under Paragraph 3(h) hereof;
 - c. Computer interface ports
 - d. Computer interface drops
 - e. Specialized reprographic surge protectors
 - f. Electrical rewiring found to be necessary to integrate reprographic equipment provided hereunder to Client's existing electronic data processing network
 - g. Installation and operation of SPC Star Doc (remote monitoring of all reprographic equipment, and analysis of Client's usage and cost patterns)

Client Initials: *Pen*
Accept _____

9. **Entire Agreement.** This Contract represents the entire agreement between Contractor and Client with regard to the subject matter hereof. No oral negotiations, discussions, or agreements, either prior to or subsequent to the date of this Contract, with regard to the subject matter hereof, are binding upon Contractor or Client, unless reduced to writing and set forth in the form of an agreement, signed by both Contractor and Client.

10. **No Conflicts-of-Interest by Contractor.** Contractor warrants to Client that Contractor has no monetary or other self-interest in the selection of any vendor to provide reprographic equipment or services to Client pursuant to this Contract, and that the performance of Contractor's obligations pursuant to this Contract shall be solely in the interests of Client to provide Client with the best possible reprographic equipment and services at the lowest possible price.

CLIENT

Company	<u>Franklin Northeast Supervisory Union</u>
Signature	<u>X <i>Morgan Daybell</i></u>
Authorized by (please print)	<u>Morgan Daybell</u>
Title	<u>Business Administrator</u>
Address 1	<u>80 Main Street</u>
City, State, Zip	<u>Richford, VT 05476</u>
Telephone Number	<u>802-848-7661</u>
Fax Number	_____
E-mail address	<u>Morgan.daybell@fnesu.org</u>

CONTRACTOR (SPECIALIZED PURCHASING CONSULTANTS)

SPC Corporate
Signature

Skip Tilton
Skip Tilton, President

Skip Tilton
President

Corporate Office:
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Addendum A: STARDoc Services that include but are not limited to...

- Cost Saving Recommendations
- Pinpointing Color Cost over usage with cost savings recommendations
- Allocate Cost by Device and Building
- Student Population Ratios Compared to at least 55 School Districts
- Monthly Audits that build your budgets based off printing habits
- Electronic Monitoring of all Printers/Copiers
- Floor Plan Asset Management
- Measure Output at Device Level

Addendum B: Services that SPC provides that assist both the Client and servicing Vendor.

Services SPC provides to the Client:

Prior to Installation:

- Cooperative Buying Power of copiers & printers, bidding & tabulation of bids
- Five-Year Equipment Replacement Schedule: Includes onsite surveying, fleet recommendations, follow-through of bid process
- Working directly with vendors and manufacturers on Client's behalf
- Client allowed to choose vendor no matter the bid results (i.e., not necessarily awarding bid to lowest quote)

During Installation:

- On-site oversight of equipment installation
- Electronic Surge Protectors (ESPs), electrical wiring, computer interface, etc. provided as needed.
- Follow-through on remaining installation issues to ensure completion
- Print Management Software

After Installation:

- STARDoc Fleet Management program
- Live Floor Plans
- Annual Meter Read Collection
- Simplified Billing Program: Three total invoices per year directly from SPC
- Annual Reports
- Mediating equipment and warranty issues between Client and Vendor
- Chromebook Bid
- Paper Bid

Services SPC provides to the Vendor:

Prior to Installation:

- Quantity addition of clients, equipment, and volume
- Bid Specs organized in consistent format with the Five-Year Equipment Replacement Schedule
- Past bid results shared to provide best negotiating with manufacturers
- All bids shared with vendors are equal, with none allowed to under-spec, under-bid or offer discontinued equipment
- Customer chooses the vendor of choice, despite bid results
- Digital Needs Analysis to match machine to installation site
- Coordination of vendor meeting with Client after bid is awarded

Page 4 of 5



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Skip Tilton
President

During Installation:

- Oversight of equipment installation to assist delivery and technician staff
- Electronic Surge Protectors (ESPs), electrical wiring, computer interface, etc. provided by SPC as needed
- Follow-through on installation issues to ensure continuity for client and vendor
- Print Management Software

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After Installation:

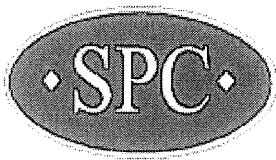
- Annual Meter Read Collection
- Simplified Billing Program: Three total invoices per year; SPC pays vendor directly
- Mediating equipment and warranty issues between Client and Vendor

(800) 750-1538

Annual Meetings with Vendor to address both positive and negative issues or concerns as well as discussion of past and future bids.

Corporate Email Address:
stilton@spccopypro.com

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CONTRACT

THIS CONTRACT (the "Contract") is made this 13th day of November, 2019 by and between Specialized Purchasing Consultants ("Contractor" or "SPC") and Northern Mountain Valley USD ("Client"). For and in consideration of the mutual covenants and performance set forth herein, Contractor and Client agree as follows

Skip Tilton
President

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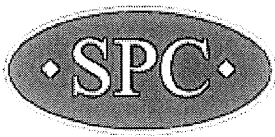
1. **Term.** The term of this Contract is five years from the date hereof, unless earlier terminated pursuant to the terms hereof. Client or SPC can terminate this Contract at any time for any reason after one year, upon 30 days written notice to the other party to this Contract, following completion by the Client of the issuance of a lease, purchase, lease-purchase, financing, or refinancing to replace, add, or upgrade equipment covered by this Contract ("an Upgrade"). If such an early termination is effected by Client or SPC, Client and SPC shall reconcile fairly all amounts due for services performed under the Contract.

1. **Fees.**
The fees payable by Client to Contractor under this Contract are: (a) eleven percent (11%) of the Total Cost Per Copy of all copies scheduled to be made on all service and supply agreements for reprographic equipment (Photocopiers, High-Speed Duplicators, Multi-functional Duplicating Equipment, High End Network Printers, or other equipment described in the Five Year Equipment Replacement Schedule referenced in subparagraph (l) hereof) leased, purchased, lease-purchased, financed, or refinanced by Client as a result of services performed by Contractor under this Contract (in other words, if the Total Cost Per Copy for services and supplies for equipment leased, purchased, lease-purchased, financed, or refinanced as a result of services performed by Contractor under this Contract is \$.003 per scheduled copy, the Contractor's fee is \$.00033 per such copy); and (b) eleven percent (11%) of the principal amount (purchase price financed) of all such reprographic equipment (in other words, if the total principal amount of reprographic equipment leased, purchased, lease-purchased, financed, or refinanced by Client as a result of services performed by Contractor under this Contract is \$3,000, the Contractor's fee is \$330). The "Total Cost Per Copy" for equipment covered by this Contract is defined as the total cost per copy scheduled to be charged for service and supply contracts between Client and servicing vendors for equipment acquired by Client as a result of services performed by Contractor under this Contract. Excluded from such service and supply contracts are the cost of paper and the cost of staples. No fees are payable by Client to Contractor hereunder, other than the retainer described in Paragraph 8 hereof, unless Client accepts a bid for reprographic services arranged by Contractor pursuant to this Contract, or unless Client breaches this Contract under Paragraph 4 hereof or otherwise.

Low End Network Printers (LENP) will be administered under separate contracts with the Vendors of such LENPs. Due to the limited volume done on LENPs, Contractor's fee will be Twenty-Five percent (25%) of the Vendor's fee per copy on the LENS. For example if the Total Cost per Copy ("TCPC") negotiated with a Vendor for a LENS is \$0.007, then the Contractor's fee is \$0.00175 for a Total cost to the Client of \$0.00875 per copy on the LENS.

SPC guarantees to improve the quality of your equipment and service as well as lower the cost of obtaining and operating reprographic equipment, even after SPC's fees have been included in the new total cost. If SPC fails to achieve this, SPC will terminate our Contract, refund SPC's retainer received from Client, and provide an additional \$500.00 check to Client to cover any loss of time on Client's part.

3. **Services Performed By Contractor:** (See Addendum B for a Complete list of services for both Vendor and Client)
 - a. **Initial Needs and Capabilities Analysis.** Contractor will provide to Client a written Initial Needs and Capabilities Analysis (contained within the Five Year Equipment Replacement Schedule described in subparagraph (l) hereof) analyzing Client's existing reprographic system including Client's current photocopiers, offset presses, high-speed duplicators, Low End Network Printers, and outside printing requirements. Based on this Initial Needs and Capabilities Analysis, Contractor will design, with Client's approval, an overall reprographic system for Client, with the goal of increasing Client's reprographic capabilities, while reducing Client's reprographic costs. Specifically, throughout the term of this Contract, Contractor will provide Client with initial long-term service and supply contract savings and capital savings of up to two-thirds of retail. Annually hereunder, Contractor will provide Client with guaranteed ceilings on any annual price increases for service and supply contracts covering equipment obtained under this Contract of 5% or the annual increase in the Consumer Price Index (CPI-U), whichever is less.
 - b. **Annual Use Report.** Annually hereafter, Contractor will provide to Client a written Annual Use Report analyzing the use of reprographic equipment and services and supplies by Client, with recommendations that identify for Client how to use such equipment, services and supplies, and other items in the most efficient and effective manner possible.
 - c. **Two-Year Needs and Capabilities Analysis.** Every two years hereafter, Contractor will perform a Needs and Capabilities Analysis for Client covering the same matters contained in the Initial Needs and Capabilities Analysis. Client must provide written authorization to Contractor to perform the Two-Year Needs and Capabilities Analysis, and such written authorization may be provided by the Superintendent of Schools or Business Manager (or similar officer) of Client pursuant to this Contract.
 - d. **Bid Specifications.** Based on the results of the Initial Needs and Capabilities Analysis, Annual Use Report, and Two-Year Needs and Capabilities Analysis, as applicable, Contractor will prepare and distribute bid specifications to qualified contractors to obtain for Client reprographic equipment and services desired by Client.



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 - h. **Assumption of Existing Contracts.** Contractor will assume all financial obligations and hold Client harmless from such obligations under all existing contracts, leases, or financing agreements to which Client is a party for equipment being replaced by equipment being leased, purchased, lease-purchased, financed, or refinanced pursuant to this Contract. In order to facilitate the payment by Contractor of all obligations of Client under such contracts, leases, or financing arrangements, Client hereby authorizes Contractor, to change the billing addresses on such contracts, leases, or financing arrangements to the business address of Contractor. Client also agrees to hold Contractor harmless for, and to pay, any shipping costs back to a vendor or leasing company, or storage costs for such equipment, or any Federal, State, or local taxes lawfully assessed and due, now or hereafter, upon all equipment covered by such contracts, leases, or financing agreements being repaid by Contractor pursuant to this Contract.
 - i. **Cancellation and Renegotiation of Existing Service Contracts and Establishing New Service Contracts.** Contractor, at Client's direction, will cause existing service and supply contracts for existing reprographic equipment used by Client to be cancelled, and will negotiate new service and supply contracts at new terms acceptable to Client, including replacement warranties from vendors for all equipment identified by Client.
 - j. **Annual Monitoring of Service Contracts.** During the term of this Contract, Contractor will monitor annually all reprographic service and supply contracts entered into by Client to verify correct billing and to identify over-usage and under-usage of particular equipment.
 - k. **Installation of Equipment.** After contracts have been awarded to vendors for reprographic equipment pursuant to this Contract, Contractor will communicate with such vendors to assure proper installation of equipment pursuant to the terms of any applicable lease-purchase or other financing agreement and to assure proper commencement of service and supply contracts.
 - l. **Provision of Equipment Replacement Schedule.** Contractor will provide to Client, and will update as necessary, a Reprographic Equipment Replacement Schedule (a "Five Year Equipment Replacement Schedule") for all equipment to be replaced, reconditioned, upgraded, or otherwise covered by this Contract.
 - m. **Provision of Key Operator Instruction Forms.** Contractor will provide Client with a Key Operator Instruction Form for posting adjacent to each copying machine of Client describing proper use, key operator name, machine serial number, life expectancy of such machine, location and telephone number of vendor's service manager, and warranties for the machine.
4. **Exclusive Agency for Bidding and Selection of Vendors and Equipment.** All bidding, analysis, and selection of vendors and equipment by Client pursuant to this Contract shall be effected exclusively through Contractor. If, during the term of this Contract, Client executes a contract separate from Contractor with any vendor to provide services or equipment such as that covered by this Contract, then Client shall be in breach of this Contract and shall pay to Contractor all fees due and unpaid by Client to Contractor under this Contract, including all fees which would have been payable by Client to Contractor under this Contract had Client accepted a bid meeting the terms of this Contract and arranged by Contractor for Client under this Contract, plus all costs including attorney's fees incurred by Contractor to collect such fees. If Client rejects all of the bids arranged by Contractor for Client pursuant to this Contract, then Contractor shall be allowed exclusively to re-bid for Client the services and equipment desired by Client according to Client's specifications. _____ Client's Initials here acknowledge that Client carefully has reviewed the terms of this Paragraph 4 applicable to Client under this Contract.
5. **Warranties.** Throughout the term of this Contract, Contractor will obtain for Client from vendors five-to- ten-year average warranties on all new equipment obtained for Client under this Contract, five-year average warranties for all reconditioned equipment obtained for Client under this Contract, and three-to-five year average warranties for all existing equipment of Client left in place and monitored by Contractor under this Contract.
6. **Equipment Upgrades and Adjustment of SPC Fees.** If any equipment which is covered by this Contract is upgraded or replaced during the term of this Contract, then Total Cost Per Copy fees payable by Client to Contractor under paragraph 2(a) above shall be adjusted by the net increase or decrease in copy volume from the original copy volume negotiated by Contractor for Client pursuant to this Contract. (For example, three years after execution of this Contract, Contractor is asked to do an Upgrade by Client on certain of Client's equipment. After the Upgrade is approved by Client, total copy volume on Client's equipment is scheduled to be 2,000,000 copies per year for the remaining two years of this Contract



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instead of the 1,500,000 copies per year originally scheduled under this Contract. Under such circumstances, Contractor would be entitled to receive its fee under paragraph 2(a) above for the additional 500,000 copies per year scheduled under the Upgrade for the remaining two years of the Contract).

7. **Retainer:** Upon execution of this Contract, Client agrees to pay Contractor a retainer of \$1,000.00 (Waived for an existing client). This amount shall be credited in its entirety, however, to any fee earned by Contractor on an Upgrade of reprographic equipment or services by Client pursuant to this Contract.

WAIVED PER ALEX/SKP

AS

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8. **Optional Unforeseen Cost Fund & Installation:** By initialing below, Client hereby elects to pay Contractor, as part of the principal amount of equipment covered by this Contract, a one-time \$300 charge for each item of reprographic equipment covered by this Contract, to eliminate any liability by Client for costs unforeseen by Client for:

- a. SPC's Print Management Services (See Addendum A)
- b. Shipping or storage under Paragraph 3(h) hereof;
- c. Computer interface ports
- d. Computer interface drops
- e. Specialized reprographic surge protectors
- f. Electrical rewiring found to be necessary to integrate reprographic equipment provided hereunder to Client's existing electronic data processing network
- g. Installation and operation of SPC Star Doc (remote monitoring of all reprographic equipment, and analysis of Client's usage and cost patterns)

Client Initials:

Accept

[Signature]

9. **Entire Agreement.** This Contract represents the entire agreement between Contractor and Client with regard to the subject matter hereof. No oral negotiations, discussions, or agreements, either prior to or subsequent to the date of this Contract, with regard to the subject matter hereof, are binding upon Contractor or Client, unless reduced to writing and set forth in the form of an agreement, signed by both Contractor and Client.

10. **No Conflicts-of-Interest by Contractor.** Contractor warrants to Client that Contractor has no monetary or other self-interest in the selection of any vendor to provide reprographic equipment or services to Client pursuant to this Contract, and that the performance of Contractor's obligations pursuant to this Contract shall be solely in the interests of Client to provide Client with the best possible reprographic equipment and services at the lowest possible price.

CLIENT

Company	Northern Mountain Valley USD
Signature	X <i>[Signature]</i>
Authorized by (please print)	Morgan Daybell
Title	Superintendent
Address 1	80 Main Street
City, State, Zip	Richford VT 05476
Telephone Number	802-848-7661
Fax Number	
E-mail address	Morgan.Daybell@fmesa.org

CONTRACTOR (SPECIALIZED PURCHASING CONSULTANTS)

SPC Corporate
Signature

[Signature]
Skip Tilton, President



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Addendum A: STARDoc Services that include but are not limited to...

- Cost Saving Recommendations
- Pinpointing Color Cost over usage with cost savings recommendations
- Allocate Cost by Device and Building
- Student Population Ratios Compared to at least 55 School Districts
- Monthly Audits that build your budgets based off printing habits
- Electronic Monitoring of all Printers/Copiers
- Floor Plan Asset Management
- Measure Output at Device Level

Addendum B: Services that SPC provides that assist both the Client and servicing Vendor.

Services SPC provides to the Client:

Prior to Installation:

- Cooperative Buying Power of copiers & printers, bidding & tabulation of bids
- Five-Year Equipment Replacement Schedule: Includes onsite surveying, fleet recommendations, follow-through of bid process
- Working directly with vendors and manufacturers on Client's behalf
- Client allowed to choose vendor no matter the bid results (i.e., not necessarily awarding bid to lowest quote)

During Installation:

- On-site oversight of equipment installation
- Electronic Surge Protectors (ESPs), electrical wiring, computer interface, etc. provided as needed.
- Follow-through on remaining installation issues to ensure completion
- Print Management Software

After Installation:

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- Live Floor Plans
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- Coordination of vendor meeting with Client after bid is awarded

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President

During Installation:

- Oversight of equipment installation to assist delivery and technician staff
- Electronic Surge Protectors (ESPs), electrical wiring, computer interface, etc. provided by SPC as needed
- Follow-through on installation issues to ensure continuity for client and vendor
- Print Management Software

Corporate Office:
1491 East Side River Road
Dummer, NH 03588

After Installation:

- Annual Meter Read Collection
- Simplified Billing Program: Three total invoices per year; SPC pays vendor directly
- Mediating equipment and warranty issues between Client and Vendor

(800) 750-1538

Annual Meetings with Vendor to address both positive and negative issues or concerns as well as discussion of past and future bids.

Corporate Email Address:
stilton@spccopypro.com

VISIT US ON THE WEB:
www.spccopypro.com



Specialized Purchasing Consultants Corp.

Serving Maine, New Hampshire & Vermont since 1988

CONTRACT

THIS CONTRACT (the "Contract") is made this 12 day of May, 2020 by and between Specialized Purchasing Consultants ("Contractor" or "SPC") and Enosburg-Richford Unified Union School District ("Client"). For and in consideration of the mutual covenants and performance set forth herein, Contractor and Client agree as follows:

Skip Tilton
President

Corporate Office:
1491 East Side River Road
Dummer, NH 03588
(800) 750-1538

Corporate Email Address:
stilton@spccopypro.com

1. **Term.** The term of this Contract is five years from the date hereof, unless earlier terminated pursuant to the terms hereof. Client or SPC can terminate this Contract at any time for any reason after one year, upon 30 days written notice to the other party to this Contract, following completion by the Client of the issuance of a lease, purchase, lease-purchase, financing, or refinancing to replace, add, or upgrade equipment covered by this Contract ("an Upgrade"). If such an early termination is effected by Client or SPC, Client and SPC shall reconcile fairly all amounts due for services performed under the Contract.
2. **Fees.**
The fees payable by Client to Contractor under this Contract are: (a) eleven percent (11%) of the Total Cost Per Copy of all copies scheduled to be made on all service and supply agreements for reprographic equipment (Photocopiers, High-Speed Duplicators, Multi-functional Duplicating Equipment, High End Network Printers, or other equipment described in the Five Year Equipment Replacement Schedule referenced in subparagraph (1) hereof) leased, purchased, lease-purchased, financed, or refinanced by Client as a result of services performed by Contractor under this Contract (in other words, if the Total Cost Per Copy for services and supplies for equipment leased, purchased, lease-purchased, financed, or refinanced as a result of services performed by Contractor under this Contract is \$.003 per scheduled copy, the Contractor's fee is \$.00033 per such copy); and (b) eleven percent (11%) of the principal amount (purchase price financed) of all such reprographic equipment (in other words, if the total principal amount of reprographic equipment leased, purchased, lease-purchased, financed, or refinanced by Client as a result of services performed by Contractor under this Contract is \$3,000, the Contractor's fee is \$330). The "Total Cost Per Copy" for equipment covered by this Contract is defined as the total cost per copy scheduled to be charged for service and supply contracts between Client and servicing vendors for equipment acquired by Client as a result of services performed by Contractor under this Contract. Excluded from such service and supply contracts are the cost of paper and the cost of staples. No fees are payable by Client to Contractor hereunder, other than the retainer described in Paragraph 8 hereof, unless Client accepts a bid for reprographic services arranged by Contractor pursuant to this Contract, or unless Client breaches this Contract under Paragraph 4 hereof or otherwise.

Low End Network Printers (LENP) will be administered under separate contracts with the Vendors of such LENPs. Due to the limited volume done on LENPs, Contractor's fee will be Twenty-Five percent (25%) of the Vendor's fee per copy on the LENP. For example if the Total Cost per Copy ("TCPC") negotiated with a Vendor for a LENP is \$0.007, then the Contractor's fee is \$0.00175 for a Total cost to the Client of \$0.00875 per copy on the LENP.

SPC guarantees to improve the quality of your equipment and service as well as lower the cost of obtaining and operating reprographic equipment, even after SPC's fees have been included in the new total cost. If SPC fails to achieve this, SPC will terminate our Contract, refund SPC's retainer received from Client, and provide an additional \$500.00 check to Client to cover any loss of time on Client's part.

3. **Services Performed By Contractor:** (See Addendum B for a Complete list of services for both Vendor and Client)
 - a. **Initial Needs and Capabilities Analysis.** Contractor will provide to Client a written Initial Needs and Capabilities Analysis (contained within the Five Year Equipment Replacement Schedule described in subparagraph (1) hereof) analyzing Client's existing reprographic system including Client's current photocopiers, offset presses, high-speed duplicators, Low End Network Printers, and outside printing requirements. Based on this Initial Needs and Capabilities Analysis, Contractor will design, with Client's approval, an overall reprographic system for Client, with the goal of increasing Client's reprographic capabilities, while reducing Client's reprographic costs. Specifically, throughout the term of this Contract, Contractor will provide Client with initial long-term service and supply contract savings and capital savings of up to two-thirds of retail. Annually hereunder, Contractor will provide Client with guaranteed ceilings on any annual price increases for service and supply contracts covering equipment obtained under this Contract of 5% or the annual increase in the Consumer Price Index (CPI-U), whichever is less.
 - b. **Annual Use Report.** Annually hereafter, Contractor will provide to Client a written Annual Use Report analyzing the use of reprographic equipment and services and supplies by Client, with recommendations that identify for Client how to use such equipment, services and supplies, and other items in the most efficient and effective manner possible.
 - c. **Two-Year Needs and Capabilities Analysis.** Every two years hereafter, Contractor will perform a Needs and Capabilities Analysis for Client covering the same matters contained in the Initial Needs and Capabilities Analysis. Client must provide written authorization to Contractor to perform the Two-Year Needs and Capabilities Analysis, and such written authorization may be provided by the Superintendent of Schools or Business Manager (or similar officer) of Client pursuant to this Contract.
 - d. **Bid Specifications.** Based on the results of the Initial Needs and Capabilities Analysis, Annual Use Report, and Two-Year Needs and Capabilities Analysis, as applicable, Contractor will prepare and distribute bid specifications to qualified contractors to obtain for Client reprographic equipment and services desired by Client.



