

FY 2025 SCHOOL BOARD BUDGET QUESTIONS

cl#	QUESTION	DEPT.	RECEIVED	RESPONSE	DISTRIBUTED
1	What would be the financial outcome/result of removing iPads in K-2nd grades? (This year and in future years) (DP)	Information Services	03/04/2024	03/12/2024	03/15/2024
2	What would be the financial outcome/result of replacing macbooks with chromebooks or alternate devices? (DP)	Information Services	03/04/2024	03/12/2024	03/15/2024
3	Following up on our conversation at lunch today about the capital reserves. The full sequence of reserve fund transactions are on page 435 of the budget book. In the attached photo, I've marked the allocations into capital reserves that were made from NON-capital funds, mostly from budget close-outs. If you assume that capital funds were always spent before non-capital funds, I'm pretty sure you will find that most or all of the remaining \$18.8M is non-capital. (BK)	Finance	03/04/2024	03/13/2024	03/15/2024
4	Are the reductions to the Outdoor Lab going to eliminate 5 th grade overnights? (CD)	Academics	03/04/2024	03/14/2024	03/15/2024
5	What would your estimated cost of a FTE grant writer be, if we wanted someone who could also assist in advancing the ball on a possible public education foundation? What would your alternative suggestions be for compensation structure, if not FTE or permanent FTE? (MT)	Academics	03/05/2024	03/15/2024	03/15/2024
6	In the section devoted to Schools, do the staffing numbers presented for particular schools already reflect the adjustments to the art/music/PE planning factor at the elementary level? (MK)	Finance	03/05/2024	03/14/2024	03/15/2024
7	How should we interpret school staffing where we see enrollment has gone up but staffing #'s at that school have gone down? In some cases the two things track (for example, at Barcroft and Ashlawn) but in other cases they don't (ATS, Barrett, Glebe). Is this a function of particular student needs (e.g., special education) or something else? (MK)	Finance	03/05/2024	03/14/2024	03/15/2024
8	There are several instances where the discretionary accounts of central office departments were reduced by 12%, but then the same department was granted baseline increases. Are "discretionary accounts" something specific and different from the non-staffing expenses we see listed in the Financial Summary charts for each department? I had assumed the 12% reduction would mean each department's budget, outside of staffing, was reduced by 12%. Is that the correct way to interpret it? If I am correct, then why are we seeing so many departments granted increases after the 12% reduction was taken (as I am reading the budget book)? (MK)	Finance	03/05/2024	03/13/2024	03/15/2024

FY 2025 SCHOOL BOARD BUDGET QUESTIONS

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9	From 2025 Departments Summary page 214, the non-school staff for 2025 is budgeted for 1,121.05 positions. Looking at that same table in the 2019 budget, Departments Summary page 318, the non-school staff for 2019 was budgeted for 867.5 positions. What is the justification for an additional 253.55 non-school positions given the same expected level of enrollment? How much do the additional 253.55 positions (rounded to 254) add to the budget? (MT)	Finance	03/11/2024	03/15/2024	03/15/2024
10	Why are we projecting a 23% increase in special education students next year to 5,191, when our numbers for the past several years have been between 4,000 and 4,250? How much money would we save if we estimated this more conservatively? (MK)	Academics	03/11/2024	03/14/2024	03/15/2024
11	We are projecting a 34% increase in our PreK population. What is our degree of confidence in that projection? How did our projected compare to actual this past year? (MK)	Academics	03/11/2024	03/14/2024	03/15/2024
12	How much does APS spend on AP and IB tests each year (test fees plus any payments for proctors)? How does this compare to the practices of Falls Church, Alexandria, and Fairfax re: covering costs of AP and IB tests? (MK)	Academics / Assessment	03/11/2024	03/14/2024	03/15/2024
13	How much is in the FY2025 budget for various forms of tutoring, broken out by type? What do we know about the actual utilization of each form of tutoring? (MK)	Academics	03/11/2024	03/14/2024	03/15/2024
14	Could we please see the lease agreement with Apple for our iPads and Macbooks? (MK)	Finance	03/11/2024	03/14/2024	03/15/2024
15	How much are we paying for the Panorama SEL screener? (MK)	Diversity, Equity, Inclusion and Student Services	03/11/2024	03/14/2024	03/15/2024
16	How much are we paying for SEL curricula for middle and high schools? How are we evaluating effectiveness? (MK)	Diversity, Equity, Inclusion and Student Services	03/11/2024	03/14/2024	03/15/2024
17	Last year we invested in Deans of Students and Intervention Counselors. How are we evaluating ROI on these investments? (MK)	Diversity, Equity, Inclusion and Student Services	03/11/2024	03/14/2024	03/15/2024
18	When we did the five-year plan in the Office of Special Education, did we retain an outside consultant for all five years? If not, should we be spending \$85,000 to retain the consultant helping us in Y3 with the Office of English Learners give-year plan? (p.272) (MK)	Academics	03/11/2024	03/14/2024	03/15/2024
19	We are adding a 0.5 reading teacher position at Drew, Jamestown, and Oakridge. How much is saved if we only add this at Drew and Oakridge, since the level of need at Jamestown is much lower? (MK)	Finance	03/11/2024	03/14/2024	03/15/2024

FY 2025 SCHOOL BOARD BUDGET QUESTIONS

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20	Can you please share what the \$198,198 in purchased services covers in the Office of Division Counsel? (MK)	Division Counsel	03/11/2024	03/14/2024	03/15/2024
21	On p. 239, I see that \$93K in volunteer and partnership liaison stipends are eliminated. Can you please say more about what functions these liaisons serve? (MK)	School and Community Relations	03/11/2024	03/13/2024	03/15/2024
22	General question about funds for staff travel to conferences and trainings: how do we budget for this within the central office (is there a standard across departments)? How does this compare to funding available to school P/E scale employees and school T-scale staff? (MK)	Finance	03/11/2024	03/15/2024	03/15/2024
23	Could you please share what the \$291,200 in purchased services covers in the Chief of Staff Office? (MK)	Chief of Staff	03/11/2024	03/14/2024	03/15/2024
24	On p.255, could you please say more about what specific purposes there are in FY2025 for the \$135,000 provided for Planning consultants? (MK)	Facilities and Operations	03/11/2024	03/15/2024	03/15/2024
25	Could we please get a more detailed accounting of what is included in Purchased Services, Other Charges, and Materials and Supplies in the Curriculum/Instruction budget (p.270)? (MK)	Academics	03/11/2024	03/14/2024	03/15/2024
26	Can you please share additional detail about ELA "supply and textbook reserve" funding of \$429,276? How much of this is for the two additional HMH payments that are due in FY2025? Is any of the HMH money for consumables or materials that teachers aren't using (e.g., the CKLA workbooks)? (MK)	Academics	03/11/2024	03/14/2024	03/15/2024
27	Is any additional money due to pay for the Envision math curriculum? (MK)	Academics	03/11/2024	03/14/2024	03/15/2024
28	P.283, Consultant for review of inclusive practices: If we are not in a position to change planning factors in such a way that we will promote greater inclusion in our schools, then is it a prudent investment to spend an additional \$150,000 for Y2 of this study? Could we pause or reduce this scope of work? (MK)	Academics	03/11/2024	03/14/2024	03/15/2024
29	Can you please provide a more detailed breakdown of \$712,520 in Purchased Services and \$442,560 in Other Charges in the Office of Student Services (p.295)? (MK)	Diversity, Equity, Inclusion and Student Services	03/11/2024	03/14/2024	03/15/2024
30	Can you please provide a more detailed breakdown of the \$567,760 in Purchased Services in the Welcome Center? (MK)	Diversity, Equity, Inclusion and Student Services	03/11/2024	03/14/2024	03/15/2024
31	Could you please share more information about lease agreement account and leased space building costs (two bullets near the top of p.321)? I'm not sure I understand the distinction between these two bullets. Also, could we get an accounting of all leased space and annual lease amounts? (MK)	Facilities and Operations / Finance	03/11/2024	03/13/2024	03/15/2024