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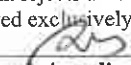
Skip Tilton
President

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stilton@spccopypro.com

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- e. **Selection of Vendors.** Contractor will analyze all bids received by Client for reprographic equipment and services pursuant to subparagraph (d) above and make recommendations to Client regarding how Client can obtain the most effective and lowest-cost reprographic equipment and services.
 - f. **Negotiation With Vendors.** After bids described in subparagraph (e) above are received, if further negotiation with vendors on behalf of Client is desired by Client, Contractor will undertake such negotiations with vendors at Client's direction so that contracts in compliance with Client's requirements can be executed.
 - g. **Financing.** Contractor will arrange, at no cost to Client, tax-exempt lease-purchase financing (for tax-exempt Clients) or other appropriate financing for the reprographic equipment selected by Client. Contractor shall submit all transactions to Contractor's bond counsel listed in the Bond Buyer's Municipal Marketplace ("Bond Counsel"), for the preparation of all documents, for legal compliance review, and for the provision of any legal validity and tax opinions necessary to complete and finance such transactions. In addition, Client may arrange for its own counsel ("Issuer Counsel") to participate in the transaction, at Client's cost, or the Client may choose to effect its own financing, at its own cost.
 - h. **Assumption of Existing Contracts.** Contractor will assume all financial obligations and hold Client harmless from such obligations under all existing contracts, leases, or financing agreements to which Client is a party for equipment being replaced by equipment being leased, purchased, lease-purchased, financed, or refinanced pursuant to this Contract. In order to facilitate the payment by Contractor of all obligations of Client under such contracts, leases, or financing arrangements, Client hereby authorizes Contractor, to change the billing addresses on such contracts, leases, or financing arrangements to the business address of Contractor. Client also agrees to hold Contractor harmless for, and to pay, any shipping costs back to a vendor or leasing company, or storage costs for such equipment, or any Federal, State, or local taxes lawfully assessed and due, now or hereafter, upon all equipment covered by such contracts, leases, or financing agreements being repaid by Contractor pursuant to this Contract.
 - i. **Cancellation and Renegotiation of Existing Service Contracts and Establishing New Service Contracts.** Contractor, at Client's direction, will cause existing service and supply contracts for existing reprographic equipment used by Client to be cancelled, and will negotiate new service and supply contracts at new terms acceptable to Client, including replacement warranties from vendors for all equipment identified by Client.
 - j. **Annual Monitoring of Service Contracts.** During the term of this Contract, Contractor will monitor annually all reprographic service and supply contracts entered into by Client to verify correct billing and to identify over-usage and under-usage of particular equipment.
 - k. **Installation of Equipment.** After contracts have been awarded to vendors for reprographic equipment pursuant to this Contract, Contractor will communicate with such vendors to assure proper installation of equipment pursuant to the terms of any applicable lease-purchase or other financing agreement and to assure proper commencement of service and supply contracts.
 - l. **Provision of Equipment Replacement Schedule.** Contractor will provide to Client, and will update as necessary, a Reprographic Equipment Replacement Schedule (a "Five Year Equipment Replacement Schedule") for all equipment to be replaced, reconditioned, upgraded, or otherwise covered by this Contract.
 - m. **Provision of Key Operator Instruction Forms.** Contractor will provide Client with a Key Operator Instruction Form for posting adjacent to each copying machine of Client describing proper use, key operator name, machine serial number, life expectancy of such machine, location and telephone number of vendor's service manager, and warranties for the machine.
4. **Exclusive Agency for Bidding and Selection of Vendors and Equipment.** All bidding, analysis, and selection of vendors and equipment by Client pursuant to this Contract shall be effected exclusively through Contractor. If, during the term of this Contract, Client executes a contract separate from Contractor with any vendor to provide services or equipment such as that covered by this Contract, then Client shall be in breach of this Contract and shall pay to Contractor all fees due and unpaid by Client to Contractor under this Contract, including all fees which would have been payable by Client to Contractor under this Contract had Client accepted a bid meeting the terms of this Contract and arranged by Contractor for Client under this Contract, plus all costs including attorney's fees incurred by Contractor to collect such fees. If Client rejects all of the bids arranged by Contractor for Client pursuant to this Contract, then Contractor shall be allowed exclusively to re-bid for Client the services and equipment desired by Client according to Client's specifications.  **Client's Initials here acknowledge that Client carefully has reviewed the terms of this Paragraph 4 applicable to Client under this Contract.**
5. **Warranties.** Throughout the term of this Contract, Contractor will obtain for Client from vendors five-to- ten-year average warranties on all new equipment obtained for Client under this Contract, five-year average warranties for all reconditioned equipment obtained for Client under this Contract, and three-to-five year average warranties for all existing equipment of Client left in place and monitored by Contractor under this Contract.
6. **Equipment Upgrades and Adjustment of SPC Fees.** If any equipment which is covered by this Contract is upgraded or replaced during the term of this Contract, then Total Cost Per Copy fees payable by Client to Contractor under paragraph 2(a) above shall be adjusted by the net increase or decrease in copy volume from the original copy volume negotiated by Contractor for Client pursuant to this Contract. (For example, three years after execution of this Contract, Contractor is asked to do an Upgrade by Client on certain of Client's equipment. After the Upgrade is approved by Client, total copy volume on Client's equipment is scheduled to be 2,000,000 copies per year for the remaining two years of this Contract



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instead of the 1,500,000 copies per year originally scheduled under this Contract. Under such circumstances, Contractor would be entitled to receive its fee under paragraph 2(a) above for the additional 500,000 copies per year scheduled under the Upgrade for the remaining two years of the Contract).

7. **Retainer.** Upon execution of this Contract, Client agrees to pay Contractor a retainer of \$1,000.00 (Waived for an existing client). This amount shall be credited in its entirety, however, to any fee earned by Contractor on an Upgrade of reprographic equipment or services by Client pursuant to this Contract.

Skip Tilton
President

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Dummer, NH 03588

(800) 750-1538

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stilton@spccopypro.com

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8. **Optional Unforeseen Cost Fund & Installation:** By initialing below, Client hereby elects to pay Contractor, as part of the principal amount of equipment covered by this Contract, a one-time \$300 charge for each item of reprographic equipment covered by this Contract, to eliminate any liability by Client for costs unforeseen by Client for:

- SPC's Print Management Services (See Addendum A)
- Shipping or storage under Paragraph 3(h) hereof;
- Network Drops
- Specialized reprographic surge protectors
- Electrical rewiring found to be necessary to integrate reprographic equipment provided hereunder to Client's existing electronic data processing network
- Installation and operation of SPC Star Doc (remote monitoring of all reprographic equipment, and analysis of Client's usage and cost patterns)

Client Initials: _____

Accept _____

9. **Entire Agreement.** This Contract represents the entire agreement between Contractor and Client with regard the subject matter hereof. No oral negotiations, discussions, or agreements, either prior to or subsequent to the date of this Contract, with regard to the subject matter hereof, are binding upon Contractor or Client, unless reduced to writing and set forth in the form of an agreement, signed by both Contractor and Client.

10. **No Conflicts-of-Interest by Contractor.** Contractor warrants to Client that Contractor has no monetary or other self-interest in the selection of any vendor to provide reprographic equipment or services to Client pursuant to this Contract, and that the performance of Contractor's obligations pursuant to this Contract shall be solely in the interests of Client to provide Client with the best possible reprographic equipment and services at the lowest possible price.

CLIENT

Enosburg Richford Unified Union School District

Company

Franklin Northeast Supervisory Union

Signature

X

Authorized by (please print)

Morgan Daybell

Title

Business Administrator

Address 1

80 Main Street

City, State, Zip

Richford
VT 05476

Telephone Number

8028487661

Fax Number

E-mail address

Morgan.daybell@fnesu.org

CONTRACTOR (SPECIALIZED PURCHASING CONSULTANTS)

SPC Corporate
Signature

Skip Tilton, President

Addendum A: STARDoc Services that include but are not limited to...

- Cost Saving Recommendations
- Pinpointing Color Cost over usage with cost savings recommendations
- Allocate Cost by Device and Building
- Student Population Ratios Compared to at least 55 School Districts
- Monthly Audits that build your budgets based off printing habits
- Electronic Monitoring of all Printers/Copiers
- Floor Plan Asset Management
- Measure Output at Device Level

Addendum B: Services that SPC provides that assist both the Client and servicing Vendor.

Services SPC provides to the Client:

Prior to Installation:

- Cooperative Buying Power of copiers & printers, bidding & tabulation of bids
- Five-Year Equipment Replacement Schedule: Includes onsite surveying, fleet recommendations, follow-through of bid process
- Working directly with vendors and manufacturers on Client's behalf
- Client allowed to choose vendor no matter the bid results (i.e., not necessarily awarding bid to lowest quote)

During Installation:

- On-site oversight of equipment installation
- Electronic Surge Protectors (ESPs), electrical wiring, computer interface, etc. provided as needed.
- Follow-through on remaining installation issues to ensure completion
- Print Management Software

After Installation:

- STARDoc Fleet Management program
- Live Floor Plans
- Annual Meter Read Collection
- Simplified Billing Program: Three total invoices per year directly from SPC
- Annual Reports
- Mediating equipment and warranty issues between Client and Vendor
- Chromebook Bid
- Paper Bid

Services SPC provides to the Vendor:

Prior to Installation:

- Quantity addition of clients, equipment, and volume
- Bid Specs organized in consistent format with the Five-Year Equipment Replacement Schedule
- Past bid results shared to provide best negotiating with manufacturers
- All bids shared with vendors are equal, with none allowed to under-spec, under-bid or offer discontinued equipment
- Customer chooses the vendor of choice, despite bid results
- Digital Needs Analysis to match machine to installation site
- Coordination of vendor meeting with Client after bid is awarded

During Installation:

- Oversight of equipment installation to assist delivery and technician staff
- Electronic Surge Protectors (ESPs), electrical wiring, computer interface, etc. provided by SPC as needed
- Follow-through on installation issues to ensure continuity for client and vendor
- Print Management Software

After Installation:

- Annual Meter Read Collection
- Simplified Billing Program: Three total invoices per year; SPC pays vendor directly
- Mediating equipment and warranty issues between Client and Vendor

Annual Meetings with Vendor to address both positive and negative issues or concerns as well as discussion of past and future bids.

Franklin Northeast Supervisory Union – Richford and Enosburg
Morgan Daybell
80 Main Street, Richford, VT 05476
Five-Year Basis beginning with the 2020/2021 Fiscal Year

Copies-per-Year: 2,274,538

Present vs. Proposed Recommendations as of 7/1/2020

PRESENT SITUATION

- 1) Guarantees on Photocopiers: **<1 Year on Older Units**
- 2) Annual Price Ceilings Left: **<1 Year on Older Units**
- 3) Console Copiers with 3 million plus: 5
- 4) Units to be Traded: 27 in 2020, the rest in 2023
- 5) Photocopiers: 15
- 6) Color Photocopiers: 4
- 7) MFPs: 3 (3 B/W MFP's)
- 8) Printers: 20 (5 Colors, 3 of which are Ink Jets)
- 9) Duplexers: 23
- 10) Finishers: 11
- Total number of Units: 38

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Machines: **Five + Years**
- 2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
- 3) Console Copiers with 3 Million plus: 6
- 4) Replaced: **23 New in 2020 and 11 New in 2023**
- 5) Photocopiers: **15 with Secure Print/Confidential Mailbox**
- 6) Color Photocopiers: 5
- 7) MFPs: **2 with 0 Color**
- 8) Printers: **17 with 2 Color Printers**
- 9) Duplexers: **34**
- 10) Finishers: **24**
- Total number of Units: **34 (Closing out 4 to right size equipment)**

Overall Description of Equipment Fleet:

Presently, you have **seven different manufacturers & thirteen different models** of low-end network printers that are costing you **\$0.035** per black print & **\$0.25** for color print with some units not under a Cost Per Copy (CPC) agreement. Ink Jet printers run about \$.12 per page for b/w jobs and \$.40 per page on color jobs. The **new arrangement** will shift to one manufacturer **with one vendor** servicing everything. You will have one master cost per copy agreement allowing you to monitor true costs for each printing device. This will greatly reduce cost and improve reliability.

Board Approval Date:

Capital:

Presently, you have **over a dozen** Fair Market Value Leases that are overlapping with at least 144 payments a year. With the new arrangement, we will be consolidating all the FMV leases in 2020 (Totaling \$44,166.92). The new municipal master lease will have a commencement date of 07-01-2020 with the first **annual** payment due on 08-01-2020. This will greatly reduce the internal load on accounts payable and set you up for an even larger bid in the future. The ERUUSD is responsible for any lease payments prior to July 1st, 2020. For the second phase acquisition on July 1st, 2023, SPC has locked in pricing to upgrade the remaining leased machines not being replaced in 2020.

Service & Supplies:

Considering all of your consumable cost centers including service you are averaging **\$0.006226 for black and \$0.064517 for Color**. The new contract will come in at a CPC of **\$0.003854 for Black and \$0.049177 for Color**.

Vendor Packages:

SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District:

<u>Cost Center</u>	<u>Present</u>	<u>Symquest (Konica)</u>	<u>FY24 Symquest</u>
1. Service & Supplies Color Photo only:	\$7,472.24	\$4,494.09	\$4,494.09
2. Service & Supplies Black Photo only:	\$13,707.77	\$7,228.06	\$7,228.06
3. Annual Muni Lease:	\$19,656.96	\$24,242.56	\$23,213.35
4. Forced Upgrades (#29 Printer/Copiers):	\$4,925.00	\$00.00	\$00.00
Totals:	\$45,761.97	\$35,964.71	\$34,935.50

#Papercut MF could be added on all color machines for approximately an additional \$1,475.00 per year.

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th, 2021**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

Security package: Hard Drive Wipes are included in these prices.

Franklin Northeast Supervisory Union
Morgan Daybell
80 Main Street, Richford, VT 05476
Five-Year Basis beginning with the 2020/2021 Fiscal Year

Copies-per-Year: 226,340

Present vs. Proposed Recommendations as of 7/1/2020

PRESENT SITUATION

- 1) Guarantees on Photocopiers: **<1 Year on Older Units**
- 2) Annual Price Ceilings Left: **<1 Year on Older Units**
- 3) Units to be Traded: 4 in 2020
- 4) Photocopiers: 2
- 5) Color Photocopiers: 1
- 6) MFPs: 0
- 7) Printers: 5
- 8) Duplexers: 4
- 9) Finishers: 2
- Total number of Units: 7

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Machines: **Five + Years**
- 2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
- 3) Replaced: **3 New in 2020**
- 4) Photocopiers: **2 with Secure Print/Confidential Mailbox**
- 5) Color Photocopiers: **1**
- 6) MFPs: **0**
- 7) Printers: **4**
- 8) Duplexers: **6**
- 9) Finishers: **2**
- Total number of Units: **6 (Closing out 1 to right size equipment)**

Overall Description of Equipment Fleet:

Presently, you have **six different manufacturers & twenty-three different models** of low-end network printers that are costing you **\$0.035** per black print & **\$0.25** for color print with some units not under a Cost Per Copy (CPC) agreement. Ink Jet printers run about \$.12 per page for b/w jobs and \$.40 per page on color jobs. Aside from Sheldon, very few printers are under contract which means they are not being monitored. The **new arrangement** will shift to one or two manufacturers **with one vendor** servicing everything. You will have one master cost per copy agreement allowing you to monitor true costs for each printing device. This will greatly reduce cost and improve reliability. This will be done in two phases: 2020 and 2023. The vendors have agreed to current pricing for sales in 2023. This means we do not need to go out to bid again at that time, rather will simply bring a new lease to the board for your approval. The district will have the opportunity to add or subtract equipment at that time. This package includes SPC STARDoc going forward for the entire SU.

Board Approval Dates: SU (May 4th, 2020), NMV (May 5th, 2020)

Capital:

Presently, **you have five Fair Market Value Leases that are overlapping as well as 1 Municipal Lease at Sheldon Elementary**. That means you have **60** payments a year on just the FMV leases and the 1 muni lease at Sheldon. With the new arrangement, we will have one master lease with one annual payment starting August 1st, 2020. SPC will pay off the other leases on behalf of the district (totaling \$17,085.22). This will greatly reduce the internal load on accounts payable and set you up for an even larger bid in the future. The FNESU and NMVSD are responsible for any lease payments prior to July 1st, 2020. For the second phase acquisition on July 1st, 2023, SPC has locked in pricing to upgrade the remaining leased machines not being replaced in 2020.

Service & Supplies:

Based on the existing service contracts and non-contracted devices, there must be hundreds of invoices a year. There are no warranties or service contracts on many of the printers. This will be reduced to just 2 invoices a year will all devices covered under this agreement. Considering all of your consumable cost centers including service you are averaging **\$0.00614 for black and \$0.064989 for Color**. The new contract will come in at a CPC of **\$0.003044 for Black and \$0.036255 for Color**.

Vendor Packages:

SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District:

<u>Cost Center</u>	<u>Present</u>	<u>Symquest (KM Best Bid)</u>	<u>FY24 Symquest</u>
1. Service & Supplies Color Photo only:	\$2,382.60	\$1,476.30	\$1,476.30
2. Service & Supplies Black Photo only:	\$1,937.38	\$724.01	\$724.01
3. Annual Muni Lease:	\$1,408.08	\$2,448.21	\$1,500.00
4. Forced Upgrades (# Printer/Copiers):	\$1,000.00	\$00.00	\$00.00
Totals:	\$6,728.06	\$4,648.52	\$3,700.31

#Papercut MF could be added on all color machines for approximately an additional \$1,180.00 per year.

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th, 2021**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors. **Security package:** Hard Drive Wipes are included in these prices.

*Northern Mountain Valley
Morgan Daybell
80 Main Street, Richford, VT 05476
Five-Year Basis beginning with the 2020/2021 Fiscal Year*

Copies-per-Year: 1,936,385

Present vs. Proposed Recommendations as of 7/1/2020

PRESENT SITUATION

- 1) Guarantees on Photocopiers: **<1 Year on Older Units**
- 2) Annual Price Ceilings Left: **<1 Year on Older Units**
- 3) Units to be Traded: 19 in 2020
- 4) Photocopiers: 9
- 5) Color Photocopiers: 3
- 6) MFPs: 2 (1 B/W MFP's, 1 Color Ink Jet MFP)
- 7) Printers: 22
- 8) Duplexers: 28
- 9) Finishers: 9
- Total number of Units: 33

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Machines: **Five + Years**
- 2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
- 3) Replaced: **17 New in 2020**
- 4) Photocopiers: **9 with Secure Print/Confidential Mailbox**
- 5) Color Photocopiers: **3**
- 6) MFPs: **1**
- 7) Printers: **21**
- 8) Duplexers: **31**
- 9) Finishers: **11**
- Total number of Units: **30 (Closing out 3 to right size equipment)**

Overall Description of Equipment Fleet:

Presently, you have **six different manufacturers & twenty-three different models** of low-end network printers that are costing you **\$0.035** per black print & **\$0.25** for color print with some units not under a Cost Per Copy (CPC) agreement. Ink Jet printers run about \$.12 per page for b/w jobs and \$.40 per page on color jobs. Aside from Sheldon, very few printers are under contract which means they are not being monitored. The **new arrangement** will shift to one or two manufacturers **with one vendor** servicing everything. You will have one master cost per copy agreement allowing you to monitor true costs for each printing device. This will greatly reduce cost and improve reliability. This will be done in two phases: 2020 and 2023. The vendors have agreed to current pricing for sales in 2023. This means we do not need to go out to bid again at that time, rather will simply bring a new lease to the board for your approval. The district will have the opportunity to add or subtract equipment at that time. This package includes SPC STARDoc going forward for the entire SU.

Board Approval Dates: SU (May 4th, 2020), NMV (May 5th, 2020)

Capital:

Presently, **you have five Fair Market Value Leases that are overlapping as well as 1 Municipal Lease at Sheldon Elementary**. That means you have **60** payments a year on just the FMV leases and the 1 muni lease at Sheldon. With the new arrangement, we will have one master lease with one annual payment starting August 1st, 2020. SPC will pay off the other leases on behalf of the district (totaling \$17,085.22). This will greatly reduce the internal load on accounts payable and set you up for an even larger bid in the future. The FNESU and NMVSD are responsible for any lease payments prior to July 1st, 2020. For the second phase acquisition on July 1st, 2023, SPC has locked in pricing to upgrade the remaining leased machines not being replaced in 2020.

Service & Supplies:

Based on the existing service contracts and non-contracted devices, there must be hundreds of invoices a year. There are no warranties or service contracts on many of the printers. This will be reduced to just 2 invoices a year will all devices covered under this agreement. Considering all of your consumable cost centers including service you are averaging **\$0.00614 for black and \$0.064989 for Color**. The new contract will come in at a CPC of **\$0.003044 for Black and \$0.036255 for Color**.

Vendor Packages:

SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District:

<u>Cost Center</u>	<u>Present</u>	<u>Symquest (KM Best Bid)</u>	<u>FY24 Symquest</u>
1. Service & Supplies Color Photo only:	\$9,762.02	\$7,458.12	\$7,458.12
2. Service & Supplies Black Photo only:	\$10,193.59	\$6,258.30	\$6,258.30
3. Annual Muni Lease:	\$16,671.24	\$21,232.65	\$16,734.29
4. Forced Upgrades (# Printer/Copiers):	<u>\$1,000.00</u>	<u>\$00.00</u>	<u>\$00.00</u>
Totals:	\$37,626.85	\$34,949.07	\$30,450.71

#Papercut MF could be added on all color machines for approximately an additional \$1,180.00 per year.

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th, 2021**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors. **Security package:** Hard Drive Wipes are included in these prices.



Franklin Northeast Supervisory Union

Lynn Cota

80 Main Street

Richford, VT 05476

Five-Year Equipment Replacement Schedule

Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
1 Bakersfield Elementary Middle School ASP	Brother HL-L2305W Black Network Printer 27 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 1,404 (Trade Symquest)	Close Out Due to Combining and/or Low Volumes				
146	500,000	08/14				
Black Vol: 1,000	U64964A9N832460 /	0				
		0				
2 Bakersfield Elementary Middle School Main Office	Konica Minolta BH284e Black Photocopier 28 CPM RADF Duplex Four 500-Paper Drawer Finisher 3-Hole Punch CIF-Print- Scan-Fax-Post Script-Hard Drive for Secure Print 110,382 (Trade Copex)	Color Photo Konica Minolta BHc360i 36 CPM~ RADF Duplex 2-Paper Drawer 11 X 17 Finisher 3-Hole Punch- Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
146	500,000	11/13	750,000	4/1/2019		
Black Vol: 40,079	A61G011015004 /	AA2J011013433	215419			
		40,079	SymQuest Group, Inc.			
		1,000				

NOTE: FIN = Finisher; CIF = Computer Interface; M = Move; F = From; T = Trade;
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Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
3 Bakersfield Elementary Middle School Main Office	HP Color LaserJet M553 Color Network Printer 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 127,366 (Phase 2)	Close Out Due to Combining and/or Low Volumes		Close Out	Close Out	Close Out
146	1,000,000 04/16					
Black Vol: 1,000	CNBCD6P0PX /	0				
Color Vol: 1,000		0				
4 Bakersfield Elementary Middle School Staff Room	Xerox 3040 Black Network Printer 6 CPM Standard Paper Supply Sort CIF-PrintPost Script-Air Print 0 (Trade Symquest)	Close Out Due to Combining and/or Low Volumes		Close Out	Close Out	Close Out
146	150,000 02/07					
Black Vol: 1,000	K7A225240 /	0				
		0				
5 Bakersfield Elementary Middle School Staff Room	Kyocera TASKalfa 8001 Black Photocopier 80 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print 1,254,254 (Trade Copex)	Black Photo Konica Minolta BH808 80 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
146	4,000,000 11/13	4,000,000 6/1/2016				
Black Vol: 308,600	L8T5902558 /	A8KN012000173 214238				
		311,600 SymQuest Group, Inc.				
		0				
Proposed Annual Volume for Bakersfield Elementary Middle School		351,679		1,000		

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Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
6	Berkshire Elementary Main Office	Kyocera TASKalfa 4551c Color Photocopier 45 CPM RADF Duplex Four 500-Paper Drawer Finisher CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Color Photo Konica Minolta BHC550i 55 CPM~ RADF Duplex 4-Paper Drawer 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint	New	New	New
209	136,347 (Trade Copex)	3,000,000	2/1/2020			
Black Vol:	145,904	AA7P011002035	215416			
Color Vol:	31,597	145,904	SymQuest Group, Inc.			
		31,597				
7	Berkshire Elementary Mechanical Room	Kyocera TASKalfa 6501 Black Photocopier 65 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Black Photo Konica Minolta BH658 65 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	New	New	New
209	1,089,959 (Trade Copex)	4,000,000	5/1/2017			
Black Vol:	272,154	AA6R011007103	215415			
		272,154	SymQuest Group, Inc.			
		0				
8	Berkshire Elementary Sped	HP Laser Jet M1522NF MFP Black Laser MFP 24 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script	Black MFP Table Top Konica Minolta BH4052 42 CPM~ RADF Duplex 500 Sheets Max paper 8 1/2 X 14 Sort Scan-Fax-Post Script-Airprint	New	New	New
209	35,483 (Trade Symquest)	1,000,000	8/1/2018			
Black Vol:	1,410	AA1R011011728	142304			
		1,410	SymQuest Group, Inc.			
		0				

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Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
Proposed Annual Volume for Berkshire Elementary		419,468		31,597		
9 Cold Hollow Career Center DVC	Konica Minolta BHc368 Color Photocopier 36 CPM RADF Duplex 4-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Konica Minolta BHc368 - (Phase 2 30-39 CPM Color Copier) 36 CPM RADF Duplex 4-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Konica C368	Konica C368	Upgrade	Upgrade
0	128,796 (Phase 2)	750,000	8/1/2015			
Black Vol:	26,960	A7PU011017251 /	26,960	SymQuest Group, Inc.		
Color Vol:	32,200	32,200				
10 Cold Hollow Career Center Main Office	Konica Minolta BH458 Black Photocopier 45 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Konica Minolta BH458 - (Phase 2 40-49 CPM B/W Copier) 45 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Konica 458	Konica 458	Upgrade	Upgrade
0	110,772 (Phase 2)	1,000,000	8/1/2016			
Black Vol:	68,162	A9HH011001268 /	68,162	SymQuest Group, Inc.		
		0				
Proposed Annual Volume for Cold Hollow Career Center		95,122		32,200		

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Page 4 of 29

Upgrade Report page 21

Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
11 Enosburg Falls Elementary Hallway	Kyocera TASKalfa 5501i Black Photocopier 55 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Black Photo Konica Minolta BH658 65 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
278	995,582 (Trade Copex)	4,000,000	5/1/2017			
Black Vol:	249,241	3,000,000	08/13	AA6R011007098	215411	
	L7J5708417 /	249,241	SymQuest Group, Inc.			
		0				
12 Enosburg Falls Elementary Main Office	Konica Minolta BH4422 Black Laser MFP 42 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script	Konica Minolta BH4422 - (Phase 2 40-49 CPM B/W MFP) 42 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script	Konica 4422	Konica 4422	Upgrade	Upgrade
278	6,360 (Phase 2)	1,000,000	8/1/2018			
Black Vol:	12,000	1,000,000	08/18	AAFM011000726	137624	
	AAFM011000726 /	12,000	SymQuest Group, Inc.			
		0				
13 Enosburg Falls Elementary Staff Room	Konica Minolta BHC659 Color Photocopier 65 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Konica Minolta BHC659 - (Phase 2 60-69 CPM Color Copier) 65 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Konica C659	Konica C659	Upgrade	Upgrade
278	110,589 (Phase 2)	4,000,000	5/1/2017			
Black Vol:	145,906	4,000,000	05/17	A9K6011000469	211184	
Color Vol:	65,988	145,906	SymQuest Group, Inc.			
	A9K6011000469 /	65,988				

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C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
Proposed Annual Volume for Enosburg Falls Elementary		407,147		65,988		
14 Enosburg Falls High School Business Lab	HP Laser Jet P3010 Black Network Printer 40 CPM Sort CIF-PrintPost Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
338	48,065 (Trade Symquest)					
Black Vol:	1,000,000 09/08					
	VNB3Y15870 /	0				
		0				
15 Enosburg Falls High School Guidance	Konica Minolta BHC300i Color Photocopier 30 CPM RADF Duplex Two 500-Paper Drawer CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Konica Minolta BHC300i - (Phase 2 30-39 CPM Color Copier) 30 CPM RADF Duplex Two 500-Paper Drawer CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Konica 300i	Konica 300i	Upgrade	Upgrade
338	(Phase 2)					
Black Vol:	750,000 06/19	750,000 6/1/2019				
Color Vol:	AA2K011003004 /	AA2K011003004 211603				
		28,440 SymQuest Group, Inc.				
		11,270				
16 Enosburg Falls High School Library	Canon IR3235i Black Photocopier 35 CPM RADF Duplex Four 500-Paper Drawer Finisher CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Black Photo Konica Minolta BH368e 36 CPM ~ RADF Duplex 4-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Airprint	New	New	New	New
338	262,503 (Trade Copex)					
Black Vol:	750,000 07/08	750,000 8/1/2018				
	DFH21190 /	AA6V017009091 215409				
		17,390 SymQuest Group, Inc.				
		0				

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Franklin Northeast Supervi		Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName		Present Meter/Survey Date 12/18/2019	Estimated Life Date Introduced				
Room		Estimated Life Date Introduced	Serial Number Vendor ID	Proposed IP_Address:			
# Students		Serial Number / Present IP Address	Projected Black Volume				
Annual Volume		Special Notes	Projected Color Volume				
17	Enosburg Falls High School Main Office	Konica Minolta BHC308 Color Photocopier 30 CPM RADF Duplex Two 500-Paper Drawer CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Konica Minolta BHC308 - (Phase 2 30- 39 CPM Color Copier) 30 CPM RADF Duplex Two 500-Paper Drawer CIF- Print-Scan-Post Script-Hard Drive for Secure Print	Konica C308	Konica C308	Upgrade	Upgrade
338		7,459 (Phase 2)	750,000 6/1/2016				
Black Vol:	1,680	A7PY017016693 /	A7PY017016693 211829				
Color Vol:	3,220		1,680 SymQuest Group, Inc. 4,730				
18	Enosburg Falls High School Main Office	Kyocera TASKalfa 5501i Black Photocopier 55 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3- Hole Punch CIF-Print-Scan-Post Script- Hard Drive for Secure Print	Black Photo Konica Minolta BH558 55 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
338		394,685 (Trade Copex)	3,000,000 2/1/2017				
Black Vol:	148,588	L7J5708387 /	AA6T011011293 215410				
			164,438 SymQuest Group, Inc. 0				
19	Enosburg Falls High School Peace Room	Konica Minolta BH4402 Black Network Printer 46 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	Konica Minolta BH4402 - (Phase 2 40- 49 PPM B/W) 46 CPM Duplex Standard Paper Supply Sort CIF- PrintPost Script-Air Print	Konica 4402	Konica 4402	Upgrade	Upgrade
338		1,715 (Phase 2)	750,000 8/1/2018				
Black Vol:	1,820	AAFJ011001594 /	AAFJ011001594 137404				
			1,820 SymQuest Group, Inc. 0				

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Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life Date Introduced				
Room	Estimated Life Date Introduced	Serial Number Vendor ID	Proposed IP_Address:			
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
20 Enosburg Falls High School Room 113	Konica Minolta BH4702P Black Network Printer 50 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	Konica Minolta BH4702P - (Phase 2 40-49 CPM B/W Printer) 50 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	Konica 4702	Konica 4702	Upgrade	Upgrade
338	5,876 (Phase 2)	2,000,000 8/1/2018				
Black Vol: 1,050	2,000,000 08/18	2,000,000 8/1/2018				
	AAFH011001788 /	AAFH011001788 135365				
		1,050 SymQuest Group, Inc.				
		0				
21 Enosburg Falls High School Staff Room	Konica Minolta BH808 Black Photocopier 80 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Konica Minolta BH808 - (Phase 2 80-89 CPM B/W Copier) 80 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Konica 808	Konica 808	Upgrade	Upgrade
338	1,053,676 (Phase 2)	4,000,000 6/1/2016				
Black Vol: 476,192	4,000,000 06/16	4,000,000 6/1/2016				
	A8KN011004513 /	A8KN011004513 209082				
		476,192 SymQuest Group, Inc.				
		0				
22 Enosburg Falls High School UNKNOWN (192.168.110.110)	HP Laser Jet P2035 Black Network Printer 30 CPM Sort CIF-PrintPost Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
338	12,779 (Trade Symquest)					
Black Vol: 710	750,000 11/08					
	CNB9T32259 /					
		0				
		0				

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Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
23 Enosburg Falls High School UNKNOWN (192.168.110.111)	HP Laser Jet P1505 Black Network Printer 24 CPM Sort CIF-PrintPost Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
338	39,651 (Trade Symquest)					
Black Vol: 1,610	500,000 11/07					
	VND3H14904 /	0 0				
24 Enosburg Falls High School UNKNOWN (192.168.110.125)	HP Laser Jet P1606dn Black Network Printer 26 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
338	0 (Trade Symquest)					
Black Vol: 450	500,000 04/10					
	VNB3J16726 /	0 0				
25 Enosburg Falls High School UNKNOWN (192.168.110.253)	LEXMARK MX410de Black Laser MFP 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
338	0 (Trade Symquest)					
Black Vol: 1,920	03/11					
	701532LM059ML /	0 0				

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Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
<hr/>						
26 Enosburg Falls High School UNKNOWN (192.168.110.38)	HP Laser Jet 4100 Black Network Printer 25 CPM Sort CIF-PrintPost Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
338	78,038 (Trade Symquest)					
Black Vol:	500,000 03/01					
	USJNH40446 /	0				
		0				
<hr/>						
27 Enosburg Falls High School UNKNOWN (192.168.110.6)	HP Laser Jet 4100 Black Network Printer 25 CPM Sort CIF-PrintPost Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
338	83,855 (Trade Symquest)					
Black Vol:	500,000 03/01					
	JPLGC22655 /	0				
		0				
<hr/>						
Proposed Annual Volume for Enosburg Falls High School		691,010	14,490			
<hr/>						
28 Enosburg Falls Middle School Main Office	HP Color Laser Jet CP2025dn Color Network Printer 21 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
88	40,761 (Trade Symquest)					
Black Vol:	500,000 09/08					
Color Vol:	CNGS429474 /	0				
		0				
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Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life Date Introduced				
Room	Estimated Life Date Introduced	Serial Number Vendor ID	Proposed IP_Address:			
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
29 Enosburg Falls Middle School Main Office	Konica Minolta BH808 Black Photocopier 80 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Konica Minolta BH808 - (Phase 2 60-69 CPM Color Copier) 80 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF- Print-Scan-Post Script-Hard Drive for Secure Print	Konica 808	Konica 808	Upgrade	Upgrade
88	393,843 (Phase 2)	4,000,000 6/1/2016				
Black Vol:	164,420	A8KN011004492 /	4,000,000 6/1/2016			
		164,900 SymQuest Group, Inc.				
		0				
Proposed Annual Volume for Enosburg Falls Middle School			164,900	1,510		
30 FNESU Office Business Office	Kyocera TASKalfa 5550ci Color Photocopier 50 CPM RADF Finisher Sort- CIF-Print-Scan-Fax-Post Script	Color Photo Konica Minolta BHC550i 55 CPM~ RADF Duplex 4-Paper Drawer 11 X 17 Finisher 3-Hole Punch- Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
0	770,764 (Trade Copex)	3,000,000 2/1/2020				
Black Vol:	112,000	AA7P011002033 215414				
Color Vol:	38,000	112,000 SymQuest Group, Inc.				
		38,000				

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Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life Date Introduced				
Room	Estimated Life Date Introduced	Serial Number Vendor ID	Proposed IP_Address:			
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
31 FNESU Office Business Office	HP Laser Jet Pro M402dn Black Network Printer 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 29,050	HP Laser Jet Pro M402dn - 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP 402	HP 402	Upgrade	Upgrade
0	1,000,000 10/15	1,000,000 10/1/2015				
Black Vol: 1,000	PHBQD65202 /	PHBQD65202 141831				
		1,000 SymQuest Group, Inc.				
		0				
32 FNESU Office Payroll	HP Laser Jet 400 M401n Black Network Printer 35 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 32,888 (Trade Symquest)	Black Network Printer HP Laser Jet Pro M404dn 40 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint- MICR	Close Out	Close Out	Close Out	Close Out
0	750,000 01/13	750,000 7/1/2019				
Black Vol: 4,810	PHGDF59847 /	JPBDM10816 140736				
		3,000 SymQuest Group, Inc.				
		0				
33 FNESU Office Payroll	HP Laser Jet 400 M401n Black Network Printer 35 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 46,907 (Trade Symquest)	Black Network Printer HP Laser Jet Pro M404dn 40 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint- MICR	New	New	New	New
0	750,000 01/13	750,000 7/1/2019				
Black Vol: 8,530	PHGDF59827 /	JPBDM10819 140737				
		10,340 SymQuest Group, Inc.				
		0				

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C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life Date Introduced				
Room	Estimated Life Date Introduced	Serial Number Vendor ID	Proposed IP_Address:			
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
34 FNESU Office Student Services	HP Laser Jet 1320 Black Network Printer 22 CPM Standard Paper Supply Sort CIF- PrintPost Script-Air Print 0 (Trade Symquest)	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint 500,000 8/1/2018 AAFK011001587 140735 1,000 SymQuest Group, Inc. 0	New	New	New	New
0 Black Vol: 1,000	CNRCGB10FF /					
35 FNESU Office Superintendents Office	HP Laser Jet Pro M402dn Black Network Printer 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 12,663	HP Laser Jet Pro M402dn - 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 1,000,000 10/1/2015 PHBQ064878 141834 1,000 SymQuest Group, Inc. 0	HP 402	HP 402	Upgrade	Upgrade
0 Black Vol: 1,000	PHBQ064878 /					
36 FNESU Office Upstairs Hall	Konica Minolta BH308 Black Photocopier 30 CPM RADF Finisher Sort-CIF-Print- Scan-Post Script 73,223 (Phase 2)	Konica Minolta BH308 - 30 CPM RADF Duplex Finisher Sort-CIF-Print- Scan-Post Script 750,000 6/1/2016 AA6W011003397 213499 60,000 SymQuest Group, Inc. 0	Konica 308	Konica 308	Upgrade	Upgrade
0 Black Vol: 60,000	AA6W011003397 /					
Proposed Annual Volume for FNESU Office		188,340		38,000		

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Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
37 Montgomery Elementary Library	HP DeskJet 6800 Color Ink Jet Printer 30 CPM Sort CIF-PrintPost Script	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	New	New	New	New
136	0 (Trade Symquest)	500,000	8/1/2018			
Black Vol:	750,000	05/14	AAFK011001593	140729		
Color Vol:	1,000		1,000	SymQuest Group, Inc.		
	N/A /		0			
38 Montgomery Elementary Main Office	Kyocera TASKalfa 4551c Color Photocopier 45 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Fax-Post Script-Hard Drive for Secure Print	Color Photo Konica Minolta BHC450i 45 CPM~ RADF Duplex 4-Paper Drawer 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
136	501,289 (Trade Copex)	1,000,000	1/1/2020			
Black Vol:	1,000,000	08/13	AA7R011004214	215417		
Color Vol:	64,587		64,587	SymQuest Group, Inc.		
	L8D4202046 /		12,679			
39 Montgomery Elementary Main Office	HP Officejet 8000 Color Ink Jet Printer 24 CPM Sort CIF-PrintPost Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
136	(Trade Symquest)					
Black Vol:	500,000	05/98				
Color Vol:	CN2BLBVHKR /		0			
			0			

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C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

Franklin Northeast Supervi		Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName		Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room		Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students		Serial Number / Present IP Address	Projected Black Volume				
Annual Volume		Special Notes	Projected Color Volume				
<hr/>							
40	Montgomery Elementary SPED	HP OfficeJet 6000 Color Ink Jet MFP 7 CPM Sort Scan-Print-Post Script	Color Network Printer Konica Minolta BHC3300i 35 PPM ~ Duplex Sort 300 Paper Supply-Post Script-Airprint	New	New	New	New
136		0 (Trade Symquest)	750,000	4/1/2019			
Black Vol:	1,000	150,000 06/09	AAJT011001721	142306			
Color Vol:	1,000	TH56G510CS /	1,000	SymQuest Group, Inc.			
			1,000				
<hr/>							
41	Montgomery Elementary Workroom	Kyocera TASKalfa 6501 Black Photocopier 65 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Black Photo Konica Minolta BH808 80 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
136		1,178,894 (Trade Copex)	4,000,000	6/1/2016			
Black Vol:	294,724	3,000,000 11/13	A8KN012000175	214194			
		L8X5X03515 /	294,724	SymQuest Group, Inc.			
			0				
<hr/>							
Proposed Annual Volume for Montgomery Elementary			361,311		13,679		
<hr/>							
42	Richford Elementary IT Office	HP Laser Jet 1320 Black Network Printer 22 CPM Sort CIF-PrintPost Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
195		11,981 (Trade Symquest)					
Black Vol:	130	500,000 01/04					
		CNHC64K0NP /	0				
			0				
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C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
43 Richford Elementary Lunch Room	HP Laser Jet 2015 Black Network Printer 27 CPM Standard Paper Supply Sort CIF- PrintPost Script-Air Print	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	New	New	New	New
195	0 (Trade Symquest)	500,000	8/1/2018			
Black Vol: 1,000	CNB9T61371 /	AAFK011001595	140731			
		1,000	SymQuest Group, Inc.			
		0				
44 Richford Elementary Main Office	Konica Minolta BH284e Black Photocopier 28 CPM RADF Duplex Two 500-Paper Drawer CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Black Photo Konica Minolta BH368e 36 CPM ~ RADF Duplex 2-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan- Fax-Post Script-Airprint	New	New	New	New
195	89,728 (Trade Copex)	750,000	8/1/2018			
Black Vol: 23,045	A61G011014030 /	AA6V017009112	214234			
		23,205	SymQuest Group, Inc.			
		0				
45 Richford Elementary Room 17	Konica Minolta BH808 Black Photocopier 80 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Konica Minolta BH808 - (Phase 2 80-89 CPM B/W Copier) 80 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF- Print-Scan-Post Script-Hard Drive for Secure Print	Konica 808	Konica 808	Upgrade	Upgrade
195	561,231 (Phase 2)	4,000,000	6/1/2016			
Black Vol: 233,385	A8KN011008549 /	A8KN011008549	212514			
		233,385	SymQuest Group, Inc.			
		0				

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C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
46 Richford Elementary UNKNOWN (192.168.200.9)	HP LaserJet 400 MFP M425dn Black Laser MFP 35 CPM Sort Print-Post Script-Scan	Close Out Due to Combining and/or Low Volumes		Close Out	Close Out	Close Out
195	0 (Trade Symquest)					
Black Vol: 30	750,000 06/12					
	CNF8G3XD61 /					
		0				
		0				
Proposed Annual Volume for Richford Elementary		257,590				
47 Richford Jr/Sr High Extra Printer	Brother HL-2270DW Black Network Printer 27 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	Close Out Due to Combining and/or Low Volumes		Close Out	Close Out	Close Out
233	0 (Trade Symquest)					
Black Vol: 0	500,000 10/10					
	V63878A98135 /					
		0				
		0				
48 Richford Jr/Sr High Library	HP Color Laser Jet M251nw Color Network Printer 14 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	Color Network Printer Konica Minolta BHC3300i 35 PPM ~ Duplex Sort 300 Paper Supply-Post Script-Airprint	New	New	New	New
233	22,500 (Trade Symquest)	750,000 4/1/2019				
Black Vol: 500	150,000 09/12	AAJT011001377 142301				
Color Vol: 500	CND1H13717 /	500 SymQuest Group, Inc.				
		500				

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C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
49 Richford Jr/Sr High Library	Canon imageRUNNER 3225 Black Photocopier 25 CPM RADF Duplex Four 500-Paper Drawer CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Black Photo Konica Minolta BH368e 36 CPM ~ RADF Duplex 2-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Airprint	New	New	New	New
233	189,890 (Trade Copex)	750,000	8/1/2018			
Black Vol: 12,680	500,000 07/08	AA6V017009178	215529			
	DFH09362 /	12,680 SymQuest Group, Inc.				
		0				
50 Richford Jr/Sr High Lunch Office	HP Laser Jet 1102 Black Network Printer 19 CPM Standard Paper Supply Sort CIF-PrintPost Script-Air Print	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	New	New	New	New
233	0 (Trade Symquest)	500,000	8/1/2018			
Black Vol: 1,000	200,000 10/10	AAFK011001603	140730			
	VND3Q33203 /	1,000 SymQuest Group, Inc.				
		0				
51 Richford Jr/Sr High Main Office	HP Deskjet 6988 Color Ink Jet Printer 36 CPM Sort CIF-PrintPost Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
233	0 (Trade Symquest)					
Black Vol: 1,000	750,000 09/07					
Color Vol: 1,000	N/A /					
		0				
		0				