FY 2025 SCHOOL BOARD BUDGET QUESTIONS

cl#	QUESTION	DEPT.	RECEIVED	RESPONSE	DISTRIBUTED
32	What is the size of our white fleet, which it looks like cost nearly \$2M to maintain? Who uses the white fleet and for what purposes? If we wanted to cut down the white fleet (and, for example, reimburse employees for mileage in personal vehicles), to what extent would this be practical (e.g., we could do this for 30% of current usage, etc. etc.) (MK)	Facilities and Operations	03/11/2024	03/13/2024	03/15/2024
33	Could we see a more detailed breakdown of Purchased Services and Other Charges for Plant Operations (p.325)? (MK)	Facilities and Operations	03/11/2024	03/13/2024	03/15/2024
34	Could you please provide more information about Other Administrative Accounts (p.343)? What is the “system-wide budget reserve” and Superintendent’s Reserve and how much funding is in each? How much is allocated in Other Administrative Accounts for administrative travel? Could we please understand more about the ~\$10M in proposed expenditures here? (MK)	Finance	03/11/2024	03/14/2024	03/15/2024
35	An ITC has asked me why this role continues to be a 12-month E-scale position, which he believes would make it the only coach-type role reporting to principals who are not 10-months on the T scale. My understanding is that the main reason the role had been 12 months was because of the responsibilities over the summer to help prepare devices for the following school year. But isn’t that work now done completely by the technicians/IS? (MK)	Academics	03/11/2024	03/14/2024	03/15/2024
36	I met yesterday with two teachers from ACHS, one of my liaison schools. They expressed concern over the proposal to remove the ACHS assistant principal and staff that position at Langston instead (page 195 of the Superintendent’s proposed budget). I said I would share the concern and follow up internally. Generally, our planning factors call for one AP per school. I was also reminded that ACHS is a school, not a program. The teachers pointed out that enrollment in ACHS is understated in the budget books, because ~40-45% of its population is over the age of 22. I’d be interested in understanding the rationale for this proposed change so that I can convey it and evaluate it. (MT)	School Support	03/12/2024	03/14/2024	03/15/2024
37	What is the total cost for ASL interpretation services? I understand that we have both our own FTEs and also consulting services for ASL interpretation and they seem to be in different parts of the budget. Related – I would like to know how we evaluate the ASL Interpreter Resource Assistants and the contracted services we receive. (BZS)	Diversity, Equity, Inclusion and Student Services	03/14/2024		

FY 2025 SCHOOL BOARD BUDGET QUESTIONS

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38	Which are the 3 schools that have Communities in Schools and are the funds split evenly between the schools? In terms of the ROI for this cost, are we evaluating academic progress beyond “progress towards graduation” (as articulated on p 43 of the exec summary). I believe at least one of the three is an elementary school and so progress toward graduate does not seem like an appropriate measurement. (BZS)	Diversity, Equity, Inclusion and Student Services	03/14/2024	03/15/2024	03/15/2024
39	Regarding the reduction of the staff contingency (table on p 52), do we typically have excess funds in that line item? What was the average amount spent in staff contingency over the past couple of years? (BZS)	Finance	03/14/2024	03/15/2024	03/15/2024
40	How many staff positions are moving temporarily (for one year) onto grant funds? This would be useful to know as we think ahead to the likely shortfall for FY26. (BZS)	Academics	03/14/2024	03/14/2024	03/15/2024

School Board Budget Question #: 25-01

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 11, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Rajesh Adusumilli, Assistant Superintendent, Information Services

BUDGET QUESTION: What would be the financial outcome/result of removing iPads in K-2nd grades? (This year and in future years) (DP)

RESPONSE: iPads are purchased based on kindergarten Spring projections and assume that students will retain those iPads until the end of Grade 2. Last year's Spring projection for Kindergarteners was 2,142 and the cost of an iPad with cover was \$324. Additionally, APS receives an average of \$107 for each device returned after four years of use (Apple Buyback Program), making the average effective cost of each iPad \$217.

The total cost for the kindergarten iPads for SY23-24 was \$464,814. Of that cost, APS will pay 1/3, or \$154,938 per year until 2026-2027 (this is the end-of-life cycle for a Kindergarten iPad). Not purchasing iPads for K-2 this upcoming school year will not provide any savings for the FY 2024-25 Budget year but will reduce overall costs around \$154,938 per year starting FY 2025-26.

School Board Budget Question #: 25-02

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 11, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

FROM: Rajesh Adusumilli, Assistant Superintendent, Information Services

BUDGET QUESTION: What would be the financial outcome/result of replacing macbooks with chromebooks or alternate devices? (DP)

RESPONSE: A comparable Chromebook (with storage and video card specifications that are currently available to high school students) would cost \$759 per student. The current cost of a MacBook Air is \$779. Additionally, APS receives an average of \$125 for each MacBook Air returned after four years of use (Apple Buyback Program), making the average cost of each MacBook Air \$654 for APS. Chromebooks have no buyback program available, as they have no resale value after four years of use. Please note while there is a range of Chromebooks, not all would adequately meet the requirements for instructional use in high school. Additional information about the range of Chromebooks is available at <https://www.nytimes.com/wirecutter/reviews/best-chromebook/>.

Spring projections from January 2024 indicate purchasing 1,994 devices for 9th graders would be necessary. Projecting over a four-year span, the total cost for Chromebooks would reach \$1.51 million, averaging \$504,482 annually. Conversely, the adjusted cost for MacBook Airs would be \$1.30 million over the same period, averaging \$434,692 annually.

Furthermore, transition costs will exist, albeit currently without precise estimates. These costs encompass establishing a new device management infrastructure, training APS staff, providing teacher training, and repurchasing applications.

The following are some of the potential areas to consider:

Device Peripheral Services:

- With MacBooks, Apple provides default cloud-based storage to all students. Chromebooks do not offer this feature.

Instructional Applications Ecosystem:

- Presently, the school district utilizes the Apple ecosystem of instructional applications tailored for iOS and MacOS environments. Transitioning will necessitate ensuring each application is available on the new platform. If not, alternatives must be sought to fulfill instructional needs.
- Moreover, all applications adopted on the new platform will need seamless integration with existing systems of records, such as the Student Information System.

Operations:

- Currently, applications are deployed to MacBooks via a Mobile Device Management system called JAMF. Shifting platforms will require setting up a new device management system capable of effectively administering all high school students.

Professional Development:

- The district must ensure comprehensive training for high school teachers, support staff (ITCs), and administrators on the new digital applications adopted and familiarize them with the combined administration platforms to support students and instructional practices effectively.

School Board Budget Question #: 25-03

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 13, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

THROUGH: Dr. John Mayo, Chief Operating Officer

FROM: Andy Hawkins, Assistant Superintendent, Finance and Management Services

BUDGET QUESTION: Following up on our conversation at lunch today about the capital reserves. The full sequence of reserve fund transactions are on page 435 of the budget book. In the attached photo, I've marked the allocations into capital reserves that were made from NON-capital funds, mostly from budget close-outs. If you assume that capital funds were always spent before non-capital funds, I'm pretty sure you will find that most or all of the remaining \$18.8M is non-capital. (BK)

RESPONSE: The capital reserves were reviewed during the development of the FY 2022 budget to determine how much of this reserve was not actual capital funds and not spent. It was determined that \$5.3 million was available and those funds were used to balance the FY 2022 budget.

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 12, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Dr. Gerald R. Mann, Jr., Chief Academic Officer

BUDGET QUESTION: Are the reductions to the Outdoor Lab going to eliminate 5th grade overnights? (CD)

RESPONSE: The proposed reduction of the 1.00 coordinator at the Outdoor Lab will not eliminate the 5th grade overnights. The staffing will return to the same number of FTE (6.75) in place from 2019-20 through 2022-23.

Outdoor Lab Staffing History

Year	M (Custodian)	A (Resource Asst.)	T (Teacher- historically, referred as Director)	P (Administrator)	Total Staff
23-24	1	4.75	0	2	7.75
22-23	1	4.75	0	1	6.75
21-22	1	4.75	1	0	6.75
20-21	1	4.75	1	0	6.75
19-20	1	4.75	1	0	6.75
18-19	0	3.75	2	0	5.75
17-18	0	2.75	2	0	4.75
16-17	0	2.75	2	0	4.75
15-16	0	3	1	0	4.0
14-15	0	3	1	0	4.0
13-14	0	2.5	1	0	3.5
12-13	0	2.5	1	0	3.5

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 12, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Dr. Gerald R. Mann, Jr., Chief Academic Officer

BUDGET QUESTION: What would your estimated cost of a FTE grant writer be, if we wanted someone who could also assist in advancing the ball on a possible public education foundation? What would your alternative suggestions be for compensation structure, if not FTE or permanent FTE?

RESPONSE: The estimated cost of an E-scale employee (E-10,12 month) to serve as a grant writer would be \$133,500 with salary and benefits. An alternative for compensation could include hourly support through the published "Project Development" rate of \$40.13/hour. Furthermore, we could explore contracting with an outside person and agree to a payment schedule based on the percentage of grants awarded to APS.

School Board Budget Question #: 25-06

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 13, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

THROUGH: Dr. John Mayo, Chief Operating Officer

FROM: Andy Hawkins, Assistant Superintendent of Finance and Management Services

BUDGET QUESTION: In the section devoted to Schools, do the staffing numbers presented for particular schools already reflect the adjustments to the art/music/PE planning factor at the elementary level? (MK)

RESPONSE: Yes, the position summary tables in the school section reflect the adjustments to the art, music, and PE planning factor.