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C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
52 Richford Jr/Sr High Main Office	Canon IR 5055 Black Photocopier 55 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Color Photo Konica Minolta BHC450i 45 CPM~ RADF Duplex 4-Paper Drawer 11 X 17 Finisher 3-Hole Punch-Scan-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
233	1,046,573 (Trade Copex)	1,000,000	1/1/2020			
Black Vol: 56,153	3,000,000 02/07	AA7R011004227	214235			
	CXT02473 /	57,153 SymQuest Group, Inc.				
		3,000				
53 Richford Jr/Sr High Nurse	HP Officejet 8000 Color Ink Jet Printer 24 CPM Sort CIF-PrintPost Script	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	New	New	New	New
233	0 (Trade Symquest)	500,000	8/1/2018			
Black Vol: 1,000	500,000 05/98	AAFK011001598	140733			
Color Vol: 1,000	CN49QDX3M2 /	1,000 SymQuest Group, Inc.				
		0				
54 Richford Jr/Sr High Room 131	HP Laser Jet 1020 Black Network Printer 15 CPM Standard Paper Supply Sort CIF-PrintPost Script-Air Print	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	New	New	New	New
233	0 (Trade Symquest)	500,000	8/1/2018			
Black Vol: 1,000	200,000 05/05	AAFK011001601	140732			
	CNBKS71654 /	1,000 SymQuest Group, Inc.				
		0				

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C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
55 Richford Jr/Sr High Room 234	HP Deskjet 6988 Color Ink Jet Printer 36 CPM Sort CIF-PrintPost Script	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	New	New	New	New
233	0 (Trade Symquest)	500,000	8/1/2018			
Black Vol: 1,000	N/A /	AAFK011001600	140727			
Color Vol: 1,000		1,000 SymQuest Group, Inc.				
		0				
56 Richford Jr/Sr High Room 245	HP Laser Jet 1006 Black Network Printer 17 CPM Standard Paper Supply Sort CIF-PrintPost Script-Air Print	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	New	New	New	New
233	0 (Trade Symquest)	500,000	8/1/2018			
Black Vol: 1,000	VND3B48649 /	AAFK011001596	140728			
		1,000 SymQuest Group, Inc.				
		0				
57 Richford Jr/Sr High Room 262	HP Laser Jet P2035 Black Network Printer 30 CPM Standard Paper Supply Sort CIF-PrintPost Script-Air Print	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	New	New	New	New
233	9,103 (Trade Symquest)	500,000	8/1/2018			
Black Vol: 1,000	CNB9S62342 /	AAFK011001591	140726			
		1,000 SymQuest Group, Inc.				
		0				

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Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
58 Richford Jr/Sr High Teachers Room	Kyocera TASKalfa 6501 Black Photocopier 65 CPM RADF Duplex Two 500 Two 1000-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print	Black Photo Konica Minolta BH808 80 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
233	1,894,229 (Trade Copex)	4,000,000	6/1/2016			
Black Vol:	482,948	3,000,000	11/13	A8KN012000191	214192	
	L8X5X03609 /	482,948	SymQuest Group, Inc.			
		0				
Proposed Annual Volume for Richford Jr/Sr High		559,281		3,500		
59 Sheldon Elementary Art Room Color Printer	HP Color Laser Jet M452dw Color Network Printer 28 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP Color Laser Jet M452dw - 28 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP 452	HP 452	Upgrade	Upgrade
295	20,190	500,000	10/15	500,000	10/1/2015	
Black Vol:	1,824	VNB3P10638 /	VNB3P10638	141845		
Color Vol:	5,135	1,824	SymQuest Group, Inc.			
		5,135				
60 Sheldon Elementary Bookkeeper's Office	HP Laser Jet 400 M401n Black Network Printer 35 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	Black Network Printer HP Laser Jet Pro M404dn 40 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint-MICR	New	New	New	New
295	(Trade Symquest)	750,000	7/1/2019			
Black Vol:	0	750,000	01/13	JPBDM10831	140738	
	PHGDG74532 /	0	SymQuest Group, Inc.			
		0				

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Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life Date Introduced				
Room	Estimated Life Date Introduced	Serial Number Vendor ID	Proposed IP_Address:			
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
61 Sheldon Elementary Bourbeau Printer	HP Laser Jet Pro M402dw Black Network Printer 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 16,936	HP Laser Jet Pro M402dw - 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP 402	HP 402	Upgrade	Upgrade
295	1,000,000 10/15	1,000,000 10/1/2015				
Black Vol: 2,801	PHGDF34902 /	PHGDF34902 141844				
		2,801 SymQuest Group, Inc.				
		0				
62 Sheldon Elementary Cross Roads Office	HP Laser Jet 400 M401n Black Network Printer 35 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 16,592 (Trade Symquest)	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
295	750,000 01/13					
Black Vol: 254	PHGDF34904 /	PHGDF34904 141846				
		0				
		0				
63 Sheldon Elementary Grade 7/8 Math	HP Laser Jet Pro M402dw Black Network Printer 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 1,237	HP Laser Jet Pro M402dw - 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP 402	HP 402	Upgrade	Upgrade
295	1,000,000 10/15	1,000,000 10/1/2015				
Black Vol: 661	PHBVB07171 /	PHBVB07171 141843				
		661 SymQuest Group, Inc.				
		0				

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Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
64 Sheldon Elementary Grades 7/8 Science	HP Laser Jet 400 M401n Black Network Printer 35 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 309 (Trade Symquest)	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	New	New	New	New
295	750,000	01/13	500,000	8/1/2018		
Black Vol:	2,680		AAFK011001586	140740		
	PHGDF34914 /		2,680	SymQuest Group, Inc.		
			0			
65 Sheldon Elementary Library	Canon IR ADV 4251 Black Photocopier 51 CPM RADF Duplex 4-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print 382,190 (Trade Copex)	Black Photo Konica Minolta BH558 55 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
295	3,000,000	10/13	3,000,000	2/1/2017		
Black Vol:	128,391		AA6T011011335	215412		
	RKP08475 /		128,391	SymQuest Group, Inc.		
			0			
66 Sheldon Elementary Library Color Printer	HP Color Laser Jet M452dw Color Network Printer 28 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 53,033	HP Color Laser Jet M452dw - 28 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP 452	HP 452	Upgrade	Upgrade
295	500,000	10/15	500,000	10/1/2015		
Black Vol:	4,510		VNB3P13903	141837		
Color Vol:	18,709		4,510	SymQuest Group, Inc.		
	VNB3P13903 /		18,709			

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C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life Date Introduced				
Room	Estimated Life Date Introduced	Serial Number Vendor ID	Proposed IP_Address:			
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
67 Sheldon Elementary Main Office	Canon IR C7260 Color Photocopier 60 CPM RADF Duplex LCT-Paper 11 X 17 Finisher 3-Hole Punch CIF-Print-Scan-Fax-Post Script-Hard Drive for Secure Print	Color Photo Konica Minolta BHC650i 65 CPM~ RADF Duplex LCT-Paper 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
295	520,352 (Trade Copex)	4,000,000 2/1/2020				
Black Vol:	100,165	AA7N011000694 215418				
Color Vol:	78,751	100,791 SymQuest Group, Inc. 78,751				
68 Sheldon Elementary Math Intervention Room	HP Laser Jet Pro M402dw Black Network Printer 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP Laser Jet Pro M402dw - 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP 402	HP 402	Upgrade	Upgrade
295	9,576	1,000,000 10/1/2015				
Black Vol:	1,040	PHBVF09040 141842				
		1,040 SymQuest Group, Inc. 0				
69 Sheldon Elementary Psychologist	HP Laser Jet 1012 Black Network Printer 15 CPM Standard Paper Supply Sort CIF-PrintPost Script-Air Print	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	New	New	New	New
295	13,527 (Trade Symquest)	500,000 8/1/2018				
Black Vol:	1,000	AAFK011001575 140734				
		1,000 SymQuest Group, Inc. 0				

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Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life Date Introduced				
Room	Estimated Life Date Introduced	Serial Number Vendor ID	Proposed IP_Address:			
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
70 Sheldon Elementary Room 13	HP Laser Jet Pro M402dw Black Network Printer 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 14,398	HP Laser Jet Pro M402dw - 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP 402	HP 402	Upgrade	Upgrade
295	1,000,000 10/15	1,000,000 10/1/2015				
Black Vol: 5,820	PHBVB07120 /	PHBVB07120				
		5,820 SymQuest Group, Inc.				
		0				
71 Sheldon Elementary Room 2/4	HP Laser Jet Pro M402dw Black Network Printer 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 9,807	HP Laser Jet Pro M402dw - 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP 402	HP 402	Upgrade	Upgrade
295	1,000,000 10/15	1,000,000 10/1/2015				
Black Vol: 372	PHBVB07631 /	PHBVB07631				
		0 SymQuest Group, Inc.				
		0				
72 Sheldon Elementary Room 5/7	HP Laser Jet Pro M402dw Black Network Printer 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 27,274	HP Laser Jet Pro M402dw - 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP 402	HP 402	Upgrade	Upgrade
295	1,000,000 10/15	1,000,000 10/1/2015				
Black Vol: 11,284	PHBVB07102 /	PHBVB07102				
		11,284 SymQuest Group, Inc.				
		0				

NOTE: FIN = Finisher; CIF = Computer Interface; M = Move; F = From; T = Trade;
C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life Date Introduced				
Room	Estimated Life Date Introduced	Serial Number Vendor ID	Proposed IP_Address:			
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
73 Sheldon Elementary Room 7/8 Literacy	HP Laser Jet Pro M402dw Black Network Printer 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 13,606	HP Laser Jet Pro M402dw - 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP 402	HP 402	Upgrade	Upgrade
295	1,000,000 10/15	1,000,000 10/1/2015				
Black Vol: 4,859	PHBVB07114 /	PHBVB07114				
		4,859 SymQuest Group, Inc.				
		0				
74 Sheldon Elementary Room 8	HP Laser Jet Pro M402dw Black Network Printer 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 8,435	HP Laser Jet Pro M402dw - 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP 402	HP 402	Upgrade	Upgrade
295	1,000,000 10/15	1,000,000 10/1/2015				
Black Vol: 3,406	PHBVB07644 /	PHBVB07644 141838				
		3,406 SymQuest Group, Inc.				
		0				
75 Sheldon Elementary Rooms 1/3	HP Laser Jet Pro M402dw Black Network Printer 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 9,181	HP Laser Jet Pro M402dw - 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP 402	HP 402	Upgrade	Upgrade
295	1,000,000 10/15	1,000,000 10/1/2015				
Black Vol: 4,492	PHBVF09038 /	PHBVF09038 141840				
		4,492 SymQuest Group, Inc.				
		0				

NOTE: FIN = Finisher; CIF = Computer Interface; M = Move; F = From; T = Trade;
C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

Franklin Northeast Supervi	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date 12/18/2019	Estimated Life Date Introduced				
Room	Estimated Life Date Introduced	Serial Number Vendor ID	Proposed IP_Address:			
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
76 Sheldon Elementary Special Ed Office	HP Laser Jet Pro M402dw Black Network Printer 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 74,922	HP Laser Jet Pro M402dw - 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP 402	HP 402	Upgrade	Upgrade
295	1,000,000 10/15	1,000,000 10/1/2015				
Black Vol: 21,983	PHBVB07639 /	PHBVB07639 141835				
		21,983 SymQuest Group, Inc.				
		0				
77 Sheldon Elementary Staff Work Room	Canon IR ADV 8585 Black Photocopier 85 CPM RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print- Scan-Post Script-Hard Drive for Secure Print 400+ Lb Console	Black Photo Konica Minolta BH808 80 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
295	1,011,752 (Trade Copex) 5,000,000 02/16	4,000,000 6/1/2016				
Black Vol: 355,075	SWN01333 /	A8KN012000154 214195				
		355,075 SymQuest Group, Inc.				
		0				
78 Sheldon Elementary Tech Office	HP Laser Jet Pro M402dw Black Network Printer 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print 14,741	HP Laser Jet Pro M402dw - 40 CPM Duplex Standard Paper Supply Sort CIF-PrintPost Script-Air Print	HP 402	HP 402	Upgrade	Upgrade
295	1,000,000 10/15	1,000,000 10/1/2015				
Black Vol: 4,439	PHBVF09032 /	PHBVF09032				
		4,439 SymQuest Group, Inc.				
		0				
Proposed Annual Volume for Sheldon Elementary		655,056		102,595		

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C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

Franklin Northeast Supervisory Union
80 Main Street
Richford, VT 05476

	PRESENT	PROPOSED
Black Photocopiers	3,391,227	3,314,485
Black Photocopiers - Existing - Recon	0	0
High Production Black Photocopiers	0	0
Color Photocopiers - Black Volume	625,642	723,500
Color Photocopiers - Color Volume	273,705	279,215
Color Photocopiers - Existing - Recon	0	0
High Production Color Photocopiers	0	0
Black Network Printers	105,361	91,675
Black Laser MFP	15,360	13,410
Color Network Printers - Black Volume	8,314	7,834
Color Network Printers - Color Volume	26,854	25,344
Color Laser MFP - Black Volume	0	0
Color Laser MFP - Color Volume	0	0
Color Ink Jet Local Printers - Black Volume	4,000	0
Color Ink Jet Local Printers - Color Volume	3,000	0
Color Ink Jet MFP - Black Volume	1,000	0
Color Ink Jet MFP - Color Volume	1,000	0
<i>Total Black Volume</i>	4,150,904	4,150,904
<i>Total Color Volume</i>	304,559	304,559
TOTALS	4,455,463	4,455,463

Recommended Vendor(s): Symquest with Konica Copiers & Printers**Upgrade Date on 7/1/2020****BLACK VOLUME**

Vendor/Equipment	Proposed 100% Volume	Cost Per Copy	Proj Full-Year Billing
SymQuest Group, Inc. / Color Photocopier	723,500	\$0.00320	\$2,315.20
SymQuest Group, Inc. / Color Network Printer	7,834	\$0.01063	\$83.28
SymQuest Group, Inc. / Black Photocopier	3,314,485	\$0.00320	\$10,606.35
SymQuest Group, Inc. / Black Network Printer	91,675	\$0.01063	\$974.51
SymQuest Group, Inc. / Black Laser MFP	13,410	\$0.00613	\$82.20
Sub Totals	4,150,904	\$0.00339	\$14,061.53

COLOR VOLUME

Vendor/Equipment	Proposed 100% Volume	Cost Per Copy	Proj Full-Year Billing
SymQuest Group, Inc. / Color Network Printer	500	\$0.06125	\$30.63
SymQuest Group, Inc. / Color Network Printer	24,844	\$0.10625	\$2,639.68
SymQuest Group, Inc. / Color Photocopier	279,215	\$0.03885	\$10,847.50
Sub Totals	304,559	\$0.04438	\$13,517.80

COMBINED BLACK & COLOR VOLUME & COST

	Proposed 100% Volume	Avg Cost Per Copy	Proj Full-Year Billing
Total Billing	4,455,463	\$0.00619	\$27,579.34



Franklin Northeast Supervisory Union
2019-2020 / Reconciliation - CLOSE-OUT
Annual Billing Summary by Building

Black Prints

Building	Full Year Volume	Pre-Paid Volume	Reconciled Volume	Full Year Costs	Pre-Paid Costs	Reconciled Costs
Sheldon Elementary	441,870	654,064	(212,194)	\$2,466.23	\$3,227.37	(\$761.14)
Black Prints Totals	441,870	654,064	(212,194)	\$2,466.23	\$3,227.37	(\$761.14)

Color Prints

Building	Full Year Volume	Pre-Paid Volume	Reconciled Volume	Full Year Costs	Pre-Paid Costs	Reconciled Costs
Sheldon Elementary	100,822	102,598	(1,776)	\$6,502.42	\$6,625.52	(\$123.10)
Color Prints Totals	100,822	102,598	(1,776)	\$6,502.42	\$6,625.52	(\$123.10)

TOTALS:	542,692	756,662	(213,970)	\$8,968.66	\$9,852.89	(\$884.23)
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Average Cost Per Print For Black & Color: \$0.01653

* If there is a credit balance, it will be applied to next year's pre-billing, which should be forthcoming in July.



Specialized Purchasing Consultants Inc.

Serving Maine, New Hampshire & Vermont since 1988

Skip Tilton
President

Corporate Office:
1491 East Side River Road
Dummer, NH 03588
(800) 750-1538
stilton@spccopypro.com

VISIT US ON THE WEB:
www.spccopypro.com

RE: SPC Simplified Billing

Dear O qti cp:

Why Simplified Billing? Quite simply, our clients were receiving different hard-to-read invoice styles, monthly or quarterly invoicing, partial fleet billing at random times of the year, and other confusing invoicing practices from their vendors. SPC found it necessary to simplify the process to ensure our clients are being charged accurately.

From 1989 to 2012, SPC allowed vendors to handle the billing directly with the client. As mentioned above, vendors had their own way of invoicing, which created a great deal of confusion. Clients would often pay without confirmation of the charges to avoid interruption of service or supplies. We spent numerous administrative hours sorting out the billing for those clients who did question their invoices.

In 2013, we simplified the billing process *at no additional cost to you* as follows:

- **Invoice #1**: Billed out July 1 for 50% of previous year's usage in advance.
- **Invoice #2**: Billed out January 1 for remaining 50% of usage in advance.
- **Invoice #3**: Reconciliation of actual usage vs. prepaid against Invoices 1 and 2, showing all credits and charges along with corresponding meter reads, usage and cost per print for each machine under contract.

The cycle begins again on July 1 for the next fiscal year. Just three, easy-to-read invoices per year. Simple, and consistent. Both clients and vendors have repeatedly expressed their gratitude as Simplified Billing has expedited the payment process and increased the confidence level to all parties.

Feel free to share your thoughts on the Simplified Billing process, or any of our other free services, with us at any time.

Regards,

Skip Tilton



Franklin Northeast Supervisory Union 2020-2021 / July Pre-Bill Summary by Building

Black Prints

Building	Projected Volume	Projected Charges	Pre-Billing Volume	Pre-Billing Charges
Bakersfield Elementary Middle School	351,679	\$1,125.37	175,840	\$562.69
Berkshire Elementary	419,468	\$1,346.43	209,734	\$673.21
Cold Hollow Career Center	95,122	\$304.39	47,561	\$152.20
Enosburg Falls Elementary	407,147	\$1,338.03	203,574	\$669.02
Enosburg Falls High School	691,010	\$2,232.56	345,505	\$1,116.28
Enosburg Falls Middle School	164,900	\$527.68	82,450	\$263.84
FNESU Office	188,340	\$724.09	94,170	\$362.05
Montgomery Elementary	361,311	\$1,171.06	180,656	\$585.53
Richford Elementary	257,590	\$831.72	128,796	\$415.86
Richford Jr/Sr High	559,281	\$1,837.99	279,641	\$919.00
Sheldon Elementary	655,056	\$2,622.22	327,532	\$1,311.14
Black Prints Totals	4,150,904	\$14,061.54	2,075,459	\$7,030.81

Color Prints

Building	Projected Volume	Projected Charges	Pre-Billing Volume	Pre-Billing Charges
Bakersfield Elementary Middle School	1,000	\$38.85	500	\$19.43
Berkshire Elementary	31,597	\$1,227.54	15,799	\$613.79
Cold Hollow Career Center	32,200	\$1,250.97	16,100	\$625.49
Enosburg Falls Elementary	65,988	\$2,563.63	32,994	\$1,281.82
Enosburg Falls High School	16,000	\$621.60	8,000	\$310.80
Enosburg Falls Middle School	0	\$0.00	0	\$0.00
FNESU Office	38,000	\$1,476.30	19,000	\$738.15
Montgomery Elementary	13,679	\$598.83	6,840	\$299.43
Richford Elementary	0	\$0.00	0	\$0.00
Richford Jr/Sr High	3,500	\$147.18	1,750	\$73.59
Sheldon Elementary	102,595	\$5,592.90	51,299	\$2,796.58

Color Prints Totals	304,559	\$13,517.80	152,282	\$6,759.07
Total Pre-Billing Invoice	4,455,463	\$27,579.34	2,227,741	\$13,789.87



SCHEDULE A SERVICE & SUPPLY CONTRACT - CLIENT

Client: Franklin Northeast Supervisory Union

Contracted Vendor: SymQuest Group, Inc.

Term: 7/1/2020 through 6/30/2025

<i>Building</i>	<i>Room</i>	<i>Model</i>	<i>Serial Number</i>	<i>Machine Type</i>	<i>Black Cost/Copy</i>	<i>COLOR Cost/Copy</i>
Bakersfield Elementary Middle School	Main Office	Konica Minolta BHc360i	AA2J011013433	Color Photocopier	\$0.00320	\$0.03885
Bakersfield Elementary Middle School	Staff Room	Konica Minolta BH808	A8KN012000173	Black Photocopier	\$0.00320	\$0.00000
Berkshire Elementary	Main Office	Konica Minolta BHC550i	AA7P011002035	Color Photocopier	\$0.00320	\$0.03885
Berkshire Elementary	Mechanical Room	Konica Minolta BH658	AA6R011007103	Black Photocopier	\$0.00320	\$0.00000
Berkshire Elementary	Sped	Konica Minolta BH4052	AA1R011011728	Black Laser MFP	\$0.00613	\$0.00000
Cold Hollow Career Center	DVC	Konica Minolta BHc368	A7PU011017251	Color Photocopier	\$0.00320	\$0.03885
Cold Hollow Career Center	Main Office	Konica Minolta BH458	A9HH011001268	Black Photocopier	\$0.00320	\$0.00000
Enosburg Falls Elementary	Hallway	Konica Minolta BH658	AA6R011007098	Black Photocopier	\$0.00320	\$0.00000
Enosburg Falls Elementary	Main Office	Konica Minolta BH4422	AAFM011000726	Black Laser MFP	\$0.00613	\$0.00000
Enosburg Falls Elementary	Staff Room	Konica Minolta BHC659	A9K6011000469	Color Photocopier	\$0.00320	\$0.03885
Enosburg Falls High School	Guidance	Konica Minolta BHC300i	AA2K011003004	Color Photocopier	\$0.00320	\$0.03885
Enosburg Falls High School	Library	Konica Minolta BH368e	AA6V017009091	Black Photocopier	\$0.00320	\$0.00000
Enosburg Falls High School	Main Office	Konica Minolta BHC308	A7PY017016693	Color Photocopier	\$0.00320	\$0.03885
Enosburg Falls High School	Main Office	Konica Minolta BH558	AA6T011011293	Black Photocopier	\$0.00320	\$0.00000
Enosburg Falls High School	Peace Room	Konica Minolta BH4402	AAFJ011001594	Black Network Printer	\$0.01063	\$0.00000

<i>Building</i>	<i>Room</i>	<i>Model</i>	<i>Serial Number</i>	<i>Machine Type</i>	<i>Black Cost/Copy</i>	<i>COLOR Cost/Copy</i>
Enosburg Falls High School	Room 113	Konica Minolta BH4702P	AAFH011001788	Black Network Printer	\$0.01063	\$0.00000
Enosburg Falls High School	Staff Room	Konica Minolta BH808	A8KN011004513	Black Photocopier	\$0.00320	\$0.00000
Enosburg Falls Middle School	Main Office	Konica Minolta BH808	A8KN011004492	Black Photocopier	\$0.00320	\$0.00000
FNESU Office	Business Office	HP Laser Jet Pro M402dn	PHBQD65202	Black Network Printer	\$0.01063	\$0.00000
FNESU Office	Business Office	Konica Minolta BHC550i	AA7P011002033	Color Photocopier	\$0.00320	\$0.03885
FNESU Office	Payroll	HP Laser Jet Pro M404dn	JPBDM10816	Black Network Printer	\$0.01063	\$0.00000
FNESU Office	Payroll	HP Laser Jet Pro M404dn	JPBDM10819	Black Network Printer	\$0.01063	\$0.00000
FNESU Office	Student Services	Konica Minolta BH3602P	AAFK011001587	Black Network Printer	\$0.01063	\$0.00000
FNESU Office	Superintendents Office	HP Laser Jet Pro M402dn	PHBQ064878	Black Network Printer	\$0.01063	\$0.00000
FNESU Office	Upstairs Hall	Konica Minolta BH308	AA6W011003397	Black Photocopier	\$0.00320	\$0.00000
Montgomery Elementary	Library	Konica Minolta BH3602P	AAFK011001593	Black Network Printer	\$0.01063	\$0.00000
Montgomery Elementary	Main Office	Konica Minolta BHC450i	AA7R011004214	Color Photocopier	\$0.00320	\$0.03885
Montgomery Elementary	SPED	Konica Minolta BHC3300i	AAJT011001721	Color Network Printer	\$0.01063	\$0.10625
Montgomery Elementary	Workroom	Konica Minolta BH808	A8KN012000175	Black Photocopier	\$0.00320	\$0.00000
Richford Elementary	Lunch Room	Konica Minolta BH3602P	AAFK011001595	Black Network Printer	\$0.01063	\$0.00000
Richford Elementary	Main Office	Konica Minolta BH368e	AA6V017009112	Black Photocopier	\$0.00320	\$0.00000
Richford Elementary	Room 17	Konica Minolta BH808	A8KN011008549	Black Photocopier	\$0.00320	\$0.00000
Richford Jr/Sr High	Library	Konica Minolta BHC3300i	AAJT011001377	Color Network Printer	\$0.01063	\$0.06125
Richford Jr/Sr High	Library	Konica Minolta BH368e	AA6V017009178	Black Photocopier	\$0.00320	\$0.00000
Richford Jr/Sr High	Lunch Office	Konica Minolta BH3602P	AAFK011001603	Black Network Printer	\$0.01063	\$0.00000
Richford Jr/Sr High	Main Office	Konica Minolta BHC450i	AA7R011004227	Color Photocopier	\$0.00320	\$0.03885

<i>Building</i>	<i>Room</i>	<i>Model</i>	<i>Serial Number</i>	<i>Machine Type</i>	<i>Black Cost/Copy</i>	<i>COLOR Cost/Copy</i>
Richford Jr/Sr High	Nurse	Konica Minolta BH3602P	AAFK011001598	Black Network Printer	\$0.01063	\$0.00000
Richford Jr/Sr High	Room 131	Konica Minolta BH3602P	AAFK011001601	Black Network Printer	\$0.01063	\$0.00000
Richford Jr/Sr High	Room 234	Konica Minolta BH3602P	AAFK011001600	Black Network Printer	\$0.01063	\$0.00000
Richford Jr/Sr High	Room 245	Konica Minolta BH3602P	AAFK011001596	Black Network Printer	\$0.01063	\$0.00000
Richford Jr/Sr High	Room 262	Konica Minolta BH3602P	AAFK011001591	Black Network Printer	\$0.01063	\$0.00000
Richford Jr/Sr High	Teachers Room	Konica Minolta BH808	A8KN012000191	Black Photocopier	\$0.00320	\$0.00000
Sheldon Elementary	Art Room Color Printer	HP Color Laser Jet M452dw	VNB3P10638	Color Network Printer	\$0.01063	\$0.10625
Sheldon Elementary	Bookkeeper's Office	HP Laser Jet Pro M404dn	JPBDM10831	Black Network Printer	\$0.01063	\$0.00000
Sheldon Elementary	Bourbeau Printer	HP Laser Jet Pro M402dw	PHGDF34902	Black Network Printer	\$0.01063	\$0.00000
Sheldon Elementary	Grade 7/8 Math	HP Laser Jet Pro M402dw	PHBVB07171	Black Network Printer	\$0.01063	\$0.00000
Sheldon Elementary	Grades 7/8 Science	Konica Minolta BH3602P	AAFK011001586	Black Network Printer	\$0.01063	\$0.00000
Sheldon Elementary	Library	Konica Minolta BH558	AA6T011011335	Black Photocopier	\$0.00320	\$0.00000
Sheldon Elementary	Library Color Printer	HP Color Laser Jet M452dw	VNB3P13903	Color Network Printer	\$0.01063	\$0.10625
Sheldon Elementary	Main Office	Konica Minolta BHC650i	AA7N011000694	Color Photocopier	\$0.00320	\$0.03885
Sheldon Elementary	Math Intervention Room	HP Laser Jet Pro M402dw	PHBVF09040	Black Network Printer	\$0.01063	\$0.00000
Sheldon Elementary	Psychologist	Konica Minolta BH3602P	AAFK011001575	Black Network Printer	\$0.01063	\$0.00000
Sheldon Elementary	Room 13	HP Laser Jet Pro M402dw	PHBVB07120	Black Network Printer	\$0.01063	\$0.00000
Sheldon Elementary	Room 2/4	HP Laser Jet Pro M402dw	PHBVB07631	Black Network Printer	\$0.01063	\$0.00000
Sheldon Elementary	Room 5/7	HP Laser Jet Pro M402dw	PHBVB07102	Black Network Printer	\$0.01063	\$0.00000
Sheldon Elementary	Room 7/8 Literacy	HP Laser Jet Pro M402dw	PHBVB07114	Black Network Printer	\$0.01063	\$0.00000
Sheldon Elementary	Room 8	HP Laser Jet Pro M402dw	PHBVB07644	Black Network Printer	\$0.01063	\$0.00000

<i>Building</i>	<i>Room</i>	<i>Model</i>	<i>Serial Number</i>	<i>Machine Type</i>	<i>Black Cost/Copy</i>	<i>COLOR Cost/Copy</i>
Sheldon Elementary	Rooms 1/3	HP Laser Jet Pro M402dw	PHBVF09038	Black Network Printer	\$0.01063	\$0.00000
Sheldon Elementary	Special Ed Office	HP Laser Jet Pro M402dw	PHBVB07639	Black Network Printer	\$0.01063	\$0.00000
Sheldon Elementary	Staff Work Room	Konica Minolta BH808	A8KN012000154	Black Photocopier	\$0.00320	\$0.00000
Sheldon Elementary	Tech Office	HP Laser Jet Pro M402dw	PHBVF09032	Black Network Printer	\$0.01063	\$0.00000

Subject to change and correction and future additions.

Additional Provisions:



SERVICE AND SUPPLY CONTRACT - CLIENT

Specialized Purchasing Consultants ("SPC") hereby contracts with Franklin Northeast Supervisory Union ("Client") to provide comprehensive services, supplies, and maintenance to equipment described on Schedule A ("Equipment") using the Contracted Vendor shown below at a cost per print shown on said Schedule A, commencing on July 1, 2020 and terminating on June 30, 2025. This Service and Supply Contract ("Contract") shall exclude only the cost of paper, transparencies, and staples. Refer to Schedule A for Additional Provisions, if any.

SPC assumes responsibility for all billing and vendor payment. SPC shall invoice Client one-half of the annual projected number of pages multiplied by the cost per print listed on Schedule A. This semi-annual billing will take place July 1 and January 1. Actual meter reads will be collected by SPC either electronically or from Client staff during the month of June. A final Reconciliation spreadsheet and invoice will then be completed and sent to client. Upon payment of each billing invoice during the year, SPC will reimburse Contracted Vendor appropriately. Client is responsible for making payment in full within 30 days of said invoicing to avoid suspension of supplies by Contracted Vendor.

On July 1 of each calendar year during the afore-mentioned term, SPC shall credit Client any unused prepaid pages to Client if fewer copies were made by Client during the Contract period ending on or before June 30 annually than were originally estimated under this Contract for such period. If more pages were consumed than billed in the combined semi-annual billing, an overage invoice will be generated. Following semi-annual billing will be based on previous year volume.

On July 1 of each calendar year during the term of this Contract, SPC, at its option, may increase such costs per print under this Service and Supply Contract by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

Client or SPC may terminate Contract at any time with a 30-day written notice. Client will be required to provide final meter reads on all Equipment listed on Schedule A, including those added during the Contract term. Any credits owed to Client after reconciling actual usage versus projected will be paid to Client. Client must return any unused consumables to Contracted Vendor.

AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants

By: Skip Tilton

Title: President/Owner

Date: 9-28-2020

Signature: 

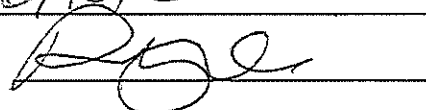
Named Contracted Vendor: *SymQuest Group, Inc.*
PO Box 2384
South Burlington, VT 05407
8003749900

AGREED AND ACCEPTED BY:
Franklin Northeast Supervisory Union

By: Morgan Daybell

Title: Business Manager

Date: 6/10/20

Signature: 



SCHEDULE B WARRANTY

Client: Franklin Northeast Supervisory Union
Contracted Vendor: SymQuest Group, Inc.
Term: 7/1/2020 through 6/30/2025

<i>Building</i>	<i>Room</i>	<i>Model</i>	<i>Serial Number</i>	<i>Warranty Life</i>	<i>Model Intro Date</i>
FNESU Office	Payroll	HP Laser Jet Pro M404dn	JPBDM10816	750,000	7/1/2019
FNESU Office	Payroll	HP Laser Jet Pro M404dn	JPBDM10819	750,000	7/1/2019
FNESU Office	Student Services	Konica Minolta BH3602P	AAFK011001587	500,000	8/1/2018
FNESU Office	Superintendents Office	HP Laser Jet Pro M402dn	PHBQ064878	1,000,000	10/1/2015
FNESU Office	Upstairs Hall	Konica Minolta BH308	AA6W011003397	750,000	6/1/2016
Montgomery Elementary	Library	Konica Minolta BH3602P	AAFK011001593	500,000	8/1/2018
Montgomery Elementary	Main Office	Konica Minolta BHC450i	AA7R011004214	1,000,000	1/1/2020
Montgomery Elementary	SPED	Konica Minolta BHC3300i	AAJT011001721	750,000	4/1/2019
Montgomery Elementary	Workroom	Konica Minolta BH808	A8KN012000175	4,000,000	6/1/2016
Richford Elementary	Lunch Room	Konica Minolta BH3602P	AAFK011001595	500,000	8/1/2018
Richford Elementary	Main Office	Konica Minolta BH368e	AA6V017009112	750,000	8/1/2018
Richford Elementary	Room 17	Konica Minolta BH808	A8KN011008549	4,000,000	6/1/2016
Richford Jr/Sr High	Library	Konica Minolta BHC3300i	AAJT011001377	750,000	4/1/2019
Richford Jr/Sr High	Library	Konica Minolta BH368e	AA6V017009178	750,000	8/1/2018
Richford Jr/Sr High	Lunch Office	Konica Minolta BH3602P	AAFK011001603	500,000	8/1/2018

<i>Building</i>	<i>Room</i>	<i>Model</i>	<i>Serial Number</i>	<i>Warranty Life</i>	<i>Model Intro Date</i>
Richford Jr/Sr High	Main Office	Konica Minolta BHC450i	AA7R011004227	1,000,000	1/1/2020
Richford Jr/Sr High	Nurse	Konica Minolta BH3602P	AAFK011001598	500,000	8/1/2018
Richford Jr/Sr High	Room 131	Konica Minolta BH3602P	AAFK011001601	500,000	8/1/2018
Richford Jr/Sr High	Room 234	Konica Minolta BH3602P	AAFK011001600	500,000	8/1/2018
Richford Jr/Sr High	Room 245	Konica Minolta BH3602P	AAFK011001596	500,000	8/1/2018
Richford Jr/Sr High	Room 262	Konica Minolta BH3602P	AAFK011001591	500,000	8/1/2018
Richford Jr/Sr High	Teachers Room	Konica Minolta BH808	A8KN012000191	4,000,000	6/1/2016
Sheldon Elementary	Art Room Color Printer	HP Color Laser Jet M452dw	VNB3P10638	500,000	10/1/2015
Sheldon Elementary	Bookkeeper's Office	HP Laser Jet Pro M404dn	JPBDM10831	750,000	7/1/2019
Sheldon Elementary	Bourbeau Printer	HP Laser Jet Pro M402dw	PHGDF34902	1,000,000	10/1/2015
Sheldon Elementary	Grade 7/8 Math	HP Laser Jet Pro M402dw	PHBVB07171	1,000,000	10/1/2015
Sheldon Elementary	Grades 7/8 Science	Konica Minolta BH3602P	AAFK011001586	500,000	8/1/2018
Sheldon Elementary	Library	Konica Minolta BH558	AA6T011011335	3,000,000	2/1/2017
Sheldon Elementary	Library Color Printer	HP Color Laser Jet M452dw	VNB3P13903	500,000	10/1/2015
Sheldon Elementary	Main Office	Konica Minolta BHC650i	AA7N011000694	4,000,000	2/1/2020
Sheldon Elementary	Math Intervention Room	HP Laser Jet Pro M402dw	PHBVF09040	1,000,000	10/1/2015
Sheldon Elementary	Psychologist	Konica Minolta BH3602P	AAFK011001575	500,000	8/1/2018
Sheldon Elementary	Room 13	HP Laser Jet Pro M402dw	PHBVB07120	1,000,000	10/1/2015
Sheldon Elementary	Room 2/4	HP Laser Jet Pro M402dw	PHBVB07631	1,000,000	10/1/2015
Sheldon Elementary	Room 5/7	HP Laser Jet Pro M402dw	PHBVB07102	1,000,000	10/1/2015
Sheldon Elementary	Room 7/8 Literacy	HP Laser Jet Pro M402dw	PHBVB07114	1,000,000	10/1/2015

<i>Building</i>	<i>Room</i>	<i>Model</i>	<i>Serial Number</i>	<i>Warranty Life</i>	<i>Model Intro Date</i>
Sheldon Elementary	Room 8	HP Laser Jet Pro M402dw	PHBVB07644	1,000,000	10/1/2015
Sheldon Elementary	Rooms 1/3	HP Laser Jet Pro M402dw	PHBVF09038	1,000,000	10/1/2015
Sheldon Elementary	Special Ed Office	HP Laser Jet Pro M402dw	PHBVB07639	1,000,000	10/1/2015
Sheldon Elementary	Staff Work Room	Konica Minolta BH808	A8KN012000154	4,000,000	6/1/2016
Sheldon Elementary	Tech Office	HP Laser Jet Pro M402dw	PHBVF09032	1,000,000	10/1/2015
Bakersfield Elementary Middle School	Main Office	Konica Minolta BHc360i	AA2J011013433	750,000	4/1/2019
Bakersfield Elementary Middle School	Staff Room	Konica Minolta BH808	A8KN012000173	4,000,000	6/1/2016
Berkshire Elementary	Main Office	Konica Minolta BHC550i	AA7P011002035	3,000,000	2/1/2020
Berkshire Elementary	Mechanical Room	Konica Minolta BH658	AA6R011007103	4,000,000	5/1/2017
Berkshire Elementary	Sped	Konica Minolta BH4052	AA1R011011728	1,000,000	8/1/2018
Cold Hollow Career Center	DVC	Konica Minolta BHc368	A7PU011017251	750,000	8/1/2015
Cold Hollow Career Center	Main Office	Konica Minolta BH458	A9HH011001268	1,000,000	8/1/2016
Enosburg Falls Elementary	Hallway	Konica Minolta BH658	AA6R011007098	4,000,000	5/1/2017
Enosburg Falls Elementary	Main Office	Konica Minolta BH4422	AAFM011000726	1,000,000	8/1/2018
Enosburg Falls Elementary	Staff Room	Konica Minolta BHC659	A9K6011000469	4,000,000	5/1/2017
Enosburg Falls High School	Guidance	Konica Minolta BHC300i	AA2K011003004	750,000	6/1/2019
Enosburg Falls High School	Library	Konica Minolta BH368e	AA6V017009091	750,000	8/1/2018
Enosburg Falls High School	Main Office	Konica Minolta BHC308	A7PY017016693	750,000	6/1/2016
Enosburg Falls High School	Main Office	Konica Minolta BH558	AA6T011011293	3,000,000	2/1/2017
Enosburg Falls High School	Peace Room	Konica Minolta BH4402	AAFJ011001594	750,000	8/1/2018
Enosburg Falls High School	Room 113	Konica Minolta BH4702P	AAFH011001788	2,000,000	8/1/2018

<i>Building</i>	<i>Room</i>	<i>Model</i>	<i>Serial Number</i>	<i>Warranty Life</i>	<i>Model Intro Date</i>
Enosburg Falls High School	Staff Room	Konica Minolta BH808	A8KN011004513	4,000,000	6/1/2016
Enosburg Falls Middle School	Main Office	Konica Minolta BH808	A8KN011004492	4,000,000	6/1/2016
FNESU Office	Business Office	HP Laser Jet Pro M402dn	PHBQD65202	1,000,000	10/1/2015
FNESU Office	Business Office	Konica Minolta BHC550i	AA7P011002033	3,000,000	2/1/2020

Subject to change and correction and future additions.

Additional Provisions:

If it is deemed necessary to replace a malfunctioning machine then the replacement unit must comply with the following...

- Same Speed or Faster
- Same Volume or less
- Same Introduction Date or Newer



WARRANTY

SymQuest Group, Inc. ("Contracted Vendor") hereby warrants to Franklin Northeast Supervisory Union ("Client") that, if any such Equipment described on Schedule B attached hereto malfunctions through no fault of Client during the term commencing on July 1, 2020 and terminating on June 30, 2025, and such Equipment cannot be repaired promptly, Contracted Vendor will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Client. Refer to Schedule B for Additional Provisions to this Warranty.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule B attached hereto.

AGREED AND ACCEPTED BY:
SymQuest Group, Inc.

By: Ken Godzik

Title: Senior Sales Director

Date:

Signature:

10/1/20

AGREED AND ACCEPTED BY:
Franklin Northeast Supervisory Union

By: Morgan Daybell

Title: Business Manager

Date:

Signature:

6/10/20

VOTE TO BE ADOPTED
Enosburgh-Richford Unified Union School District

Voted: The Superintendent of Schools is authorized to execute and deliver a tax-exempt lease purchase agreement with M.S.T. Government Leasing, LLC in the name and on behalf of the **Enosburgh-Richford Unified Union School District** (the “Issuer”), for the purpose of refunding and refinancing existing lease purchases of photocopier equipment and lease purchasing additional new and reconditioned photocopier equipment, any service agreements specifically financed in connection with certain equipment, consulting fees, and related costs of issuance, with an aggregate purchase price not exceeding **One Hundred and Thirteen Thousand Three Hundred and Five Dollars and Twenty-Four Cents (\$113,305.24)**, at a rate of interest of not more than **3.340%** per year through **August 1, 2024**, and otherwise in such form as the Superintendent may approve; and that the appropriate officials of the Issuer be and hereby are authorized to execute and deliver on behalf of the Issuer such other documents and certificates as may be required in connection with such tax-exempt lease purchase agreement; and that no part of the proceeds of said tax-exempt lease purchase agreement shall be used, directly or indirectly, to acquire any securities or obligations, the acquisition of which would cause the tax-exempt lease purchase agreement to be a “private activity bond” or an “arbitrage bond” within the meaning of Sections 141 and 148, respectively, of the Internal Revenue Code of 1986, as amended (the “Code”); and that the tax-exempt lease purchase agreement issued pursuant hereto be designated as a qualified tax-exempt obligation within the meaning of Section 265(b)(3)(B) of said Code; and that the Superintendent be and hereby is authorized to covenant on behalf of the Issuer to file any information report and pay any rebate due to the United States in connection with the issuance of said tax-exempt lease purchase agreement, and to take all other lawful actions necessary to insure that the interest portion of the rental payments under and pursuant to the tax-exempt lease purchase agreement will be excluded from the gross income of the owners thereof for purposes of federal income taxation and to refrain from taking any action which would cause such interest portion of the rental payments to become includable in the gross income of the owners thereof. The School Board of the Issuer also authorizes the Superintendent of Schools of the School District to sign the attached Contract with Specialized Purchasing Consultants, Inc. relating to acquisition of photocopying equipment for the Issuer and authorizes such persons to make any elections under the Contract not exceeding the aggregate purchase price of this authorizing Vote.

VOTE TO BE ADOPTED
Northern Mountain Valley School District

Voted: The Superintendent of Schools is authorized to execute and deliver a tax-exempt lease purchase agreement with M.S.T. Government Leasing, LLC in the name and on behalf of the **Northern Mountain Valley School District** (the “Issuer”), for the purpose of refunding and refinancing existing lease purchases of photocopier equipment and lease purchasing additional new and reconditioned photocopier equipment, any service agreements specifically financed in connection with certain equipment, consulting fees, and related costs of issuance, with an aggregate purchase price not exceeding **One Hundred and Ten Thousand Six Hundred and Seventy-Nine Dollars and Ninety Five Cents (\$110,679.95)**, at a rate of interest of not more than **3.340%** per year through **August 1, 2024**, and otherwise in such form as the Superintendent may approve; and that the appropriate officials of the Issuer be and hereby are authorized to execute and deliver on behalf of the Issuer such other documents and certificates as may be required in connection with such tax-exempt lease purchase agreement; and that no part of the proceeds of said tax-exempt lease purchase agreement shall be used, directly or indirectly, to acquire any securities or obligations, the acquisition of which would cause the tax-exempt lease purchase agreement to be a “private activity bond” or an “arbitrage bond” within the meaning of Sections 141 and 148, respectively, of the Internal Revenue Code of 1986, as amended (the “Code”); and that the tax-exempt lease purchase agreement issued pursuant hereto be designated as a qualified tax-exempt obligation within the meaning of Section 265(b)(3)(B) of said Code; and that the Superintendent be and hereby is authorized to covenant on behalf of the Issuer to file any information report and pay any rebate due to the United States in connection with the issuance of said tax-exempt lease purchase agreement, and to take all other lawful actions necessary to insure that the interest portion of the rental payments under and pursuant to the tax-exempt lease purchase agreement will be excluded from the gross income of the owners thereof for purposes of federal income taxation and to refrain from taking any action which would cause such interest portion of the rental payments to become includable in the gross income of the owners thereof. The School Board of the Issuer also authorizes the Superintendent of Schools of the School District to sign the attached Contract with Specialized Purchasing Consultants, Inc. relating to acquisition of photocopying equipment for the Issuer and authorizes such persons to make any elections under the Contract not exceeding the aggregate purchase price of this authorizing Vote.

M.S.T. Government Leasing LLC

1491 Eastside River Road

Dummer, NH 03588

800-750-1538

Lease Number: 488

Municipal Lease Purchase Agreement

M.S.T. Government Leasing LLC, a New Hampshire Limited Liability Company with a principal location in Dummer, New Hampshire, (the “Lessor”), and the Lessee, indicated on Schedule A attached hereto (the “Lessee”) agree to the lease of equipment subject to the terms of this Agreement and all schedules attached hereto (collectively referred to as the “Lease”).