School Board Budget Question #: 25-07

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 13, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

THROUGH: Dr. John Mayo, Chief Operating Officer

FROM: Andy Hawkins, Assistant Superintendent of Finance and Management Services

BUDGET QUESTION: How should we interpret school staffing where we see enrollment has gone up but staffing #'s at that school have gone down? In some cases the two things track (for example, at Barcroft and Ashlawn) but in other cases they don't (ATS, Barrett, Glebe). Is this a function of particular student needs (e.g., special education) or something else? (MK)

RESPONSE: The position summary table lists position data for the FY 2024 Adopted budget and the FY 2025 Proposed budget and reflects information based on enrollment projections (not actual enrollment) during the budget development.

The enrollment table in each school section lists the *actual* enrollment for FY 2023 and FY 2024 and *projected* enrollment for FY 2025.

For example, Barret's school position summary chart for FY 2025 shows 94.30 FTEs based on projected enrollment of 528 students. The positions listed for FY 2024 Adopted are based on the projected enrollment during budget development of 600 students. (Page 113 of the budget document shows this enrollment data.) Changes in enrollment projections coupled with changes in student needs such as special education and EL are also reflected in the position summary charts.

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 13, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

THROUGH: Dr. John Mayo, Chief Operating Officer

FROM: Andy Hawkins, Assistant Superintendent, Finance and Management Services

BUDGET QUESTION: There are several instances where the discretionary accounts of central office departments were reduced by 12%, but then the same department was granted baseline increases. Are “discretionary accounts” something specific and different from the non-staffing expenses we see listed in the Financial Summary charts for each department? I had assumed the 12% reduction would mean each department’s budget, outside of staffing, was reduced by 12%. Is that the correct way to interpret it? If I am correct, then why are we seeing so many departments granted increases after the 12% reduction was taken (as I am reading the budget book? (MK)

RESPONSE: The baseline review occurs at the beginning of the budget cycle between September and November with the purpose of determining proper funding to maintain and sustain current services and contractual obligations as well as reflect department changes and current organization. Some baseline increases (discretionary or non-discretionary) are granted to departments and offices at that time to cover current obligations and to account for price increases on contracts, instructional materials, supplies, utilities, leases, etc. The baseline review also gives departments/offices the opportunity to scrutinize the budget to identify efficiencies and baseline reductions to prioritize and reallocate funding to current needs.

The proposed reductions (like the 12% cut to all departments discretionary funding) occur later in the development of the Superintendent’s Budget January or February and once APS has more information on projected revenue and size of its unfunded budget gap. The 12% reduction was applied to each department’s discretionary, non-FTE accounts, including any baseline increases that were provided.

School Board Budget Question #: 25-09

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 15, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

FROM: Andy Hawkins, Assistant Superintendent of Finance and Management Services

BUDGET QUESTION: From 2025 Departments Summary page 214, the non-school staff for 2025 is budgeted for 1,121.05 positions. Looking at that same table in the 2019 budget, Departments Summary page 318, the non-school staff for 2019 was budgeted for 867.5 positions. What is the justification for an additional 253.55 non-school positions given the same expected level of enrollment? How much do the additional 253.55 positions (rounded to 254) add to the budget? (MT)

RESPONSE: Please see the following table for information regarding the breakdown of positions added to departments in the period 2020-2025 by year. It is important to note that these are department-based positions but that does not mean that all of them are non-school based positions. As you can see in the position descriptions in the table most of them are positions added to directly support schools and students' needs.

Although enrollment may not have changed significantly, many of the positions were provided for the changing needs of the students and the schools, such as special education, English Learners, welcome center support, schools' safety, and security and/or transportation and technology needs. Example of these positions are: 1-on-1 assistants for special education, special education and student support specialists, ASL interpreters and Cued language transliterators, English Learners counselors, social workers, psychologists, behavior therapists, bus drivers and attendants and IT technicians.

APS Department Positions Added 2020-2025

Departments	2020 Added FTE	2021 Added FTE	2022 Added FTE	2023 Added FTE	2024 Added FTE	2025 Added FTE	Total 2020-2025
School Board	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Superintendent's Office	1.00	1.00	(13.00)	1.00	3.00	(2.00)	(9.00)
Chief of Staff	0.00	0.00	18.00	1.00	(6.00)	(6.00)	7.00
Chief Academic Office	18.70	41.75	(107.30)	83.25	13.95	(28.95)	21.40
Chief Diversity, Equity, Inclusion and Student Support	0.00	0.00	8.00	102.00	10.90	27.50	148.40
Chief of School Support	(4.00)	3.00	107.00	(104.00)	41.00	4.00	47.00
Chief Operating Office	27.50	26.00	27.25	1.50	(38.00)	(5.50)	38.75
Total	43.20	71.75	39.95	84.75	24.85	(10.95)	253.55

	Total FTEs	Description
Positions Added in FY 2020	43.20	Positions added to support enrollment, a change in planning factors, and the opening of five new schools and programs and include: English Learners counselors, speech teachers, occupational therapists, interlude psychologists, school psychologists, social workers, bus drivers and attendants, custodians, IT technicians, a risk manager, a facilities operations manager, a partnership coordinator and a data coordinator. 39.20 positions directly serve schools and students' needs.
Positions Added in FY 2021	71.75	Positions added to support enrollment, compliance with the DOJ English Learners Settlement Agreement, students additional special education and transportation needs. Positions added include: Dual enrollment teachers, special education assistants, American Sign Language interpreters, Cued Language transliterators, occupational therapists, bus drivers and attendants, routing planners, IT technicians, a dispatcher, a school psychologist, a vision specialist, a special education director, a principal and an assistant principal. 70.75 positions directly serve schools and students' needs.
Positions Added in FY 2022	39.95	Positions added to support enrollment, the DOJ EL Agreement, central office organizational changes, a virtual learning program, special education and technology needs, the opening of a new elementary school and the relocation of other three schools and to advance school district's diversity, equity and inclusion profile. Positions added include: legal counsel staff, interpreters, translation specialist, additional ASL interpreters, additional IT technicians, PreK assistants, world language specialist and assistants, an English Learners director, data and Medicaid coordinators, a gifted services specialist, a student behavior and climate coordinator, a safe routes coordinator, and a chief operating officer. 30.95 positions directly serve schools and students' needs.
Positions Added in FY 2023	84.75	Positions added to support student academic success, well-being, mental health and change in planning factors, to improve safety, security and operational efficiency, and to advance the implementation of a collective bargaining process that benefits APS employees. Positions added include: PreK assistants and specialist, interlude therapists, behavior specialists, speech therapists, interpreters, special education assistants, student support coordinators, social workers and psychologists, a functional life skills coordinator, school safety coordinators, a director of policy, a secondary math supervisor, dual language immersion teachers and a coordinator, English Learners counselors, a labor relations director, a classification and position management coordinator, a instructional application analyst and a clerical assistant. 76.75 positions directly serve schools and students' needs.
Positions Added in FY 2024	24.85	Positions added to support student academic success, well-being and mental health, to continue improving safety, security and operational efficiency. Positions added include: an assistant division counsel for special education, a coordinator for special projects, a career and technical education specialist, math interventionists, an early childhood specialist, a director of curriculum and instruction, a young scholars teacher, vision, occupational and interlude therapists, social workers and school psychologists, substance abuse counselors, a school health coordinator, welcome center translators, residency confirmation specialists and supervisor, additional school safety coordinators, a transportation demand management specialist, a driver/attendant trainer, a professional learning specialist, and IT technicians. 17.85 positions directly serve schools and students' needs.
Positions Added in FY 2025	(10.95)	Several reductions and additions are proposed in FY 2025 for the departments. 10.95 is the net reduction of positions. All 19.00 positions eliminated in central office are non school based positions. The positions added directly serve schools and students' needs which includes math interventionists, a Title IX coordinator and other changes associated to planning factors.
Total Positions added	253.35	235.35 positions directly serve schools and students' needs and 18.00 positions support department's work and operational efficiency.

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 11, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

FROM: Dr. Gerald R. Mann, Jr., Chief Academic Officer
Kelly Krug and Kenneth Brown, Directors of Special Education

BUDGET QUESTION: Why are we projecting a 23% increase in Special Education students next year to 5,191, when our numbers for the past several years have been between 4,000 and 4,250? How much money would we save if we estimated this more conservatively?

RESPONSE:

Determining Special Education (SPED) projections is always a very complex process and involves a target that is always changing since the regulations for SPED never stop, and we are asked to try and finalize projections in December/January for the following year to support the budget process. APS utilizes the process below to try and determine projections for the following year, and we err on the side of caution because we know trying to hire qualified SPED staff throughout the year is extremely challenging and often leads to unfilled positions for some time. Additionally, we know that the current state of our teachers and staff's workload is extremely taxing, where many are leaving the field all together or leaving APS to work in neighboring counties. Ensuring we have enough staff hired from the onset of the year is not only critical in maintaining compliance for mandated services, but it also allows for flexibility in the model of services and helps to try and keep a somewhat manageable workload for staff, although we know APS still needs to improve with that—hence, the planning factors design team.