In consideration of the mutual covenants herein contained, the parties covenant and agree as follows:

1. **EQUIPMENT.** Lessor agrees to lease to Lessee and Lessee agrees to lease from Lessor the equipment listed in Schedule F together with any replacement parts, additions, repairs or accessories now or hereafter permanently incorporated in or affixed to it (the “Equipment”) on the terms and conditions set forth herein.
2. **TERM.** The term of this Lease is set forth in Schedule A (the “Lease Term”).
3. **COMMENCEMENT AND EXPIRATION.** This Lease shall commence upon Lessee’s acceptance of the Equipment (the “Commencement Date”) and continue until the earlier of (i) the end of the Lease Term; (ii) a permitted termination pursuant to Non-Appropriation of Funds (Paragraph 17); (iii) Lessor’s termination of the Lease after Default (Paragraph 19) or (iv) Lessee’s proper exercise of its option (Paragraph 20). Lessor shall have no obligation to Lessee under this Lease if the Equipment, for whatever reason, is not delivered to Lessee within 90 days after Lessee signs this Lease. Lessor shall have no obligation to Lessee under this Lease if Lessee fails to execute and deliver to Lessor an “Acknowledgement and Acceptance of Equipment by Lessee” form within 30 days after the Equipment is delivered to Lessee.
4. **ACCEPTANCE OF EQUIPMENT.** Lessee agrees to immediately inspect the Equipment upon receipt of the Equipment and to execute an “Acknowledgement and Acceptance of Equipment by Lessee” form, in the form attached hereto as Schedule B, after the

Equipment has been delivered and after Lessee is satisfied that the Equipment is satisfactory as of the time of inspection in every respect, excluding latent or unknown defects. The "Acknowledgment and Acceptance of Equipment by Lessee" form must be promptly executed and delivered to Lessor within 30 days after the Equipment is delivered to Lessee.

5. **CONVENANTS OF LESSEE.** Lessee represents and warrants to Lessor that as of the date of this Lease and throughout the term of this Lease:

- (a) Lessee is a public body, politic and corporate within the State in which it is located;
- (b) Lessee is duly organized and existing under the Constitution and laws of said State, and is duly authorized to execute and carry out its obligations under this Lease;
- (c) This Lease including all schedules and amendments hereto have been duly authorized, executed and delivered by Lessee;
- (d) Lessee will comply with all applicable provisions of the Internal Revenue Code of 1986, as amended (the "Code") and the regulations of the Treasury Department thereunder, from time to time proposed or in effect, in order to maintain the excludability from gross income for federal income tax purposes of the interest component of payments under this Lease and will not use or permit the use of the Equipment in such a manner as to cause this Lease to be a "private activity bond" or an "arbitrage bond" under the Code; and
- (e) No provision of this Lease constitutes a pledge of tax or general revenues of Lessee and all lease payments hereunder shall constitute current expenses of the Lessee.

6. **PAYMENTS: AMORTIZATION SCHEDULE.** Lessee agrees to promptly pay the total rent equal to the "Payment Amount" as set forth in Schedule A multiplied by the number of payments specified in "No. of Payments" as set forth in Schedule A. Payments will be made in advance and periodically as specified in Schedule A. Payments shall be made by Lessee at Lessor's address set forth above, or as otherwise directed by the Lessor. Lessee shall not abate, set off, deduct any amount, or reduce any payment for any reason. The first payment shall be due on the date of the date of acceptance of the Equipment by Lessee, and subsequent payments shall be due on the same day of each succeeding pay period throughout the term of the Lease. If any Payment is not received by Lessor within thirty (30) days after the Payment Date, then Lessee shall pay to Lessor a late payment fee of five percent (5%) of the amount of such delinquent Payment. Lessee agrees that the Amortization Schedule delivered or to be delivered to Lessee shall be incorporated into this Lease. Lessee shall be deemed to have agreed to such Amortization Schedule as of the Commencement Date.

7. **DISCLAIMER OF WARRANTIES AND CLAIMS, LIMITATION OF REMEDIES.**

THERE ARE NO WARRANTIES BY OR ON BEHALF OF LESSOR. Lessee acknowledges and agrees as follows:

- (a) LESSOR MAKES NO WARRANTIES EITHER EXPRESSED OR IMPLIED AS TO THE CONDITION OF THE EQUIPMENT, ITS MERCHANTABILITY, ITS FITNESS OR SUITABILITY FOR ANY PARTICULAR PURPOSE, ITS DESIGN, ITS CAPACITY, ITS QUALITY, OR WITH RESPECT TO ANY CHARACTERISTICS OF THE EQUIPMENT;
- (b) Lessee has fully inspected the Equipment, which it has requested Lessor to acquire and lease to Lessee, and the Equipment is in good condition and to Lessee's complete satisfaction as of the time of inspection, excluding latent or unknown defects;
- (c) Lessee acknowledges that the Equipment is leased to Lessee solely for the purpose of performing essential governmental uses and public functions of Lessee within the permissible scope of Lessee's authority and will not be used in a trade or business;
- (d) If the Equipment is not properly installed, does not operate as represented or warranted by the Supplier or manufacturer, or is unsatisfactory for any reason, regardless of cause or consequence, Lessee's only remedy, if any, shall be against the Supplier or the manufacturer of the Equipment and not against the Lessor;
- (e) Provided Lessee is not in default under this Lease, Lessor assigns to Lessee any warranties made by the Supplier or the manufacturer of the Equipment;
- (f) LESSEE SHALL HAVE NO REMEDY FOR CONSEQUENTIAL OR INCIDENTAL DAMAGES AGAINST LESSOR; and
- (g) NO DEFECT, DAMAGE, OR UNFITNESS OF THE EQUIPMENT FOR ANY PURPOSE SHALL RELIEVE LESSEE OF THE OBLIGATION TO MAKE LEASE PAYMENTS OR RELIEVE LESSEE OF ANY OTHER OBLIGATION UNDER THIS LEASE.

8. **NON-ASSIGNMENT.** Lessee agrees that it shall not assign, sublease, pledge or transfer this Lease or sublease the Equipment or any interest therein, or otherwise dispose of the Equipment referenced in this Lease without the prior written consent of the Lessor.

9. **RELATION BETWEEN THE LESSOR AND THE SUPPLIER.** Lessee understands and acknowledges that no broker or Supplier or any agent of such is an agent of Lessor. No Supplier or agent of such is authorized to waive or alter any term or condition of this Lease

and no representation as to the Equipment made by a Supplier or agent of same shall affect Lessee's duty to pay Lessor the lease payments hereunder.

10. **LOCATION.** The Equipment shall be kept at the location set forth in Schedule A and may not be removed without Lessor's prior written consent.
11. **USE.** Lessee shall maintain the Equipment in good operating condition in the same configuration as when accepted, shall use the Equipment solely in the manner for which it is intended and reasonably in compliance with the manufacturer instructions, shall make all necessary repairs at Lessee's expense, shall reasonably comply with all laws relating to its possession, use or maintenance, and shall not unreasonably make any alterations, additions or improvements to the Equipment without the Lessor's prior written consent. Lessee further agrees to comply with all license and copyright requirements of any software used in connection with the Equipment.
12. **OWNERSHIP; TITLE.** Title to the Equipment shall pass to Lessee upon Lessee's acceptance of the Equipment pursuant to this Lease, subject to the rights of Lessor under this Agreement. To secure the payment of Lessee's obligations under this Lease, Lessee grants to Lessor a security interest constituting a first lien on the Equipment and on all additions, attachments, accessions and substitutions thereto, and on any proceeds therefrom. Lessee agrees to execute such additional documents, including a UCC-1 financing statement in the appropriate office of Lessee's state and similar instruments, in form reasonably satisfactory to Lessor, which Lessor deems necessary or appropriate to establish and maintain a security interest, and upon assignment, the security interest of any assignee of Lessor. Lessor agrees to provide the Equipment to Lessee free of liens, attachments and other encumbrances. All additions, repairs or improvements made to Equipment shall belong to Lessee, subject to the rights of Lessor under this Lease.
13. **SURRENDER.** At the expiration of the Lease Term, should the Lessee choose not to exercise its option to purchase the Equipment, the Lessee, at its expense, shall return the Equipment in good repair, ordinary wear and tear excepted, by delivering it packed, if applicable, and ready for shipment to the Supplier or such other location as is agreed to by the parties.
14. **LOSS OR DAMAGE.** Lessee shall at all times after signing this Lease bear the entire risk of loss, theft, damage or destruction of any part of the Equipment from any cause whatsoever and no loss, theft, damage or destruction of the Equipment shall relieve Lessee of the obligation to make lease payments hereunder or to comply with any other obligation of this Lease. In the event of damage to any part of the Equipment, Lessee shall immediately place the same in good repair at Lessee's expense. If Lessor determines that any part of the Equipment is lost, stolen, destroyed, or damaged beyond repair, Lessee shall, at Lessee's option, do one of the following:

- (a) Replace the same with like equipment in good repair of comparable function, capacity and features, reasonably acceptable to Lessor in which event this Lease shall continue and the replacement equipment shall constitute Equipment for all purposes of this Lease; or
- (b) Pay Lessor in cash the following: (i) all amounts due from Lessee to Lessor under this Lease up to the date of the loss; and (ii) the accelerated balance of the total amounts due for the remaining term of this Lease attributable to said item, discounted to its net present value at a simple interest rate equal to the interest rate set forth on Schedule A and resulting in the amortization of principal and interest as set forth in the attached Amortization Schedule. Upon Lessor's receipt of payment set forth above, Lessee shall be entitled to the Equipment with any warranties made by the Supplier or manufacturer but without any warranties from Lessor. If insurance proceeds are used to fully comply with this subparagraph, the balance of any such proceeds shall go Lessee to compensate for loss of use of the Equipment for the remaining term of the Lease.

15. **INSURANCE; LIENS; TAXES.** The Lessee shall at its own expense and for the term of this Lease provide and maintain insurance against loss, theft, damage or destruction of the Equipment in an amount not less than the full replacement value of the Equipment, naming Lessor or its assignee as the loss payee to the extent of Lessor's interest. Lessee also agrees to name Lessor as an additional insured on Lessee's comprehensive general all-risk liability policy or public liability policy, insuring Lessor and Lessee against any and all loss or liability for all damages, either to property, persons or otherwise, which might result from the condition, use or operation of the Equipment, with such limits and with an insurer satisfactory to the Lessor. The Lessee's obligation under this paragraph is limited by the Lessee's limits of liability and substantive areas of liability under the Maine Tort Claims Act or its limits and areas of liability under its insurance, whichever is greater. Each policy shall expressly provide that said insurance as to Lessor and its assigns shall not be invalidated by any act, omission, or neglect of Lessee and cannot be canceled without 30 days' prior written notice to Lessor. As to each policy Lessee shall furnish to Lessor a certificate of insurance from the insurer, which certificate shall be evidence the insurance coverage required by this paragraph. Lessor shall have no obligation to ascertain the existence of or provide any insurance coverage for the Equipment or for Lessee's benefit. Lessee agrees to keep the Equipment free and clear of all liens and encumbrances and to pay any and all charges and taxes imposed by local, state or federal law or authorities arising out of ownership, leasing, rental, sale, purchase, possession or use of the Equipment. If Lessee causes or allows events to happen that change the interest income tax-exempt status of this Lease, as provided in the Internal Revenue Code of 1986, as amended, Lessee agrees to pay the "taxable interest rate" retroactive to its Commencement Date. The "taxable interest rate" is defined as that rate that results in the same after-tax yield to the Lessor, or its assigns, as the tax-exempt rate on this Lease, or the highest rate permitted by law, whichever is less.

16. **ASSIGNMENT BY LESSOR.** Lessee agrees that Lessor may assign this Lease after providing written notice to the Lessee of the assignment. Should the Lessor choose to assign the Lease, the assignee shall have all rights and obligations originally afforded Lessor under this Lease. Lessee shall recognize and hereby consents to any assignments of this Lease.
17. **NONAPPROPRIATION OF FUNDS.** In the event no funds or insufficient funds are appropriated and budgeted for lease payments due under this Lease, the Lessee may elect to terminate this Lease in accordance with this paragraph. Lessee's election to terminate must be exercised by delivering its prior written notice of its intent to terminate together with a certified statement by an authorized official indicating that insufficient sums have been appropriated for the ensuing fiscal year of the Lessee. In the event of such termination, Lessee agrees to peaceably surrender the Equipment to Lessor or its assignee on the date of such termination, packed for shipment in accordance with manufacturer's specifications, if applicable, and sent prepaid and insured to the location as is agreed to by the parties. Lessor shall have all legal and equitable rights and remedies to take possession of the Equipment. Termination under this Paragraph 17 shall be effective upon the expiration of the applicable fiscal year of the Lease and payment of all lease payments during that fiscal year. Lessee's exercise of its rights under this Paragraph 17 shall not affect the survival of any other provisions (other than the obligation to make lease payments beyond the applicable fiscal year) which survive the termination of the Lease.
18. **ESCROW ACCOUNT.** At the option of the Lessor, an escrow account may be created at Franklin Savings Bank to hold the Lease proceeds prior to disbursement of funds to the seller of the Equipment. Any interest earned on this account shall be payable to the Lessee. Lessor shall act as the escrow agent and shall disburse funds as appropriate under the other provisions of the Lease. Lessee understands and agrees they have no right of direct access to the funds in said escrow account.
19. **DEFAULT.** Lessee shall be in default of this Lease if: (a) Lessee fails to make any payments which are due under the terms of this Lease for a period of ten (10) days after the due date thereof; (b) Lessee fails to abide by any of the provisions of this Lease, and such failure continues for a period of ten (10) days after notice from Lessor; (c) the Equipment or any portion of the Equipment becomes subject to liens, seizures, assignments, transfers, sublease or sale without the prior written consent of the Lessor; (d) Lessee abandons the Equipment or permits any other entity to use the Equipment without the prior written consent of Lessor, (e) Lessee has made any misleading or false statements in connection with application for or performance of this Lease; (f) Lessee defaults in any other agreement it has with Lessor; (g) Lessee assigns its rights in property for the benefit of creditors; or (h) Lessee files a petition under any state or federal bankruptcy or insolvency laws, or any similar law.

20. **OPTION.** Provided that no default or Non-Appropriation of Funds has occurred, Lessee may purchase all (but not less than all) of the Equipment for the Option Price set forth on Schedule A at the end of the Lease Term. If Lessee exercises its option under this paragraph, Lessor shall convey or release to Lessee, all its right, title and/or interest in the Equipment on an "AS-IS, WHERE-IS" basis without any representation or warranty.
21. **SEVERABILITY.** This Lease is intended to constitute a valid and enforceable legal instrument, and no provision of this Lease that may be deemed unenforceable shall in any way invalidate any other portion or provisions hereof, all of which shall remain in full force and effect.
22. **TIME OF ESSENCE.** Time is of the essence in the performance of all aspects of this Lease; the parties agree that this provision shall not be waived by implication or otherwise should the parties accept performance on a late basis.
23. **CHOICE OF LAW.** The parties agree that the execution, interpretation and performance of this Lease shall be governed by the laws of the State of Maine.
24. **ENTIRE AGREEMENT: NO WAIVER.** This Lease, together with the attached Schedules A-F, constitutes the entire agreement between Lessor and Lessee. No provision of this Lease shall be modified or rescinded unless in writing signed by a representative of all parties hereto. Waiver by Lessor of any provision hereof in one instance shall not constitute a waiver as to any other instance.

IN WITNESS WHEREOF, the parties have caused this Municipal Lease Purchase Agreement to be executed by their duly authorized representatives as an instrument under seal.

Lessor:

M.S.T. Government Leasing LLC

By: 


Merle S Tilton

Its: President

Date: 6-25-20

Lessee:

**Enosburg Richford Unified Union
School District**

By: 

Lynn M Cota

Its: Superintendent

Date: 6/16/2020

M.S.T Government Leasing, LLC.

Lease Number: 488

Schedule A – SCHEDULE OF EQUIPMENT AND LEASE PAYMENTS

LESSEE: Enosburg Richford Unified Union District

ADDRESS: 80 Main Street

Richford, VT 05476

EQUIPMENT DESCRIPTION: (Schedule F)

Lease Term: 5 Years

Payment Amount: \$24,242.56

No. of Payments: 5

Pay Period: Annual

Advance Payments: None

Lease Value: \$113,305.24

Option Price: \$1.00

Amortization Schedule: (see attached)

Lease Commencement Date: 07/01/2020

First Payment Due: 08/01/2020

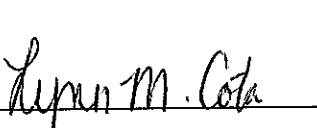
Lessor: M.S.T. Government Leasing LLC

By: 

Merle S Tilton, President

Date: 6-25-20

Lessee: Enosburg Richford Unified Union District

By: 

Lynn M Cota, Superintendent

Date: 6/16/2020

Enosburgh-Richford Unified Union School District

Compound Period : Annual

Nominal Annual Rate : 3.340 %

CASH FLOW DATA

Event	Date	Amount	Number	Period	End Date
1 Loan	07/01/2020	113,305.24	1		
2 Payment	08/01/2020	24,242.56	5	Annual	08/01/2024

AMORTIZATION SCHEDULE - Normal Amortization

Date	Payment	Interest	Principal	Balance
Loan 07/01/2020				113,305.24
1 08/01/2020	24,242.56	321.41	23,921.15	89,384.09
2020 Totals	24,242.56	321.41	23,921.15	
2 08/01/2021	24,242.56	2,985.43	21,257.13	68,126.96
2021 Totals	24,242.56	2,985.43	21,257.13	
3 08/01/2022	24,242.56	2,275.44	21,967.12	46,159.84
2022 Totals	24,242.56	2,275.44	21,967.12	
4 08/01/2023	24,242.56	1,541.74	22,700.82	23,459.02
2023 Totals	24,242.56	1,541.74	22,700.82	
5 08/01/2024	24,242.56	783.54	23,459.02	0.00
2024 Totals	24,242.56	783.54	23,459.02	
Grand Totals	121,212.80	7,907.56	113,305.24	

Enosburgh-Richford Unified Union School District

Last interest amount increased by 0.01 due to rounding.

M.S.T. Government Leasing, LLC.

Lease Number: 488

Schedule B - ACKNOWLEDGEMENT AND ACCEPTANCE OF EQUIPMENT

Equipment: See Schedule F

Lessee hereby acknowledges that the Equipment described above has been received in good condition and repair, has been properly installed, tested, and inspected and is operating satisfactorily in all respects for all of Lessee's intended uses and purposes, excluding latent or unknown defects. Lessee hereby accepts the Equipment unconditionally and irrevocably from Lessor but waives no rights against supplier or manufacturer.

By signature below, Lessee specifically authorizes and requests Lessor to make payment to the supplier of the Equipment. Lessee agrees that said Equipment is not being leased on any type or form of trial or rental basis.

Lessee: Enosburg Richford Unified Union School District

By: Lynn M. Cota
Lynn M Cota, Superintendent

Date: 6/16/2020

M.S.T. Government Leasing, LLC.

Lease Number: 488

Schedule C – INSURANCE VERIFICATION

Paragraph 15 of the Lease states that you must carry insurance on the Equipment. Your insurance company shall name M.S.T. GOVERNMENT LEASING, LLC, 1491 EASIDE RIVER ROAD, DUMMER, NH 03588, its successors and/or assigns as the loss payee to the extent of its interest if the equipment is damaged. Please fillout the information below to ensure this takes place. You are responsible for contacting your insurance agent to set this up. Please have a binder sent to us.

This is to confirm that the Equipment under Lease Purchase Agreement No. 488 is or will be insured for all risks of loss or damage from every cause whatsoever. and the Lessee shall also carry public liability insurance, person injury insurance and property damage insurance covering the Equipment.

All such insurance shall be provided in accordance with the requirements of paragraph 15 of the Lease. M.S.T. Government Leasing, LLC and/or its Assignee shall be named to the extent of its interest "LOSS PAYEE" on the loss or damage coverage and "ADDITIONAL INSURED" on the liability coverage.

A binder describing the insurance will be sent to M.S.T. GOVERNMENT LEASING, LLC and/or its Assignee by mail and/or Fax:
603-262-1931

ADDRESS: 52 Pike Drive, Berlin, VT 05602

Agent's Name: Tim Vincent

Phone: 802-223-5040

Insurance Co. VSBIT

Policy No. VSBITCGL2019

Expiration Date: 7/01/2020

WE MUST HAVE A CERTIFICATE OF INSURANCE IN HOUSE PRIOR TO FUNDING

Request for Certificate of Insurance

TO:

Insurance Company: VSBIT
52 Pike Drive
Berlin, VT 05602

Contact Name: Tim Vincent
Telephone Number: 802-223-5040
Fax Number:

FROM: Enosburg Richford Unified Union School District
Customer/Lessee Name: 52 Pike Drive
Berlin, VT 05602

Contact Name: Lynn M Cota, Superintendent
Telephone Number: 802-848-7661
Fax Number: 802-848-3531

Enosburg Richford Unified Union School District ("Lessee") is in the process of financing certain equipment from M.S.T. Government Leasing, LLC ("Lessor"). In order to facilitate **this transaction, please submit a Certificate of Insurance to:**

M.S.T. Government Leasing, LLC
1491 East Side River Road
Dummer, New Hampshire
03588

Norway Savings Bank
Attention: Jack Day
Fax Number: (207) 743-5377
Phone Number: (888) 725-2207 x1040

Lessee requests that M.S.T. Government Leasing, LLC and Norway Bank be listed as INSUREDS as to public liability coverage and CO-LOSS PAYEES as to property coverage. A copy of said certificate should be forwarded to M.S.T. Government Leasing, LLC and Norway Savings Bank as described below.

NOTE: Coverage is to include (1) insurance against all risks of physical loss or damage to the Equipment (including theft) and (2) commercial general liability insurance (including blanket contractual liability coverage and products liability coverage) for personal and bodily injury and property damage. In addition, M.S.T. Government Leasing, LLC and Norway Bank are to receive 30 days' prior written notice of cancellation or material change in coverage.

Please fax this completed information to both:

M.S.T. Government Leasing, LLC
Attn: Jessica Paradis
Fax Number: (603) 262-1931
Phone Number: 800-750-1538
x101

Norway Savings Bank
Attention: Jack Day
Fax Number: (207) 743-5377
Phone Number: (888) 725-2207 x1040

Please contact the person above
if you have any questions.
Thank you!

Enosburg Richford Unified Union School District

By: Lynn M. Cota
Name: Lynn M Cota
Title: Superintendent of Schools

M.S.T. Government Leasing, LLC.

Lease Number: 488

Schedule D – ESSENTIAL USE STATEMENT

It is represented to Lessor that the Equipment will be used by Lessee for the Following Purposes:

Reprographic Equipment and the use of the Equipment is essential to its proper, efficient and economic operation. The expense is an ordinary and necessary expense of the Lessee and the use of the Equipment is essential to the proper, efficient and economic operation of the Lessee.

Appropriation Certificate

The Lessee hereby certifies that all payments due for the fiscal year ending June 30, 2021 are within such fiscal year's budget for Lessee and within an available, unexhausted and unencumbered appropriation.

Lessee: Enosburg Richford Unified Union District

By: Lynn M. Cota Date: 6/16/2020
Lynn M Cota, Superintendent

M.S.T. Government Leasing, LLC.