Process for Projections:

- APS starts with the current data count of students with Individualized Education Programs (IEPs) at each of the schools and in our countywide programs.
- Each school then does the following:
 - Looks at who is receiving an intervention through HB 410 and who might need to move forward later in the year for a Student Support Team meeting due to lack of progress or a suspected disability.
 - Analyzes who currently is scheduled for a Student Support Team meeting, who is going through SPED testing, and for future scheduled eligibility meetings.
 - Makes its best prediction on who will be found eligible, in what disability category, and how many hours will be needed (greater or less than 15 hours makes a difference in the current planning factors)

- Accounts for any other potential students who might be found eligible over the summer.

Given this fluid process, it would be difficult to let the School Board know exactly how much money we could save unless we developed an entirely new projection process.

School Board Budget Question #: 25-11

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 12, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Dr. Gerald R. Mann, Jr., Chief Academic Officer

BUDGET QUESTION: We are projecting a 34% increase in our PreK population. What is our degree of confidence in that projection? How did our projected compare to actual this past year?

RESPONSE: Students can attend PreK in APS through the Virginia Preschool Initiative (VPI) Program, Early Childhood Special Education (ECSE), Montessori, or the Community Peer PK (CPP) Program. Seats are allocated across these programs and are not projected. In the Early Childhood Special Education (ECSE) program, we have experienced a significant increase in referrals. We project these classes at full capacity, knowing that legally we are required to provide programming to eligible students following the special education eligibility process.

The graphic below compares the Spring Update to Projections to the actual September 30th enrollment for PreK. From Fall 2017 through Fall 2022 the accuracy ranged from 88% to 67%. It was 75% for September 30, 2023.



	Accuracy - Actual Sept. 30 Enrollment / Projected Enroll. Prior Fall						
	Fall 2017	Fall 2018	Fall 2019	Fall 2020	Fall 2021 *	Fall 2022	Fall 2023
Elementary (K-5)	101%	99%	99%	91%	87%	101%	98%
Middle School (6-8)	99%	99%	99%	94%	88%	101%	100%
High School (9-12)	97%	98%	100%	97%	94%	100%	98%
Secondary (not projected) **	120%	101%	98%	80%	392%	112%	88%
K-12 Total	100%	99%	99%	93%	92%	101%	99%
PreK (not projected) ***	88%	80%	83%	67%	73%	80%	75%

* Includes actual virtual learning student counts that were not projected the prior Fall.

** Includes Shriver Program, Arlington Community High School, Langston, and New Directions. Actual Virtual Learning enrollment is included only in Fall 2021.

*** Compares the Spring Update to Projections (usually March) to actual Sept. 30 enrollment.

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 12, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Dr. Gerald R. Mann, Jr., Chief Academic Officer

BUDGET QUESTION: How much does APS spend on AP and IB tests each year (test fees plus any payments for proctors)? How does this compare to the practices of Falls Church, Alexandria, and Fairfax re: covering costs of AP and IB tests?

RESPONSE:

	SY 2021-2022	SY 2022-2023
AP Exam Fees	\$581,303	\$656,694
IB Exam Fees	\$141,000	\$143,000
Other exam expenses (i.e., mailing, supplies, etc.)	\$22,000	\$24,000
Approximate IB total:	\$163,000	\$167,000
Proctors (AP & IB)	\$111,390	\$117,823

Notes:

- IB exams and associated fees are paid by Washington-Liberty High School. AP exams and AP/IB proctors are paid for through the Office of Assessment.
- Students do not pay exam fees for AP or IB. APS does not have a limit on the number of exams it will pay for as long as the student is enrolled in the course. Students are expected to pay for late fee registration.
- **IMPORTANT:** IB exam fees will increase for the year 2024-2025. Based on the information provided, the estimated increase is approximately \$5000 for exam fees next year.

Loudoun County Public Schools (LCPS):

- LCPS has agreed to provide data on IB testing at a later date.
- For AP, LCPS pays for the first 4 AP tests a student takes during their HS tenure. LCPS does not cover any associated fees, such as late registration, cancelled test, or moving a test to the late window.
- LCPS also covers the full cost of each AP test for any student eligible for free/reduced lunch. They generally cover associated fees as well, though they try to keep those minimal.
- LCPS does not pay for proctors. High schools use their own staff and may bring in some substitutes from their annual allotment, if needed.
- LCPS spent \$1,530,510.00 in SY 21-22, \$1,953,286.00 in SY 22-23, and anticipate around \$2.1 million for SY 23-24.

Falls Church City Public Schools (FCCPS)
FCCPS has agreed to provide data at a later date.

Alexandria City Public Schools (ACPS)
ACPS has agreed to provide data at a later date.

Fairfax County Public Schools (FCPS)
FCPS has agreed to provide data at a later date.

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 12, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Dr. Gerald R. Mann, Jr., Chief Academic Officer

BUDGET QUESTION: How much is in the FY2025 budget for various forms of tutoring, broken out by type? What do we know about the actual utilization of each form of tutoring?

RESPONSE: Funds are budgeted for the continuation of on-demand tutoring support in the operating budget for fiscal year (FY) 2025. Contract services of \$350,000 are estimated for Paper, which is an Educational Support System where students receive personalized help via live tutors who support knowledge building of difficult concepts, assist with homework, and offer feedback on writing. Students also engage in independent practice to build confidence in math, reading, and vocabulary skills.

We plan to utilize Paper's new pricing model that allows APS to use the program services and only pay for active use. The platform fee up front is \$125,550 (\$9/student). As students use Live Help, Writing Review, Paper Reading, and Math Practice tools, we would be charged based on activity. Based on usage in the 2022-2023 school year (SY) and current usage, we estimate APS students will utilize 6,500 hours of support by the end of the school year. Given the new pricing model with the same level of use, the estimated total investment will be \$348,350 for the 2024-2025 SY.

Throughout the first semester (August 2023-January 2024), there were 3,401 unique student users, compared to 3,010 last year. The table below outlines the breakdown of the activities completed this school year.

Live Help Sessions	6,861
Writing Reviews	3,962
Paper Reading	1,187
Math Missions	5,668
Total Activities	17,678

A comparison of year-over-year usage shows that total activities in Paper are up 80%, and Writing Review Center is up 97%.

We have used a portion of All-In funding from the Virginia Department of Education (VDOE) to pay for FEV Tutor this year. This service allows us to assign students a dedicated 1:1 tutor during or outside of the school day. The All-In spending plan allocated \$270,000 to purchase a bank of 10,000 tutoring hours. To date, 531 students have utilized 3,139 hours. The hours can be rolled over into the next school year. We could use All-In funding to purchase additional hours if needed, but there are no funds earmarked in the operating budget to fund additional 1:1 tutoring services in the FY 2025 budget.

School Board Budget Question #: 25-14

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 14, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

THROUGH: Dr. John Mayo, Chief Operating Officer

FROM: Andy Hawkins, Assistant Superintendent, Finance and Management Services

BUDGET QUESTION: Could we please see the lease agreement with Apple for our iPads and Macbooks? (MK)

RESPONSE: Please see the attached agreement.



ARLINGTON PUBLIC SCHOOLS

**Standard Terms and Conditions for Installment Purchase Agreements
dated August 1, 2023**

Schedule No. 1

Closing Index

#	Document	Required to Ship	Required to Close
1.	Standard Terms and Conditions for IPAs.....	Yes.....	Yes
2.	Ex. A - Equipment and Installment Payment Schedule	Yes.....	Yes
3.	Ex. B - Acceptance Certificate		Yes
4.	Ex. C - Board Resolution or Meeting Minutes	Yes.....	Yes
5.	Ex. D - Bank Qualified Designation (pertains to 8038-G)		Yes
6.	IRS Form 8038-G or 8038-GC.....		Yes
7.	Ex. E - Insurance Coverage Requirements (informational)		n/a
8.	Insurance Certificate evidencing coverage		Yes
9.	Ex. F - Incumbency Certificate.....	Yes.....	Yes
10.	Ex. G - Opinion of Counsel	Yes.....	Yes
11.	First Installment Payment invoice - please forward to accounts payable upon board approval of the Contract.		

Please call Brandie Sonntag 480-419-3634 with any questions.

Original Closing Documents

1. Once documents are signed, please first provide scanned copies of the above items to BSonntag@BankUnited.com
2. Then mail the originals to

**Apple Financial Services
Attention: Brandie Sonntag
8377 East Hartford Drive, Suite 115
Scottsdale, AZ 85255**



Standard Terms and Conditions for Installment Purchase Agreements

Arlington Public Schools ("Borrower") and Apple Inc. ("Lender") hereby agree to these Standard Terms and Conditions for Installment Purchase Agreements, dated as of August 1, 2023 (this "Agreement").