Lease Number: 488

Schedule E – Tax Statement

Lessee further covenants to Lessor as follows:

Lessee is a state or a political subdivision thereof, within the meaning of Section 103 of the Internal Revenue Code of 1986, as amended, and regulations thereunder (the "Code").

The Equipment will be used for a governmental or proprietary purpose of Lessee and will not be used in a trade or business of any person or entity other than the Lessee.

The Equipment will have a useful life in the hands of the Lessee that is in excess of the term of the Lease.

Lessee will comply with all applicable provisions of the Internal Revenue Code of 1986 (the "Code"), including without limitation Section 103 and 148 thereof, and the applicable regulations of the U.S. Treasury Department in order to maintain the exclusion of the interest components of the Lease Purchase Payments from gross income for the purpose of Federal Income Taxation.

Lessee will use the Equipment as soon as practicable and with all reasonable dispatch for the purpose for which this Lease has been entered into. No part of the proceeds of this Lease shall be invested in any securities, obligations or other investments or used, at any time, directly or indirectly, in a manner which, if such use had been reasonably anticipated on the date of this Lease, would have caused any portion of the Lease to be or become "arbitrage bonds" within the meaning of Section 103(b)(2) or Section 148 of the Code, as amended, and the applicable regulations of the U.S. Treasury Department.

Lessee hereby designates the Lease as a "qualified tax-exempt obligation" as defined in Section 265 (b)(3)(B) of the Code, as amended. The aggregate face amount of all tax-exempt obligations (excluding private activity bonds other than qualified 501 (c)(3) bonds) issued, or to be issued, by Lessee and all subordinate entities thereof during the calendar year of commencement of this Lease (the "Issuance Year") is not reasonably expected to exceed \$10,000,000. Lessee and all subordinate entities thereof will not issue in excess of \$10,000,000 of qualified tax-exempt obligations (including this Lease, but excluding private activity bonds other than qualified 501 (c)(3) bonds) during the Issuance Year without first obtaining an opinion of recognition bond counsel acceptable to Lessor that the designation of this Lease as a "qualified tax-exempt obligation" will not be adversely affected.

Lessee represents and warrants that it is a governmental unit under the laws of the State with general taxing powers, this Lease is not a private activity bond as defined in Section 141 of the Code, as amended: 95% or more of the net proceeds of this Lease will be used for local governmental activities of Lessee; and the aggregate face amount of all tax-exempt obligations (other than private activity bonds) issued, or to be issued by the Lessee and all subordinate

entities thereof during the Issuance Year is not reasonably expected to exceed \$5,000,000. Lessee and all subordinate entities thereof will not issue in excess of \$5,000,000 of tax-exempt bonds (including this Lease, but excluding private activity bonds) during the Calendar Year without first obtaining an opinion of recognized bond counsel acceptable to Lessor that the excludability of the interest on the Lease from gross income for federal tax purposes will not be adversely affected.

Upon Lessor's request, Lessee shall, at its own expense, provide an opinion of recognized bond counsel acceptable to Lessor as to the above representations prior to acceptance of Equipment.

Lessee: Enosburg Richford Unified Union District

By: Lynn M. Cota Date: 6/16/2020
Lynn M Cota, Superintendent

Enosburg Richford Unified Union School District			
Schedule F			
Building	Room	1st Year Equipment	Serial Number
Enosburg Falls Elementary	Hallway	Black Photo Konica Minolta BH658 65 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	AA6R011007098
Enosburg Falls High School	Library	Black Photo Konica Minolta BH368e 36 CPM ~ RADF Duplex 4-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Airprint	AA6V017009091
Enosburg Falls High School	Main Office	Black Photo Konica Minolta BH558 55 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	AA6T011011293
Richford Elementary	Lunch Room	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	AAFK011001595
Richford Elementary	Main Office	Black Photo Konica Minolta BH368e 36 CPM ~ RADF Duplex 2-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Fax-Post Script-Airprint	AA6V017009112
Richford Jr/Sr High	Library	Color Network Printer Konica Minolta BHC3300i 35 PPM ~ Duplex Sort 300 Paper Supply-Post Script-Airprint	AAJT011001377
Richford Jr/Sr High	Library	Black Photo Konica Minolta BH368e 36 CPM ~ RADF Duplex 2-Paper Drawer Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Airprint	AA6V017009178
Richford Jr/Sr High	Lunch Office	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	AAFK011001603
Richford Jr/Sr High	Main Office	Color Photo Konica Minolta BHC450i 45 CPM ~ RADF Duplex 4-Paper Drawer 11 X 17 Finisher 3-Hole Punch-Scan-Post Script-Hard Drive for Secure Print-Airprint	AA7R011004227
Richford Jr/Sr High	Nurse	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	AAFK011001598
Richford Jr/Sr High	Room 131	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	AAFK011001601
Richford Jr/Sr High	Room 234	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	AAFK011001600
Richford Jr/Sr High	Room 245	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	AAFK011001596
Richford Jr/Sr High	Room 262	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	AAFK011001591
Richford Jr/Sr High	Teachers Room	Black Photo Konica Minolta BH808 80 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	A8KN012000191

Form **8038-G**

(Rev. September 2018)

Department of the Treasury
Internal Revenue Service**Information Return for Tax-Exempt Governmental Bonds**

Under Internal Revenue Code section 149(e)

See separate instructions.

Caution: If the issue price is under \$100,000, use Form 8038-GC.

Go to www.irs.gov/F8038G for instructions and the latest information.

OMB No. 1545-0720

Part I Reporting Authority		If Amended Return, check here <input type="checkbox"/>	
1 Issuer's name Enosburg Richford Unified Union School District		2 Issuer's employer identification number (EIN) 83-3933297	
3a Name of person (other than issuer) with whom the IRS may communicate about this return (see instructions) Jessica Paradis		3b Telephone number of other person shown on 3a 800-750-1538 ext 101	
4 Number and street (or P.O. box if mail is not delivered to street address) Room/suite PO Box 130		5 Report number (For IRS Use Only) 3	
6 City, town, or post office, state, and ZIP code Richford, VT 05476		7 Date of issue 07/01/2020	
8 Name of issue Enosburg Richford Unified Union School District Lease 488		9 CUSIP number	
10a Name and title of officer or other employee of the issuer whom the IRS may call for more information (see instructions) Morgan Dayball, Business Manager		10b Telephone number of officer or other employee shown on 10a 802-848-7661	

Part II Type of Issue (enter the issue price). See the instructions and attach schedule.

11 Education	113305	24
12 Health and hospital		
13 Transportation		
14 Public safety		
15 Environment (including sewage bonds)		
16 Housing		
17 Utilities		
18 Other. Describe		
19a If bonds are TANs or RANs, check only box 19a <input type="checkbox"/>		
b If bonds are BANs, check only box 19b <input type="checkbox"/>		
20 If bonds are in the form of a lease or installment sale, check box <input checked="" type="checkbox"/>		

Part III Description of Bonds. Complete for the entire issue for which this form is being filed.

	(a) Final maturity date	(b) Issue price	(c) Stated redemption price at maturity	(d) Weighted average maturity	(e) Yield
21	08/01/2024	\$ 113,305.24	\$ 113,305.24	5 years	3.34 %

Part IV Uses of Proceeds of Bond Issue (including underwriters' discount)

22 Proceeds used for accrued interest	22		
23 Issue price of entire issue (enter amount from line 21, column (b))	23	113,305	24
24 Proceeds used for bond issuance costs (including underwriters' discount)	24		
25 Proceeds used for credit enhancement	25		
26 Proceeds allocated to reasonably required reserve or replacement fund	26		
27 Proceeds used to refund prior tax-exempt bonds. Complete Part V	27	44,166	92
28 Proceeds used to refund prior taxable bonds. Complete Part V	28		
29 Total (add lines 24 through 28)	29	44,166	92
30 Nonrefunding proceeds of the issue (subtract line 29 from line 23 and enter amount here)	30	69,139	04

Part V Description of Refunded Bonds. Complete this part only for refunding bonds.

31 Enter the remaining weighted average maturity of the tax-exempt bonds to be refunded	2.44	years
32 Enter the remaining weighted average maturity of the taxable bonds to be refunded		years
33 Enter the last date on which the refunded tax-exempt bonds will be called (MM/DD/YYYY)		
34 Enter the date(s) the refunded bonds were issued (MM/DD/YYYY)	11/16/2015	

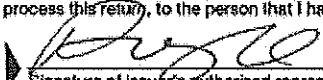
For Paperwork Reduction Act Notice, see separate instructions.

Cat. No. 63773S

Form 8038-G (Rev. 9-2018)

Part VI Miscellaneous

35	Enter the amount of the state volume cap allocated to the issue under section 141(b)(5)	35		
36a	Enter the amount of gross proceeds invested or to be invested in a guaranteed investment contract (GIC). See instructions	36a		
b	Enter the final maturity date of the GIC ► (MM/DD/YYYY) _____			
c	Enter the name of the GIC provider ► _____			
37	Pooled financings: Enter the amount of the proceeds of this issue that are to be used to make loans to other governmental units	37		
38a	If this issue is a loan made from the proceeds of another tax-exempt issue, check box ► <input type="checkbox"/> and enter the following information:			
b	Enter the date of the master pool bond ► (MM/DD/YYYY) _____			
c	Enter the EIN of the issuer of the master pool bond ► _____			
d	Enter the name of the issuer of the master pool bond ► _____			
39	If the issuer has designated the issue under section 265(b)(3)(B)(i)(III) (small issuer exception), check box			<input checked="" type="checkbox"/>
40	If the issuer has elected to pay a penalty in lieu of arbitrage rebate, check box			<input type="checkbox"/>
41a	If the issuer has identified a hedge, check here ► <input type="checkbox"/> and enter the following information:			
b	Name of hedge provider ► _____			
c	Type of hedge ► _____			
d	Term of hedge ► _____			
42	If the issuer has superintegrated the hedge, check box			<input type="checkbox"/>
43	If the issuer has established written procedures to ensure that all nonqualified bonds of this issue are remediated according to the requirements under the Code and Regulations (see instructions), check box			<input type="checkbox"/>
44	If the issuer has established written procedures to monitor the requirements of section 148, check box			<input type="checkbox"/>
45a	If some portion of the proceeds was used to reimburse expenditures, check here ► <input type="checkbox"/> and enter the amount of reimbursement			
b	Enter the date the official intent was adopted ► (MM/DD/YYYY) _____		07/01/2020	

Signature and Consent	Under penalties of perjury, I declare that I have examined this return and accompanying schedules and statements, and to the best of my knowledge and belief, they are true, correct, and complete. I further declare that I consent to the IRS's disclosure of the issuer's return information, as necessary to process this return, to the person that I have authorized above.			
	 Signature of issuer's authorized representative		6/16/20 Date	
Paid Preparer Use Only	Print/Type preparer's name		Preparer's signature	
	Jessica Paradis		JParadis	
	Firm's name ► Specialized Purchasing Consultants		Date 6/15/20	
	Firm's address ► 1491 East Side River Road, Dummer, NH 03588		Check <input type="checkbox"/> if self-employed PTIN	
	Firm's EIN ► 020-515500		Phone no. 800-750-1538 ext 101	

M.S.T. Government Leasing LLC

1491 Eastside River Road

Dummer, NH 03588

800-750-1538

Lease Number: 487

Municipal Lease Purchase Agreement

M.S.T. Government Leasing LLC, a New Hampshire Limited Liability Company with a principal location in Dummer, New Hampshire, (the “Lessor”), and the Lessee, indicated on Schedule A attached hereto (the “Lessee”) agree to the lease of equipment subject to the terms of this Agreement and all schedules attached hereto (collectively referred to as the “Lease”).

In consideration of the mutual covenants herein contained, the parties covenant and agree as follows:

1. **EQUIPMENT.** Lessor agrees to lease to Lessee and Lessee agrees to lease from Lessor the equipment listed in Schedule F together with any replacement parts, additions, repairs or accessories now or hereafter permanently incorporated in or affixed to it (the “Equipment”) on the terms and conditions set forth herein.
2. **TERM.** The term of this Lease is set forth in Schedule A (the “Lease Term”)
3. **COMMENCEMENT AND EXPIRATION.** This Lease shall commence upon Lessee’s acceptance of the Equipment (the “Commencement Date”) and continue until the earlier of (i) the end of the Lease Term; (ii) a permitted termination pursuant to Non-Appropriation of Funds (Paragraph 17); (iii) Lessor’s termination of the Lease after Default (Paragraph 19) or (iv) Lessee’s proper exercise of its option (Paragraph 20). Lessor shall have no obligation to Lessee under this Lease if the Equipment, for whatever reason, is not delivered to Lessee within 90 days after Lessee signs this Lease. Lessor shall have no obligation to Lessee under this Lease if Lessee fails to execute and deliver to Lessor an “Acknowledgement and Acceptance of Equipment by Lessee” form within 30 days after the Equipment is delivered to Lessee.
4. **ACCEPTANCE OF EQUIPMENT.** Lessee agrees to immediately inspect the Equipment upon receipt of the Equipment and to execute an “Acknowledgment and Acceptance of Equipment by Lessee” form, in the form attached hereto as Schedule B, after the

Equipment has been delivered and after Lessee is satisfied that the Equipment is satisfactory as of the time of inspection in every respect, excluding latent or unknown defects. The "Acknowledgment and Acceptance of Equipment by Lessee" form must be promptly executed and delivered to Lessor within 30 days after the Equipment is delivered to Lessee.

5. **CONVENANTS OF LESSEE.** Lessee represents and warrants to Lessor that as of the date of this Lease and throughout the term of this Lease:

- (a) Lessee is a public body, politic and corporate within the State in which it is located;
- (b) Lessee is duly organized and existing under the Constitution and laws of said State, and is duly authorized to execute and carry out its obligations under this Lease;
- (c) This Lease including all schedules and amendments hereto have been duly authorized, executed and delivered by Lessee;
- (d) Lessee will comply with all applicable provisions of the Internal Revenue Code of 1986, as amended (the "Code") and the regulations of the Treasury Department thereunder, from time to time proposed or in effect, in order to maintain the excludability from gross income for federal income tax purposes of the interest component of payments under this Lease and will not use or permit the use of the Equipment in such a manner as to cause this Lease to be a "private activity bond" or an "arbitrage bond" under the Code; and
- (e) No provision of this Lease constitutes a pledge of tax or general revenues of Lessee and all lease payments hereunder shall constitute current expenses of the Lessee.

6. **PAYMENTS: AMORTIZATION SCHEDULE.** Lessee agrees to promptly pay the total rent equal to the "Payment Amount" as set forth in Schedule A multiplied by the number of payments specified in "No. of Payments" as set forth in Schedule A. Payments will be made in advance and periodically as specified in Schedule A. Payments shall be made by Lessee at Lessor's address set forth above, or as otherwise directed by the Lessor. Lessee shall not abate, set off, deduct any amount, or reduce any payment for any reason. The first payment shall be due on the date of the date of acceptance of the Equipment by Lessee, and subsequent payments shall be due on the same day of each succeeding pay period throughout the term of the Lease. If any Payment is not received by Lessor within thirty (30) days after the Payment Date, then Lessee shall pay to Lessor a late payment fee of five percent (5%) of the amount of such delinquent Payment. Lessee agrees that the Amortization Schedule delivered or to be delivered to Lessee shall be incorporated into this Lease. Lessee shall be deemed to have agreed to such Amortization Schedule as of the Commencement Date.

7. **DISCLAIMER OF WARRANTIES AND CLAIMS, LIMITATION OF REMEDIES.**

THERE ARE NO WARRANTIES BY OR ON BEHALF OF LESSOR. Lessee acknowledges and agrees as follows:

- (a) **LESSOR MAKES NO WARRANTIES EITHER EXPRESSED OR IMPLIED AS TO THE CONDITION OF THE EQUIPMENT, ITS MERCHANTABILITY, ITS FITNESS OR SUITABILITY FOR ANY PARTICULAR PURPOSE, ITS DESIGN, ITS CAPACITY, ITS QUALITY, OR WITH RESPECT TO ANY CHARACTERISTICS OF THE EQUIPMENT;**
 - (b) Lessee has fully inspected the Equipment, which it has requested Lessor to acquire and lease to Lessee, and the Equipment is in good condition and to Lessee's complete satisfaction as of the time of inspection, excluding latent or unknown defects;
 - (c) Lessee acknowledges that the Equipment is leased to Lessee solely for the purpose of performing essential governmental uses and public functions of Lessee within the permissible scope of Lessee's authority and will not be used in a trade or business;
 - (d) If the Equipment is not properly installed, does not operate as represented or warranted by the Supplier or manufacturer, or is unsatisfactory for any reason, regardless of cause or consequence, Lessee's only remedy, if any, shall be against the Supplier or the manufacturer of the Equipment and not against the Lessor;
 - (e) Provided Lessee is not in default under this Lease, Lessor assigns to Lessee any warranties made by the Supplier or the manufacturer of the Equipment;
 - (f) **LESSEE SHALL HAVE NO REMEDY FOR CONSEQUENTIAL OR INCIDENTAL DAMAGES AGAINST LESSOR; and**
 - (g) **NO DEFECT, DAMAGE, OR UNFITNESS OF THE EQUIPMENT FOR ANY PURPOSE SHALL RELIEVE LESSEE OF THE OBLIGATION TO MAKE LEASE PAYMENTS OR RELIEVE LESSEE OF ANY OTHER OBLIGATION UNDER THIS LEASE.**
8. **NON-ASSIGNMENT.** Lessee agrees that it shall not assign, sublease, pledge or transfer this Lease or sublease the Equipment or any interest therein, or otherwise dispose of the Equipment referenced in this Lease without the prior written consent of the Lessor.
9. **RELATION BETWEEN THE LESSOR AND THE SUPPLIER.** Lessee understands and acknowledges that no broker or Supplier or any agent of such is an agent of Lessor. No Supplier or agent of such is authorized to waive or alter any term or condition of this Lease

and no representation as to the Equipment made by a Supplier or agent of same shall affect Lessee's duty to pay Lessor the lease payments hereunder.

10. **LOCATION.** The Equipment shall be kept at the location set forth in Schedule A and may not be removed without Lessor's prior written consent.
11. **USE.** Lessee shall maintain the Equipment in good operating condition in the same configuration as when accepted, shall use the Equipment solely in the manner for which it is intended and reasonably in compliance with the manufacturer instructions, shall make all necessary repairs at Lessee's expense, shall reasonably comply with all laws relating to its possession, use or maintenance, and shall not unreasonably make any alterations, additions or improvements to the Equipment without the Lessor's prior written consent. Lessee further agrees to comply with all license and copyright requirements of any software used in connection with the Equipment.
12. **OWNERSHIP; TITLE.** Title to the Equipment shall pass to Lessee upon Lessee's acceptance of the Equipment pursuant to this Lease, subject to the rights of Lessor under this Agreement. To secure the payment of Lessee's obligations under this Lease, Lessee grants to Lessor a security interest constituting a first lien on the Equipment and on all additions, attachments, accessions and substitutions thereto, and on any proceeds therefrom. Lessee agrees to execute such additional documents, including a UCC-1 financing statement in the appropriate office of Lessee's state and similar instruments, in form reasonably satisfactory to Lessor, which Lessor deems necessary or appropriate to establish and maintain a security interest, and upon assignment, the security interest of any assignee of Lessor. Lessor agrees to provide the Equipment to Lessee free of liens, attachments and other encumbrances. All additions, repairs or improvements made to Equipment shall belong to Lessee, subject to the rights of Lessor under this Lease.
13. **SURRENDER.** At the expiration of the Lease Term, should the Lessee choose not to exercise its option to purchase the Equipment, the Lessee, at its expense, shall return the Equipment in good repair, ordinary wear and tear excepted, by delivering it packed, if applicable, and ready for shipment to the Supplier or such other location as is agreed to by the parties.
14. **LOSS OR DAMAGE.** Lessee shall at all times after signing this Lease bear the entire risk of loss, theft, damage or destruction of any part of the Equipment from any cause whatsoever and no loss, theft, damage or destruction of the Equipment shall relieve Lessee of the obligation to make lease payments hereunder or to comply with any other obligation of this Lease. In the event of damage to any part of the Equipment, Lessee shall immediately place the same in good repair at Lessee's expense. If Lessor determines that any part of the Equipment is lost, stolen, destroyed, or damaged beyond repair, Lessee shall, at Lessee's option, do one of the following:

- (a) Replace the same with like equipment in good repair of comparable function, capacity and features, reasonably acceptable to Lessor in which event this Lease shall continue and the replacement equipment shall constitute Equipment for all purposes of this Lease; or
- (b) Pay Lessor in cash the following: (i) all amounts due from Lessee to Lessor under this Lease up to the date of the loss; and (ii) the accelerated balance of the total amounts due for the remaining term of this Lease attributable to said item, discounted to its net present value at a simple interest rate equal to the interest rate set forth on Schedule A and resulting in the amortization of principal and interest as set forth in the attached Amortization Schedule. Upon Lessor's receipt of payment set forth above, Lessee shall be entitled to the Equipment with any warranties made by the Supplier or manufacturer but without any warranties from Lessor. If insurance proceeds are used to fully comply with this subparagraph, the balance of any such proceeds shall go Lessee to compensate for loss of use of the Equipment for the remaining term of the Lease.

15. **INSURANCE; LIENS; TAXES.** The Lessee shall at its own expense and for the term of this Lease provide and maintain insurance against loss, theft, damage or destruction of the Equipment in an amount not less than the full replacement value of the Equipment, naming Lessor or its assignee as the loss payee to the extent of Lessor's interest. Lessee also agrees to name Lessor as an additional insured on Lessee's comprehensive general all-risk liability policy or public liability policy, insuring Lessor and Lessee against any and all loss or liability for all damages, either to property, persons or otherwise, which might result from the condition, use or operation of the Equipment, with such limits and with an insurer satisfactory to the Lessor. The Lessee's obligation under this paragraph is limited by the Lessee's limits of liability and substantive areas of liability under the Maine Tort Claims Act or its limits and areas of liability under its insurance, whichever is greater. Each policy shall expressly provide that said insurance as to Lessor and its assigns shall not be invalidated by any act, omission, or neglect of Lessee and cannot be canceled without 30 days' prior written notice to Lessor. As to each policy Lessee shall furnish to Lessor a certificate of insurance from the insurer, which certificate shall be evidence the insurance coverage required by this paragraph. Lessor shall have no obligation to ascertain the existence of or provide any insurance coverage for the Equipment or for Lessee's benefit. Lessee agrees to keep the Equipment free and clear of all liens and encumbrances and to pay any and all charges and taxes imposed by local, state or federal law or authorities arising out of ownership, leasing, rental, sale, purchase, possession or use of the Equipment. If Lessee causes or allows events to happen that change the interest income tax-exempt status of this Lease, as provided in the Internal Revenue Code of 1986, as amended, Lessee agrees to pay the "taxable interest rate" retroactive to its Commencement Date. The "taxable interest rate" is defined as that rate that results in the same after-tax yield to the Lessor, or its assigns, as the tax-exempt rate on this Lease, or the highest rate permitted by law, whichever is less.