1. STANDARD TERMS; SCHEDULES. Subject to the terms of this Agreement, Borrower agrees to finance the acquisition from Lender of certain equipment and/or software (the "Equipment") as may be described in any schedule in the form of Exhibit A (each, a "Schedule") which may be executed by the parties from time to time. Nothing in this Agreement shall be construed to impose any obligation upon, or otherwise commit, Lender to enter into any proposed Schedule, it being understood that whether Lender enters into any proposed Schedule shall be a decision solely within Lender's discretion. Borrower understands that Lender requires certain documentation and information necessary to enter into any Schedule, and Borrower agrees to provide Lender with any documentation or information Lender may request in connection with Lender's review of any proposed Schedule. Such documentation may include but shall not be limited to: (a) a description of the proposed Equipment, including the cost and its contemplated use and location, (b) information related to the vendor(s) manufacturing, licensing (subject to the terms of the Vendor's applicable end user license agreement(s)), delivering, installing or maintaining the proposed Equipment for Borrower (the "Vendor"), (c) documentation or information concerning the financial condition of Borrower, and (d) other information related to the Schedule and Borrower. The terms and conditions of this Agreement (including all exhibits and any amendments hereto), are incorporated by reference into each Schedule and each Schedule, once executed by Lender and Borrower, shall constitute a separate and independent contract and installment purchase of the Equipment identified therein, hereinafter referred to as a "Contract."

2. INVOICE PAYMENT OR REIMBURSEMENT. With respect to any Contract, and subject to the provisions of Section 3 if applicable, Lender shall have no obligation whatsoever to make any payment to a Vendor or reimburse Borrower for any payment made to a Vendor for the Equipment that is the subject of such Contract until three (3) business days after Lender's receipt of the following in form and substance satisfactory to Lender in its sole discretion: (a) a Schedule executed by a duly authorized representative of Borrower; (b) a fully executed partial or final acceptance certificate as applicable ("Acceptance Certificate"); (c) a resolution or evidence of other official action taken by Borrower's governing body authorizing Borrower to enter into the related Contract and any applicable Escrow Agreement, the acquisition of the Equipment subject thereto, and confirming that Borrower's actions were in accordance with all applicable state, local and federal laws, including laws regarding open meetings and public bidding; (d) evidence of insurance with respect to the Equipment in accordance with the provisions of Section 15 of this Agreement; (e) a Vendor invoice for the Equipment and, if such invoice has been paid by Borrower, evidence of payment thereof and, if applicable, evidence of official intent to reimburse such payment as required by the Treasury Regulations; (f) a completed and executed Form 8038-G or 8038-GC; (g) an Incumbency Certificate; (h) a Bank Qualification Designation; (i) Installment Payment Instructions; (j) Insurance Coverage Requirements; (k) an opinion of Borrower's counsel; and (l) such other documents, items, or information reasonably required by Lender. Lender shall provide each such document to Borrower in a form and substance satisfactory to Lender.

3. ESCROW AGREEMENT. Upon agreement by both Borrower and Lender as to any Contract, the parties shall enter into an escrow agreement (an "Escrow Agreement") with an escrow agent selected by Borrower, such selection subject to Lender's approval, establishing an account from which the cost of the Equipment subject to such Contract is to be paid (the "Escrow Account"). Upon execution and delivery of an Escrow Agreement by the parties thereto and satisfaction of any conditions precedent set forth in Section 2 of this Agreement or in such Escrow Agreement, Lender shall deposit or cause to be deposited into the Escrow Account under the related Escrow Agreement funds for the payment of the costs of acquiring the Equipment under such Contract. Borrower acknowledges and agrees that no disbursements shall be made from an Escrow Account except for portions of the Equipment that are operationally complete and functionally independent and that may be fully utilized by Borrower without regard to whether the balance of the Equipment is delivered and accepted.

4. DELIVERY AND ACCEPTANCE OF EQUIPMENT. Borrower shall order the Equipment, cause the Equipment to be delivered and installed at the location specified in each Contract, and pay any and all delivery and installation costs and applicable sales and other taxes in connection therewith. When the Equipment identified in any Contract has been delivered and installed, Borrower shall immediately inspect the Equipment and evidence its acceptance by executing and delivering to Lender the Acceptance Certificate. If Borrower signed a purchase contract for the Equipment, by signing a Schedule Borrower assigns its rights, but none of its obligations under the purchase contract, to Lender.

5. INSTALLMENT PAYMENTS. Borrower agrees to pay "Installment Payments" to Lender in accordance with the payment schedule set forth in each Contract, exclusively from legally available funds, consisting of principal and interest components in the amounts and on such dates as provided in each Contract. Borrower shall pay Lender a charge on any Installment Payment not paid on the date such payment is due at the rate of 12% per annum or the highest lawful rate, whichever is less, from such due date until paid. The "Commencement Date" for each Contract is the date when interest commences to accrue under such Contract, which date shall be the earlier of (a) the date Borrower partially or fully accepts the Equipment pursuant to Section 4, or (b) the date of Lender's deposit into an Escrow Account of sufficient monies to purchase the Equipment. Lender will advise

Borrower as to the address to which Installment Payments shall be sent. The Installment Payment is due whether or not Borrower receives an invoice. Restrictive endorsements on checks sent by Borrower will not reduce Borrower's obligations to Lender. Unless a proper exemption certificate is provided, applicable sales and use taxes may be paid by Borrower from funds advanced to Borrower by Lender for such purpose in connection with the execution and delivery of the related Contract or may be paid by Borrower pursuant to Section 4 hereof. ***Lender and Borrower understand and intend that the obligation of Borrower to pay Installment Payments under each Contract shall constitute a current expense of Borrower and shall not in any way be construed to be a debt of Borrower in contravention of any applicable constitutional or statutory limitation or requirement concerning the creation of indebtedness or debt by Borrower, nor shall anything contained in this Agreement or in any Contract constitute a pledge of the general tax revenues, funds or monies of Borrower.***

6. NON-APPROPRIATION OF FUNDS. Borrower is obligated to pay Installment Payments under each Contract for each fiscal period as may lawfully be made from funds budgeted and appropriated for that purpose for such fiscal period. Borrower currently intends to remit and reasonably believes that funds in an amount sufficient to remit all Installment Payments and other payments under each Contract can and will lawfully be appropriated and made available to permit Borrower's continued utilization of the Equipment under such Contract and the performance of its essential function during the scheduled "Contract Term" as reflected in each Contract. Borrower currently intends to do all things lawfully within its power to obtain and maintain funds from which the Installment Payments under each Contract may be made, including making provision for such payments to the extent necessary in each budget or appropriation request adopted in accordance with applicable provisions of law. Notwithstanding the foregoing, Lender acknowledges that the decision whether or not to budget and appropriate funds or to extend the term of a Contract for any period beyond the original or any additional fiscal period is within the discretion of the governing body of Borrower. In the event that Borrower's governing body fails or is unwilling to budget, appropriate or otherwise make available funds for the payment of Installment Payments and other payments, if any, under a Contract following the then current fiscal period (an "Event of Non-appropriation"), Borrower shall have the right to terminate such Contract on the last day of the fiscal period for which sufficient appropriations were made without penalty or expense, except as to the portion of any Installment Payment for which funds shall have been appropriated and budgeted, in which event Borrower shall return the Equipment subject to such Contract in accordance with Section 19 of this Agreement. Borrower agrees to deliver notice to Lender of such Event of Non-appropriation with respect to a Contract and termination at least thirty (30) days prior to the end of the then current fiscal period, but failure to give such notice shall not extend the term of the affected Contract beyond such then current fiscal period.

7. UNCONDITIONAL OBLIGATION. UPON THE COMMENCEMENT DATE OF A CONTRACT PURSUANT TO SECTION 5 OF THIS MASTER CONTRACT, AND EXCEPT AS PROVIDED IN SECTION 6, "NON-APPROPRIATION OF FUNDS," THE OBLIGATIONS OF BORROWER TO MAKE CONTRACT PAYMENTS AND TO PERFORM AND OBSERVE THE OTHER COVENANTS AND AGREEMENTS CONTAINED IN EACH CONTRACT SHALL BE ABSOLUTE AND UNCONDITIONAL IN ALL EVENTS WITHOUT ABATEMENT, DIMINUTION, DEDUCTION, SET-OFF OR DEFENSE, FOR ANY REASON INCLUDING, WITHOUT LIMITATION, ANY FAILURE OF THE EQUIPMENT TO BE DELIVERED OR INSTALLED, ANY DISPUTES WITH LENDER OR ANY VENDOR OF ANY EQUIPMENT, DEFECTS, MALFUNCTIONS OR BREAKDOWNS IN THE EQUIPMENT, ANY ACCIDENT, CONDEMNATION, DAMAGE, DESTRUCTION, OR UNFORESEEN CIRCUMSTANCE, OR ANY TEMPORARY OR PERMANENT LOSS OF ITS USE.

8. DISCLAIMER OF WARRANTIES. THE SOLE WARRANTY FOR THE EQUIPMENT IS THE APPLICABLE PRODUCT WARRANTY (DEFINED BELOW). LENDER MAKES NO REPRESENTATIONS OR WARRANTIES, EXPRESS OR IMPLIED, WHATSOEVER, INCLUDING WITHOUT LIMITATION, AS TO THE EQUIPMENT'S MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, SUITABILITY, DESIGN, CONDITION, DURABILITY, OPERATION, QUALITY OF MATERIALS OR WORKMANSHIP, NON-INFRINGEMENT, OR COMPLIANCE WITH SPECIFICATIONS OR APPLICABLE LAW, OR THAT THE OPERATION OR USE OF THE EQUIPMENT WILL BE UNINTERRUPTED, SECURE OR FREE OF ERRORS, DEFECTS, VIRUSES, MALFUNCTIONS, AND BORROWER, AS OF THE DATE OF BORROWER'S ACCEPTANCE AS SET FORTH IN SECTION 4, ACCEPTS SUCH EQUIPMENT AS IS AND WITH ALL FAULTS. BORROWER ACKNOWLEDGES THAT BORROWER HAS SELECTED THE EQUIPMENT BASED UPON BORROWER'S OWN JUDGMENT. Borrower acknowledges that the Equipment was manufactured and/or assembled, or in the case of software was developed and licensed, by the applicable Vendor and that any warranty rights with respect to such Equipment shall be provided by the applicable Vendor (the "Product Warranty"). Borrower agrees to settle any dispute it may have regarding performance of the Equipment directly with the applicable Vendor and not to make any claim against the Installment Payments due Lender or any Assignee (as hereinafter defined). Borrower agrees to continue to pay Lender, or such Assignee (as applicable), all Installment Payments and other payments without abatement or set off for any dispute with a Vendor regarding the Equipment. Nothing in this Agreement or in any Contract shall relieve Apple Inc. of its obligations under the Product Warranty offered by Apple Inc. for applicable Apple-branded Equipment. Borrower acknowledges and agrees that the Product Warranty is a separate agreement between Borrower and the applicable Vendor and that such Product Warranty is not a part of this Agreement or any Contract.

9. TITLE AND SECURITY INTEREST. Unless otherwise required by the laws of the state where Borrower is located, during each Contract Term, title to the Equipment shall be vested in Borrower, subject to the rights of Lender under such Contract. In the event Lender terminates a Contract pursuant to Section 17 of this Agreement or an Event of Non-Appropriation occurs under a Contract, title to the related Equipment shall immediately vest in Lender free and clear of any rights, title or interests of Borrower. Borrower, at its expense, shall protect and defend Borrower's title to the Equipment and Lender's rights and interests therein and keep the Equipment free and clear from any and all claims, liens, encumbrances and legal processes of Borrower's creditors and other persons.

To secure the payment of all of Borrower's obligations under each Contract, Borrower hereby grants to Lender a first priority purchase money security interest in the Equipment subject to each such Contract, anything attached or added to the Equipment by Borrower at any time, Borrower's rights under each agreement for the licensing of software to the extent that a security interest therein may be granted without violating the terms of such agreement, and on all proceeds, including proceeds from any insurance claims for loss or damage, from such Equipment. Borrower authorizes Lender to file a financing statement perfecting Lender's security interest under the laws of Borrower's state. Borrower agrees to promptly execute such additional documents, in a form satisfactory to Lender, which Lender deems necessary or appropriate to establish and maintain its security interest in the Equipment. The Equipment is and will remain personal property and will not be deemed to be affixed to or a part of the real estate on which it may be situated. If applicable, as further security therefor, Borrower hereby grants to Lender a first priority security interest in the cash and negotiable instruments from time to time comprising each Escrow Account and all proceeds (cash and non-cash) thereof, and agrees with respect thereto that Lender shall have all the rights and remedies of a secured party under the applicable Uniform Commercial Code.

10. USE, MAINTENANCE AND REPAIR. Upon installation, no item of Equipment will be moved from the location specified for it in the related Contract (the "Equipment Location") without Lender's prior consent, which consent will not be unreasonably withheld, except that any items of Equipment that are intended by design to be a mobile piece of technology (i.e., laptop computers) may be moved within the continental U.S. without consent. Lender shall have the right at all reasonable times during regular business hours, subject to compliance with Borrower's customary security procedures, to enter into and upon the property of Borrower for the purpose of inspecting the Equipment. In order to facilitate the use of the Equipment by students and/or Borrower's employees ("Authorized Users") while on premises other than those belonging to Borrower, Borrower acknowledges and agrees that: (a) Borrower shall use due care to ensure that the Equipment is not (i) used in violation of any applicable law, in a manner contrary to that contemplated by the related Contract, or for private business purposes, or (ii) used by anyone other than Authorized Users; and (b) Borrower (and not Authorized Users) shall be solely responsible for (i) maintaining insurance in accordance with the terms of the related Contract, (ii) payment of any applicable sales, property and other taxes on the Equipment, and (iii) return of the Equipment under a Contract to Lender upon the occurrence of an Event of Default or Event of Non-appropriation thereunder. Borrower agrees that it will use the Equipment under each Contract in the manner for which it was intended, as required by all applicable manuals and instructions and as required to keep the Equipment eligible for any manufacturer's certification and/or standard, full-service maintenance contract. Borrower agrees that it will, at Borrower's own cost and expense, maintain, preserve and keep the Equipment under each Contract in good repair, condition and working order, ordinary wear and tear excepted. All replacement parts and repairs shall be governed by the terms of the related Contract. Borrower will not make any permanent alterations to the Equipment that will result in a decrease in the market value of the Equipment.

11. LIENS; TAXES. BORROWER WILL NOT SELL, TRANSFER, ASSIGN, PLEDGE, SUB-LEASE OR PART WITH POSSESSION OF THE EQUIPMENT, OR FILE OR PERMIT A LIEN TO BE FILED AGAINST THE EQUIPMENT, EXCEPT AS OTHERWISE EXPRESSLY PROVIDED UNDER THIS AGREEMENT AND THE RELATED CONTRACT. The parties to this Agreement intend that the Equipment will be used for governmental or proprietary purposes of Borrower and that the Equipment will be exempt from all property taxes. Borrower shall timely pay all assessments, license and filing fees, taxes (including sales, use, excise, personal property, ad valorem, stamp, documentary and other taxes) and all other governmental charges, fees, fines or penalties whatsoever, whether payable by Lender or Borrower, now or hereafter imposed by any governmental body or agency on or relating to the Equipment or the Installment Payments or the use, registration, rental, shipment, transportation, delivery, ownership or operation of the Equipment and on or relating to this Agreement or any Contract; *provided, however*, that the foregoing shall not include any federal, state or local income or franchise taxes of Lender.

12. LIMITATION OF LIABILITY. NOTWITHSTANDING ANYTHING TO THE CONTRARY, LENDER SHALL NOT BE LIABLE FOR ANY DIRECT DAMAGES OF BORROWER RESULTING FROM, ARISING OUT OF OR IN CONNECTION WITH THIS AGREEMENT, WHETHER ARISING IN CONTRACT, TORT, STRICT LIABILITY OR OTHERWISE, REGARDLESS OF THE THEORY OF LIABILITY. FURTHER, NOTWITHSTANDING ANYTHING TO THE CONTRARY, with respect to each Contract, Borrower agrees that (a) Lender shall have no liability, cost or expense with respect to transportation, installation, selection, purchase, financing, ownership, possession, modification, maintenance, condition, operation, use, return or disposition of the Equipment, and (b) Lender shall have no responsibility in connection with the selection of the Equipment, the ordering of the Equipment, its suitability for the use intended by Borrower, Borrower's compliance or non-compliance with competitive pricing and/or bidding requirements, the acceptance by the Vendor of the order submitted, if applicable, or any delay or failure by the Vendor or its sales representative to, deliver, install, or maintain the Equipment for Borrower's use. IN NO EVENT SHALL LENDER BE LIABLE FOR ANY INCIDENTAL, INDIRECT, SPECIAL, CONSEQUENTIAL, EXEMPLARY OR PUNITIVE DAMAGES IN CONNECTION WITH OR ARISING OUT OF ANY CONTRACT OR THE EXISTENCE, FURNISHING, FUNCTIONING OR BORROWER'S USE OF ANY ITEM OF EQUIPMENT PROVIDED FOR IN ANY CONTRACT, WHETHER IN CONTRACT, TORT, STRICT LIABILITY OR OTHERWISE, REGARDLESS OF THE THEORY OF LIABILITY AND REGARDLESS OF WHETHER LENDER HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. THE PARTIES AGREE THAT THE PROVISIONS IN THIS AGREEMENT FAIRLY ALLOCATE THE RISKS BETWEEN THE PARTIES WITHOUT WHICH THEY WOULD NOT HAVE ENTERED INTO THIS AGREEMENT.

13. IDENTIFICATION. Lender shall be entitled to insert missing or correct information on the related Contract, including, without limitation, Borrower's official name, serial numbers and any other information describing the Equipment under such Contract, provided that Lender forwards copies of such changes to Borrower.