16. **ASSIGNMENT BY LESSOR.** Lessee agrees that Lessor may assign this Lease after providing written notice to the Lessee of the assignment. Should the Lessor choose to assign the Lease, the assignee shall have all rights and obligations originally afforded Lessor under this Lease. Lessee shall recognize and hereby consents to any assignments of this Lease.
17. **NONAPPROPRIATION OF FUNDS.** In the event no funds or insufficient funds are appropriated and budgeted for lease payments due under this Lease, the Lessee may elect to terminate this Lease in accordance with this paragraph. Lessee's election to terminate must be exercised by delivering its prior written notice of its intent to terminate together with a certified statement by an authorized official indicating that insufficient sums have been appropriated for the ensuing fiscal year of the Lessee. In the event of such termination, Lessee agrees to peaceably surrender the Equipment to Lessor or its assignee on the date of such termination, packed for shipment in accordance with manufacturer's specifications, if applicable, and sent prepaid and insured to the location as is agreed to by the parties. Lessor shall have all legal and equitable rights and remedies to take possession of the Equipment. Termination under this Paragraph 17 shall be effective upon the expiration of the applicable fiscal year of the Lease and payment of all lease payments during that fiscal year. Lessee's exercise of its rights under this Paragraph 17 shall not affect the survival of any other provisions (other than the obligation to make lease payments beyond the applicable fiscal year) which survive the termination of the Lease.
18. **ESCROW ACCOUNT.** At the option of the Lessor, an escrow account may be created at Franklin Savings Bank to hold the Lease proceeds prior to disbursement of funds to the seller of the Equipment. Any interest earned on this account shall be payable to the Lessee. Lessor shall act as the escrow agent and shall disburse funds as appropriate under the other provisions of the Lease. Lessee understands and agrees they have no right of direct access to the funds in said escrow account.
19. **DEFAULT.** Lessee shall be in default of this Lease if: (a) Lessee fails to make any payments which are due under the terms of this Lease for a period of ten (10) days after the due date thereof; (b) Lessee fails to abide by any of the provisions of this Lease, and such failure continues for a period of ten (10) days after notice from Lessor; (c) the Equipment or any portion of the Equipment becomes subject to liens, seizures, assignments, transfers, sublease or sale without the prior written consent of the Lessor; (d) Lessee abandons the Equipment or permits any other entity to use the Equipment without the prior written consent of Lessor, (e) Lessee has made any misleading or false statements in connection with application for or performance of this Lease; (f) Lessee defaults in any other agreement it has with Lessor; (g) Lessee assigns its rights in property for the benefit of creditors; or (h) Lessee files a petition under any state or federal bankruptcy or insolvency laws, or any similar law.

20. **OPTION.** Provided that no default or Non-Appropriation of Funds has occurred, Lessee may purchase all (but not less than all) of the Equipment for the Option Price set forth on Schedule A at the end of the Lease Term. If Lessee exercises its option under this paragraph, Lessor shall convey or release to Lessee, all its right, title and/or interest in the Equipment on an "AS-IS, WHERE-IS" basis without any representation or warranty.
21. **SEVERABILITY.** This Lease is intended to constitute a valid and enforceable legal instrument, and no provision of this Lease that may be deemed unenforceable shall in any way invalidate any other portion or provisions hereof, all of which shall remain in full force and effect.
22. **TIME OF ESSENCE.** Time is of the essence in the performance of all aspects of this Lease; the parties agree that this provision shall not be waived by implication or otherwise should the parties accept performance on a late basis.
23. **CHOICE OF LAW.** The parties agree that the execution, interpretation and performance of this Lease shall be governed by the laws of the State of Maine.
24. **ENTIRE AGREEMENT: NO WAIVER.** This Lease, together with the attached Schedules A-F, constitutes the entire agreement between Lessor and Lessee. No provision of this Lease shall be modified or rescinded unless in writing signed by a representative of all parties hereto. Waiver by Lessor of any provision hereof in one instance shall not constitute a waiver as to any other instance.

IN WITNESS WHEREOF, the parties have caused this Municipal Lease Purchase Agreement to be executed by their duly authorized representatives as an instrument under seal.

Lessor:

M.S.T. Government Leasing LLC


By: 
Merle S Tilton

Its: President

Date: 6-25-20

Lessee:

**Northern Mountain Valley Unified Union
School District**

By: 
Lynn M Cota

Its: Superintendent

Date: 6/16/2020

M.S.T Government Leasing, LLC.

Lease Number: 487

Schedule A – SCHEDULE OF EQUIPMENT AND LEASE PAYMENTS

LESSEE: Northern Mountain Valley Unified Union School District

ADDRESS: 80 Main Street

Richford, VT 05476

EQUIPMENT DESCRIPTION: (Schedule F)

Lease Term: 5 Years

Payment Amount: \$23,680.86

No. of Payments: 5

Pay Period: Annual

Advance Payments: None

Lease Value: \$110,679.95

Option Price: \$1.00

Amortization Schedule: (see attached)

Lease Commencement Date: 07/01/2020

First Payment Due: 08/01/2020

Lessor: M.S.T. Government Leasing LLC

**Lessee: Northern Mountain Valley Unified Union
School District**

By: 

Merle S Tilton, President

Date: 6-25-20

By: 

Lynn M Cota, Superintendent

Date: 6/16/2020

Northern Mountain Valley School District

Compound Period : Annual

Nominal Annual Rate : 3.340 %

CASH FLOW DATA

Event	Date	Amount	Number	Period	End Date
1 Loan	07/01/2020	110,679.95	1		
2 Payment	08/01/2020	23,680.86	5	Annual	08/01/2024

AMORTIZATION SCHEDULE - Normal Amortization

	Date	Payment	Interest	Principal	Balance
Loan	07/01/2020				110,679.95
1	08/01/2020	23,680.86	313.97	23,366.89	87,313.06
2020 Totals		23,680.86	313.97	23,366.89	
2	08/01/2021	23,680.86	2,916.26	20,764.60	66,548.46
2021 Totals		23,680.86	2,916.26	20,764.60	
3	08/01/2022	23,680.86	2,222.72	21,458.14	45,090.32
2022 Totals		23,680.86	2,222.72	21,458.14	
4	08/01/2023	23,680.86	1,506.02	22,174.84	22,915.48
2023 Totals		23,680.86	1,506.02	22,174.84	
5	08/01/2024	23,680.86	765.38	22,915.48	0.00
2024 Totals		23,680.86	765.38	22,915.48	
Grand Totals		118,404.30	7,724.35	110,679.95	

Northern Mountain Valley Unified Union School District			
Schedule F			
Building	Room	1st Year Equipment	Serial Number
Bakersfield Elementary Middle School	Main Office	Color Photo Konica Minolta BHC360I 36 CPM~ RADF Duplex 2-Paper Drawer 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint	AA2J011013433
Bakersfield Elementary Middle School	Staff Room	Black Photo Konica Minolta BH808 80 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	A8KN012000173
Berkshire Elementary	Main Office	Color Photo Konica Minolta BHC550I 55 CPM~ RADF Duplex 4-Paper Drawer 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint	AA7P011002035
Berkshire Elementary	Mechanical Room	Black Photo Konica Minolta BH658 65 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	AA6R011007103
Berkshire Elementary	Sped	Black MFP Table Top Konica Minolta BH4052 42 CPM~ RADF Duplex 500 Sheets Max paper 8 1/2 X 14 Sort Scan-Fax-Post Script-Airprint	AA1R011011728
FNESU Office	Business Office	Color Photo Konica Minolta BHC550I 55 CPM~ RADF Duplex 4-Paper Drawer 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint	AA7P011002033
FNESU Office	Payroll	Black Network Printer HP Laser Jet Pro M404dn 40 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint-MICR	JPBDM10819
FNESU Office	Student Services	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	AAFK011001587
Montgomery Elementary	Library	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	AAFK011001593
Montgomery Elementary	Main Office	Color Photo Konica Minolta BHC450I 45 CPM~ RADF Duplex 4-Paper Drawer 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint	AA7R011004214
Montgomery Elementary	SPED	Color Network Printer Konica Minolta BHC3300I 35 PPM ~ Duplex Sort 300 Paper Supply-Post Script-Airprint	AAJT011001721
Montgomery Elementary	Workroom	Black Photo Konica Minolta BH808 80 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	A8KN012000175
Sheldon Elementary	Bookkeeper's Office	Black Network Printer HP Laser Jet Pro M404dn 40 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint-MICR	JPBDM10831
Sheldon Elementary	Grades 7/8 Science	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	AAFK011001586
Sheldon Elementary	Library	Black Photo Konica Minolta BH558 55 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	AA6T011011335
Sheldon Elementary	Main Office	Color Photo Konica Minolta BHC650I 65 CPM~ RADF Duplex LCT-Paper 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint	AA7N011000694
Sheldon Elementary	Psychologist	Black Network Printer Konica Minolta BH3602P 35 PPM ~ Duplex 300 Paper Supply Sort-Post Script-Airprint	AAFK011001575
Sheldon Elementary	Staff Work Room	Black Photo Konica Minolta BH808 80 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	A8KN012000154

M.S.T. Government Leasing, LLC.

Lease Number: 487

Schedule B - ACKNOWLEDGEMENT AND ACCEPTANCE OF EQUIPMENT

Equipment: See Schedule F

Lessee hereby acknowledges that the Equipment described above has been received in good condition and repair, has been properly installed, tested, and inspected and is operating satisfactorily in all respects for all of Lessee's intended uses and purposes, excluding latent or unknown defects. Lessee hereby accepts the Equipment unconditionally and irrevocably from Lessor but waives no rights against supplier or manufacturer.

By signature below, Lessee specifically authorizes and requests Lessor to make payment to the supplier of the Equipment. Lessee agrees that said Equipment is not being leased on any type or form of trial or rental basis.

Lessee: Northern Mountain Valley Unified Union School District

By: Lynn M. Cota
Lynn M Cota, Superintendent

Date: 6/16/2020

M.S.T. Government Leasing, LLC.**Lease Number: 487****Schedule C – INSURANCE VERIFICATION**

Paragraph 15 of the Lease states that you must carry insurance on the Equipment. Your insurance company shall name M.S.T. GOVERNMENT LEASING, LLC, 1491 EASIDE RIVER ROAD, DUMMER, NH 03588, its successors and/or assigns as the loss payee to the extent of its interest if the equipment is damaged. Please fill out the information below to ensure this takes place. You are responsible for contacting your insurance agent to set this up. Please have a binder sent to us.

This is to confirm that the Equipment under Lease Purchase Agreement No. 487 is or will be insured for all risks of loss or damage from every cause whatsoever, and the Lessee shall also carry public liability insurance, person injury insurance and property damage insurance covering the Equipment.

All such insurance shall be provided in accordance with the requirements of paragraph 15 of the Lease. M.S.T. Government Leasing, LLC and/or its Assignee shall be named to the extent of its interest "LOSS PAYEE" on the loss or damage coverage and "ADDITIONAL INSURED" on the liability coverage.

A binder describing the insurance will be sent to M.S.T. GOVERNMENT LEASING, LLC and/or its Assignee by mail and/or Fax:
603-262-1931

AGENCY:

ADDRESS: 52 Pike Drive, Berlin, VT 05602

Agent's Name: Tim Vincent

Phone: 802-223-5040

Insurance Co. VSBIT

Policy No. VSBITCGL2019

Expiration Date: 07/01/2020

WE MUST HAVE A CERTIFICATE OF INSURANCE IN HOUSE PRIOR TO FUNDING

Request for Certificate of Insurance

TO:

Insurance Company: VSBIT
52 Pike Drive
Berlin, VT 05602

Contact Name: Tim Vincent
Telephone Number: 802-223-5040
Fax Number:

FROM:

Customer/Lessee Name: Northern Mountain Valley Unified Union
School District
80 Main Street
Richford, VT 05476

Contact Name:
Telephone Number: Lynn M Cota, Superintendent of Schools
Fax Number: 802-848-7661
802-848-3531

Northern Mountain Valley Unified Union School District ("Lessee") is in the process of financing certain equipment from M.S.T. Government Leasing, LLC ("Lessor"). In order to facilitate this transaction, please submit a Certificate of Insurance to:

M.S.T. Government Leasing, LLC
1491 East Side River Road
Dummer, New Hampshire
03588
Attn: Jessica Paradis

Norway Savings Bank
Attention: Jack Day
Fax Number: (207) 743-5377
Phone Number: (888) 725-2207 x1040

Lessee requests that M.S.T. Government Leasing, LLC and Norway Bank be listed as INSUREDS as to public liability coverage and CO-LOSS PAYEES as to property coverage. A copy of said certificate should be forwarded to M.S.T. Government Leasing, LLC and Norway Savings Bank as described below.

NOTE: Coverage is to include (1) insurance against all risks of physical loss or damage to the Equipment (including theft) and (2) commercial general liability insurance (including blanket contractual liability coverage and products liability coverage) for personal and bodily injury and property damage. In addition, M.S.T. Government Leasing, LLC and Norway Bank are to receive 30 days' prior written notice of cancellation or material change in coverage.

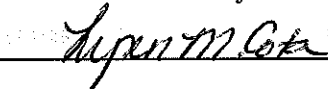
Please fax this completed information to both:

M.S.T. Government Leasing, LLC
Attn: Jessica Paradis
Fax Number: (603) 262-1931
Phone Number: 800-750-1538
x101

Norway Savings Bank
Attention: Jack Day
Fax Number: (207) 743-5377
Phone Number: (888) 725-2207 x1040

Please contact the person above
if you have any questions.
Thank you!

Northern Mountain Valley Unified Union School District

By: 
Lynn M Cota, Superintendent

M.S.T. Government Leasing, LLC.

Lease Number: 487

Schedule D – ESSENTIAL USE STATEMENT


It is represented to Lessor that the Equipment will be used by Lessee for the Following Purposes:

Reprographic Equipment and the use of the Equipment is essential to its proper, efficient and economic operation. The expense is an ordinary and necessary expense of the Lessee and the use of the Equipment is essential to the proper, efficient and economic operation of the Lessee.

Appropriation Certificate

The Lessee hereby certifies that all payments due for the fiscal year ending June 30, 2021 are within such fiscal year's budget for Lessee and within an available, unexhausted and unencumbered appropriation.

Lessee: Northern Mountain Valley Unified Union School District

By:  Date: 6/16/2020
Lynn M Cota, Superintendent

M.S.T. Government Leasing, LLC.**Lease Number: 487****Schedule E – Tax Statement**

Lessee further covenants to Lessor as follows:

Lessee is a state or a political subdivision thereof, within the meaning of Section 103 of the Internal Revenue Code of 1986, as amended, and regulations thereunder (the "Code").

The Equipment will be used for a governmental or proprietary purpose of Lessee and will not be used in a trade or business of any person or entity other than the Lessee.

The Equipment will have a useful life in the hands of the Lessee that is in excess of the term of the Lease.

Lessee will comply with all applicable provisions of the Internal Revenue Code of 1986 (the "Code"), including without limitation Section 103 and 148 thereof, and the applicable regulations of the U.S. Treasury Department in order to maintain the exclusion of the interest components of the Lease Purchase Payments from gross income for the purpose of Federal Income Taxation.

Lessee will use the Equipment as soon as practicable and with all reasonable dispatch for the purpose for which this Lease has been entered into. No part of the proceeds of this Lease shall be invested in any securities, obligations or other investments or used, at any time, directly or indirectly, in a manner which, if such use had been reasonably anticipated on the date of this Lease, would have caused any portion of the Lease to be or become "arbitrage bonds" within the meaning of Section 103(b)(2) or Section 148 of the Code, as amended, and the applicable regulations of the U.S. Treasury Department.

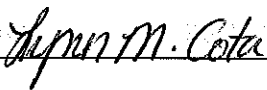
Lessee hereby designates the Lease as a "qualified tax-exempt obligation" as defined in Section 265 (b)(3)(B) of the Code, as amended. The aggregate face amount of all tax-exempt obligations (excluding private activity bonds other than qualified 501 (c)(3) bonds) issued, or to be issued, by Lessee and all subordinate entities thereof during the calendar year of commencement of this Lease (the "Issuance Year") is not reasonably expected to exceed \$10,000,000. Lessee and all subordinate entities thereof will not issue in excess of \$10,000,000 of qualified tax-exempt obligations (including this Lease, but excluding private activity bonds other than qualified 501 (c)(3) bonds) during the Issuance Year without first obtaining an opinion of recognition bond counsel acceptable to Lessor that the designation of this Lease as a "qualified tax-exempt obligation" will not be adversely affected.

Lessee represents and warrants that it is a governmental unit under the laws of the State with general taxing powers, this Lease is not a private activity bond as defined in Section 141 of the Code, as amended: 95% or more of the net proceeds of this Lease will be used for local governmental activities of Lessee; and the aggregate face amount of all tax-exempt obligations (other than private activity bonds) issued, or to be issued by the Lessee and all subordinate

entities thereof during the Issuance Year is not reasonably expected to exceed \$5,000,000. Lessee and all subordinate entities thereof will not issue in excess of \$5,000,000 of tax-exempt bonds (including this Lease, but excluding private activity bonds) during the Calendar Year without first obtaining an opinion of recognized bond counsel acceptable to Lessor that the excludability of the interest on the Lease from gross income for federal tax purposes will not be adversely affected.

Upon Lessor's request, Lessee shall, at its own expense, provide an opinion of recognized bond counsel acceptable to Lessor as to the above representations prior to acceptance of Equipment.

Lessee: **Northern Mountain Valley Unified Union School District**

By:  Date: 6/16/2020

Lynn M Cota, Superintendent

Form **8038-G**

(Rev. September 2018)

Department of the Treasury
Internal Revenue Service**Information Return for Tax-Exempt Governmental Bonds**

► Under Internal Revenue Code section 149(e)

► See separate instructions.

Caution: If the issue price is under \$100,000, use Form 8038-GC.

► Go to www.irs.gov/F8038G for instructions and the latest information.

OMB No. 1545-0720

Part I Reporting AuthorityIf Amended Return, check here ☐

1 Issuer's name Northern Mountain Valley Unified Union School District		2 Issuer's employer identification number (EIN) 83-2086559
3a Name of person (other than issuer) with whom the IRS may communicate about this return (see instructions) Jessica Paradis		3b Telephone number of other person shown on 3a 800-750-1538 ext. 101
4 Number and street (or P.O. box if mail is not delivered to street address) 80 Main Street	Room/suite	5 Report number (For IRS Use Only) 3
6 City, town, or post office, state, and ZIP code Richford, VT 05476		7 Date of issue 07/01/2020
8 Name of issue Northern Mountain Valley Unified Union School District Lease 487		9 CUSIP number none
10a Name and title of officer or other employee of the issuer whom the IRS may call for more information (see instructions) Morgan Daybell, Business Manager		10b Telephone number of officer or other employee shown on 10a 802-848-7661

Part II Type of Issue (enter the issue price). See the instructions and attach schedule.

11 Education	11	110679	95
12 Health and hospital	12		
13 Transportation	13		
14 Public safety	14		
15 Environment (including sewage bonds)	15		
16 Housing	16		
17 Utilities	17		
18 Other. Describe ►	18		
19a If bonds are TANs or RANs, check only box 19a			
19b If bonds are BANs, check only box 19b			
20 If bonds are in the form of a lease or installment sale, check box			

Part III Description of Bonds. Complete for the entire issue for which this form is being filed.

	(a) Final maturity date	(b) Issue price	(c) Stated redemption price at maturity	(d) Weighted average maturity	(e) Yield
21	08/01/2024	\$ 110,679.95	\$ 110,679.95	5 years	3.340 %

Part IV Uses of Proceeds of Bond Issue (including underwriters' discount)

22 Proceeds used for accrued interest	22		
23 Issue price of entire issue (enter amount from line 21, column (b))	23	110679	95
24 Proceeds used for bond issuance costs (including underwriters' discount)	24		
25 Proceeds used for credit enhancement	25		
26 Proceeds allocated to reasonably required reserve or replacement fund	26		
27 Proceeds used to refund prior tax-exempt bonds. Complete Part V	27	17085	66
28 Proceeds used to refund prior taxable bonds. Complete Part V	28		
29 Total (add lines 24 through 28)	29	17085	66
30 Nonrefunding proceeds of the issue (subtract line 29 from line 23 and enter amount here)	30	93594	29

Part V Description of Refunded Bonds. Complete this part only for refunding bonds.

31 Enter the remaining weighted average maturity of the tax-exempt bonds to be refunded	3.933	years
32 Enter the remaining weighted average maturity of the taxable bonds to be refunded		years
33 Enter the last date on which the refunded tax-exempt bonds will be called (MM/DD/YYYY)	08/01/2020	
34 Enter the date(s) the refunded bonds were issued ► (MM/DD/YYYY)	12/3/15	

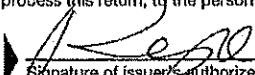

For Paperwork Reduction Act Notice, see separate instructions.

Cat. No. 63773S

Form **8038-G** (Rev. 9-2018)

Part VI Miscellaneous

- 35 Enter the amount of the state volume cap allocated to the issue under section 141(b)(5) **35**
- 36a Enter the amount of gross proceeds invested or to be invested in a guaranteed investment contract (GIC). See instructions **36a**
- b Enter the final maturity date of the GIC ► (MM/DD/YYYY) _____
- c Enter the name of the GIC provider ► _____
- 37 Pooled financings: Enter the amount of the proceeds of this issue that are to be used to make loans to other governmental units **37**
- 38a If this issue is a loan made from the proceeds of another tax-exempt issue, check box ► ☐ and enter the following information:
- b Enter the date of the master pool bond ► (MM/DD/YYYY) _____
- c Enter the EIN of the issuer of the master pool bond ► _____
- d Enter the name of the issuer of the master pool bond ► _____
- 39 If the issuer has designated the issue under section 265(b)(3)(B)(i)(III) (small issuer exception), check box ► ☒
- 40 If the issuer has elected to pay a penalty in lieu of arbitrage rebate, check box ► ☐
- 41a If the issuer has identified a hedge, check here ► ☐ and enter the following information:
- b Name of hedge provider ► _____
- c Type of hedge ► _____
- d Term of hedge ► _____
- 42 If the issuer has superintegrated the hedge, check box ► ☐
- 43 If the issuer has established written procedures to ensure that all nonqualified bonds of this issue are remediated according to the requirements under the Code and Regulations (see instructions), check box ► ☐
- 44 If the issuer has established written procedures to monitor the requirements of section 148, check box ► ☐
- 45a If some portion of the proceeds was used to reimburse expenditures, check here ► ☐ and enter the amount of reimbursement ► _____
- b Enter the date the official intent was adopted ► (MM/DD/YYYY) _____

Signature and Consent	Under penalties of perjury, I declare that I have examined this return and accompanying schedules and statements, and to the best of my knowledge and belief, they are true, correct, and complete. I further declare that I consent to the IRS's disclosure of the issuer's return information, as necessary to process this return, to the person that I have authorized above.			
	 Signature of issuer's authorized representative		6/10/20 Date	
Paid Preparer Use Only	Print/Type preparer's name Jessica Paradis		Preparer's signature 	
	Date 6/15/20		Check <input type="checkbox"/> If self-employed PTIN	
	Firm's name ► Specialized Purchasing Consultants		Firm's EIN ► 020515500	
	Firm's address ► 1491 East Side River Road, Dummer, NH 03588		Phone no. 800-750-1538 ext 101	