14. LOSS OR DAMAGE. Borrower shall be responsible for any loss, theft of and/or damage to the Equipment or any portion thereof from any cause whatsoever, regardless of the extent or lack of insurance coverage, from the time the Equipment is delivered to Borrower pursuant to the related Contract until the end of the Contract Term thereunder or until the Equipment is returned to Lender pursuant to Section 19 of this Agreement. If any item of the Equipment is lost, stolen or damaged, Borrower shall immediately provide written notice of such loss to Lender and shall, within fifteen (15) days after such loss, at Borrower's option, either: (a) repair the damaged Equipment so that it is in good condition and working order, eligible for any manufacturer's certification, (b) replace the damaged Equipment at Borrower's sole cost and expense with equipment having substantially similar manufacturer's specifications and of equal or greater value to the damaged Equipment immediately prior to such Equipment being damaged, such replacement equipment to be subject to Lender's approval, whereupon such replacement equipment shall be substituted in the applicable Contract and the other related documents by appropriate endorsement or amendment; or (c) pursuant to Section 18(b), purchase Lender's interest in the damaged Equipment on a pro rata basis (notwithstanding the limitation in Section 18(b) only to prepaying in whole) and continue the related Contract for the non-damaged Equipment for the balance of the applicable Contract Term. In such event, Lender will provide Borrower with a revised amortization of Installment Payments for the non-damaged Equipment. Lender will forward to Borrower any insurance proceeds which Lender receives for damaged Equipment for Borrower's use in the repair or replacement of the damaged Equipment, unless there has been an Event of Default or an Event of Non-appropriation by Borrower, in which event Lender will apply any insurance proceeds received to reduce Borrower's obligations under Section 17 of this Agreement.

15. INSURANCE. In the event that Borrower is not self-insured (as hereafter provided), Borrower shall, at its expense, keep the Equipment fully insured against loss, fire, theft, damage or destruction from any cause whatsoever in an amount not less than the greater of (a) the total Installment Payments for the Contract Term under the related Contract or (b) the full replacement cost of the Equipment without consideration for depreciation. Upon Lender's request, Borrower shall also provide such additional insurance against injury, loss or damage to persons or property arising out of the use or operation of the Equipment as is customarily maintained by owners of property similar to the Equipment. With Lender's prior written consent, Borrower may self-insure against such risks. The policy shall state that Lender shall be notified of any proposed cancellation at least 30 days prior to the date set for cancellation. All such insurance shall be in form, issued by such insurance companies and be in such amounts as shall be satisfactory to Lender, and shall provide that losses, if any, shall be payable to Lender as "loss payee," and all such liability insurance shall include Lender as an "additional insured." Upon Lender's request, Borrower shall provide Lender with a certificate or other evidence of insurance acceptable to Lender evidencing the insurance coverage required under the related Contract. In the event Borrower fails to provide such evidence within 10 days of Lender's request, or upon Lender's receipt of a notice of policy cancellation, Lender may (but shall not be obligated to) obtain insurance covering Lender's interest in the Equipment at Borrower's sole expense. Borrower will pay all insurance premiums and related charges.

16. DEFAULT. Borrower will be in default under a Contract upon the occurrence of any of the following (each, an "Event of Default"): (a) Borrower fails to pay any Installment Payment or other payment due in full under such Contract within 10 calendar days after its due date; (b) Borrower fails to perform or observe any other promise or obligation in this Agreement and/or any Contract and does not correct the default within 30 days after written notice of default by Lender; (c) any representation, warranty or statement made by Borrower in this Agreement or any Contract shall prove to have been false or misleading in any material respect when made; (d) Borrower fails to obtain and maintain insurance as required by Section 15, or any insurance carrier cancels any insurance on the Equipment; (e) the Equipment or any portion thereof is misused, used in a manner not authorized by the applicable end user license agreement (if any) accompanying such Equipment, or used in violation of the terms of the related Contract; (f) the Equipment or any part thereof is lost, destroyed, or damaged beyond repair and remains uncured in accordance with Section 14; (g) a petition is filed by or against Borrower under any bankruptcy or insolvency laws; or (h) an Event of Default occurs under any other Contract or prior financing with Lender or assigns or their respective affiliates, but any such Assignee may only exercise remedies with respect to other Contracts for which it is the Assignee.

17. REMEDIES. Upon the occurrence of an Event of Default under a Contract, Lender may, in its sole discretion, do any or all of the following (without penalty, liability or obligation on Lender's part and without limiting any other rights or remedies available to Lender): (a) provide written notice to Borrower of the Event of Default; (b) as liquidated damages for loss of a bargain, and not as a penalty, declare due and payable any and all amounts which may then be due and payable under the Contract, plus all Installment Payments remaining through the end of the then current fiscal period; (c) with or without terminating the Contract Term under such Contract, (i) enter the premises where the Equipment is located and retake possession of such Equipment or require Borrower at Borrower's expense to promptly return any or all of such Equipment to the possession of Lender in accordance with the requirements in Section 19, and (ii) at Borrower's expense, sell or lease such Equipment continuing to hold Borrower liable for the difference between the Installment Payment payable by Borrower pursuant to the terms of such Contract to the end of the current fiscal period and the net proceeds of any such sale, lease or other disposition. Lender may require Borrower to remove all proprietary data from the Equipment, holding Lender and its assigns harmless if Borrower fails to do so. Borrower will not make any claims against Lender or the Equipment for trespass, damage or any other reason. The exercise of any of such remedies shall not relieve Borrower of any other liabilities under any other Contract. Without limiting the foregoing, Lender may take whatever action, either at law or in equity, may appear necessary or desirable to enforce its rights under any Contract, or as a secured party in any or all of the Equipment. No remedy of Lender is intended to be exclusive and every such remedy, now or hereafter existing, at law or in equity, shall be cumulative and shall be in addition to every other remedy given

under a Contract. In the event that Lender sells or otherwise liquidates the Equipment following an Event of Default or an Event of Non-appropriation as herein provided and realizes net proceeds (after payment of costs) in excess of total Installment Payments under the related Contract that would have been paid during the related scheduled Contract Term plus any other amounts then due under the related Contract or Contracts, Lender shall immediately pay the amount of any such excess to Borrower.

18. PURCHASE OPTION. At the option of Borrower, and provided that no Event of Default or Event of Non-appropriation has occurred and/or is continuing under any Contract, Lender's interest in all, but not less than all, of the Equipment subject to a Contract will be transferred, conveyed and assigned to Borrower, free and clear of any right or interest of Lender, and such Contract shall terminate: (a) upon payment in full of all Installment Payments under such Contract and all other amounts then due thereunder or (b) on any Installment Payment due date under such Contract, provided that Borrower shall have delivered written notice at least 30 days prior to such date of Borrower's intention to purchase the Equipment subject to such Contract pursuant to this provision, by paying to Lender, in addition to the Installment Payment due on such date, an amount equal to the purchase price (the "Purchase Price") shown for such Installment Payment due date in the payment schedule included in the applicable Contract. Borrower hereby acknowledges that the Purchase Price under a Contract includes a prepayment premium.

19. RETURN OF EQUIPMENT. In the case of an Event of Default under a Contract or an Event of Non-appropriation by Borrower with respect to a Contract in accordance with Section 6, Borrower will, at Borrower's sole cost and expense, immediately return the Equipment (including all copies of any software free of any proprietary data), manuals, and accessories to any location and aboard any carrier Lender may designate in the continental United States. The Equipment must be properly packed for shipment in accordance with the manufacturer's recommendations or specifications, freight prepaid and insured, and maintained in accordance with the terms of the related Contract. All Equipment must be free of markings. Borrower will pay Lender for any missing or defective parts or accessories. Borrower will continue to pay Installment Payments until the Equipment is accepted by Lender, which acceptance shall be deemed to occur fifteen (15) days after delivery unless Lender rejects the Equipment for good cause within such fifteen (15) day period. Notwithstanding anything in this Section 19 to the contrary, any amounts to be paid by Borrower as provided in this Section 19 shall be payable solely from funds legally available for the purpose.

20. BORROWER'S REPRESENTATIONS AND WARRANTIES. Borrower hereby represents, covenants and warrants for the benefit of Lender that as of the date hereof and as of Commencement Date for each Contract, and throughout each Contract Term: (a) Borrower is a state or political subdivision thereof within the meaning of Section 103 of the Internal Revenue Code of 1986, as amended (the "Code"); (b) Borrower is duly organized and existing under the Constitution and laws of the state in which Borrower is located; (c) Borrower is authorized to enter into and carry out its obligations under this Agreement and each Contract and every other document required to be delivered in connection with this Agreement and a Contract; (d) this Agreement and each Contract have been duly authorized, executed and delivered by Borrower in accordance with all applicable laws, codes, ordinances, regulations, and policies; (e) any person signing the Agreement and each Contract has the authority to do so, is acting with the full express authorization of Borrower's governing body, and holds the office indicated below his or her signature, which is genuine; (f) the Equipment is essential to the immediate performance of a governmental or proprietary function by Borrower within the scope of Borrower's authority and shall be used during the Contract Term only by Borrower and only to perform such function; (g) Borrower intends to use the Equipment for the entire Contract Term and shall take such action, in accordance with Section 6, to include in its annual budget request, for submission to Borrower's governing body, any funds required to fulfill Borrower's obligations for each succeeding fiscal period during the applicable Contract Term; (h) Borrower has complied fully with all applicable laws, codes, ordinances, regulations, and policies, governing open meetings, competitive pricing and/or public bidding and appropriations required in connection with each Contract, the selection and acquisition of the Equipment and the selection of Vendor; (i) all payments due and to become due during Borrower's current fiscal period under a Contract are within the fiscal budget of such fiscal period, and are or will be included within an unrestricted and unencumbered appropriation currently available for the installment purchase of the Equipment under the related Contract; (j) Borrower shall not do or cause to be done any act which shall cause, or by omission of any act allow, the interest portion of any Installment Payment to become includible in Lender's gross income for Federal income taxation purposes under the Code; (k) Borrower shall comply with the information reporting requirements of Section 149(e) of the Code with respect to each Contract (such compliance shall include, but not be limited to, the execution of Form 8038-G or 8038-GC information reporting returns as appropriate); (l) all financial information provided by Borrower is true and accurate and fairly represents Borrower's financial condition; (m) Borrower has not for at least its most recent ten fiscal periods failed to appropriate or otherwise make available funds sufficient to pay rental or other payments coming due under any installment sale, lease purchase or other similar agreement; (n) there is no litigation, pending or threatened that would materially adversely affect the transactions contemplated by this Agreement, any Contract or the financial condition of Borrower; and (o) any and all Equipment that Borrower finances, purchases and/or acquires pursuant to this Agreement and any Contract hereunder is for Borrower's internal purposes only and Borrower is not and will not finance, purchase or acquire the Equipment for resale.

21. ASSIGNMENT. Lender may, upon notice to Borrower but without Borrower's consent, sell, assign, or transfer from time-to-time Lender's rights, title, and interest under this Agreement and/or any Contract or Contracts or interest therein, including the right to receive Installment Payments under a Contract and Lender's security interest in the Equipment under a Contract and any related Escrow Agreement to one or more assignees or subassignees (each, an "Assignee"). Borrower agrees that, upon such assignment, the Assignee will have the same rights and benefits of Lender under the terms of the related Contract. Borrower agrees that the rights of Assignee will not be subject to any claims, defenses, or set-offs that Borrower may have against any Vendor. Upon notice to Borrower of such assignment, Borrower agrees to respond to any requests about the related Contract

and, if directed by Lender, to pay Assignee all Installment Payments and other amounts due under such Contract. Borrower hereby appoints Lender as its agent to maintain a record of all assignments of each Contract in a form sufficient to comply with the registration requirements of Section 149(a) of the Code and the regulations prescribed thereunder from time to time, and Lender agrees to maintain such registration record.

22. ADDITIONAL PAYMENTS. Lender may, but is not obligated to, take on Borrower's behalf any action which Borrower fails to take as required by any Contract, and Borrower shall pay any expenses incurred by Lender in taking such action, which will be in addition to the Installment Payments as set forth in the related Contract.

23. RELEASE AND INDEMNIFICATION. To the extent permitted by applicable state law and subject to Section 6, Borrower shall indemnify, release, protect, hold harmless, save and defend Lender from and against any and all liability, obligation, loss, claim, tax and damage whatsoever, regardless of the cause thereof, and all costs and expenses in connection therewith (including, without limitation, attorneys' fees) arising out of or resulting from (a) entering into this Agreement and/or any Contract; (b) the ownership of any item of Equipment; (c) the ordering, acquisition, use, installation, deployment, testing, operation, condition, purchase, delivery, rejection, storage or return of any item of Equipment; (d) any damage to property or personal injury or death of any person in connection with the operation, use, installation, deployment, testing, condition, possession, storage or return of any item of Equipment, or in connection with or resulting from Borrower's acts, omissions, negligence, misconduct or breach of any provision of this Agreement or any Contract(s) hereunder; and/or (e) the breach of any covenant or any material representation of Borrower contained in this Agreement or any Contract. The indemnification obligations set forth herein shall continue in full force and effect notwithstanding the payment in full of all obligations under any Contract or the termination of the Contract Term under any Contract for any reason.

24. MISCELLANEOUS. Each Contract, together with this Agreement, contains the entire agreement of the parties regarding the subject matter hereof which is limited to installment purchase financing. TIME IS OF THE ESSENCE IN EACH CONTRACT. If a court of competent jurisdiction finds any provision of any Contract to be unenforceable, the remaining terms of such Contract shall remain in full force and effect. Each Contract may be simultaneously executed in several counterparts, each of which shall be an original and all of which shall constitute but one and the same instrument; provided, however, that only counterpart one of each Contract (including the terms and conditions of this Agreement incorporated therein by reference) shall constitute the original for such Contract for purposes of the sale or transfer of such Contract as chattel paper. References herein to "Lender" shall be deemed to include each of its Assignees from and after the effective date of each assignment; references herein to "Lender" shall not refer to Apple Inc. in its capacity as a Vendor or in any capacity other than as a Lender hereunder. The captions or heading in this Agreement and in each Contract are for convenience only and in no way define, limit or describe the scope or intent of any provisions. This Agreement and each Contract will be governed by the laws of the state where Borrower is located without regard to the conflict of law principles thereof. Lender and Borrower both intend to comply with all applicable laws. If it is determined that Borrower's payments under the Contract result in an interest payment higher than allowed by applicable law, then any excess interest collected will be applied to the repayment of principal, and interest will be charged at the highest rate allowed by law.

25. NOTICES. All written notices under any Contract must be sent by certified mail or recognized overnight delivery service, postage prepaid, to the addresses as stated on each Contract, or by facsimile transmission, with written confirmation of receipt.

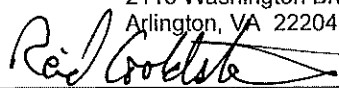
26. Electronic Signatures. Notwithstanding anything to the contrary in this Agreement and with the exception of the IRS Form 8038-G / 8038-GC which Borrower must execute using an original manual signature, Borrower and Lender both intend that this Agreement and any Schedule, Acceptance Certificate, Escrow Agreement or any other related document or certificate (each a "Document") containing the electronic signature of the Borrower and/or Lender using the procedure or method for electronic signatures that Lender provided to Borrower ("Electronic Signature") or when manually countersigned or attached to Lender's original signature counterpart and/or in Lender's possession shall constitute the sole original authenticated Document for all purposes (including without limitation the perfection of security interests and admissibility of evidence). Borrower and Lender acknowledge that any such Electronic Signatures will be applied by the duly authorized representative of the respective party with the intent to sign, authenticate and accept the Documents on behalf of such party.

IMPORTANT: READ BEFORE SIGNING. THE TERMS OF THIS AGREEMENT AND EACH CONTRACT SHOULD BE READ CAREFULLY BECAUSE ONLY THOSE TERMS IN WRITING ARE ENFORCEABLE. TERMS OR ORAL PROMISES WHICH ARE NOT CONTAINED IN THIS AGREEMENT OR A CONTRACT MAY NOT BE LEGALLY ENFORCED. THE TERMS OF THIS AGREEMENT OR A CONTRACT MAY ONLY BE CHANGED BY ANOTHER WRITTEN AGREEMENT BETWEEN THE PARTIES. EXCEPT FOR AN EVENT OF NON-APPROPRIATION, EACH CONTRACT IS NOT CANCELABLE BY BORROWER.

LENDER: APPLE INC.

BORROWER: Arlington Public Schools
2110 Washington Blvd
Arlington, VA 22204

BY: _____

BY:  _____

TITLE: _____

TITLE: SCHOOL BOARD CHAIR
FED TAX ID#: 54-6001128

EXHIBIT A

Schedule No. 1 Dated August 1, 2023

This Schedule No. 1 ("Schedule") is entered into pursuant to that Standard Terms and Conditions for Installment Purchase Agreements dated August 1, 2023 ("Agreement"), and is effective as of August 1, 2023. All of the terms and conditions of the Agreement, including Borrower's representations and warranties, are incorporated herein by reference. Unless otherwise indicated, all capitalized terms used but not otherwise defined herein shall have the same meaning as set forth in the Agreement.

To the extent that less than all of the Equipment subject to this Schedule has been installed and accepted by Borrower on or prior to the date hereof, Borrower hereby acknowledges that a portion of the Equipment has not been delivered, installed and accepted by Borrower for purposes of this Contract. In consideration of the foregoing, Borrower hereby acknowledges and agrees that its obligation to make Installment Payments as set forth in this Schedule is absolute and unconditional as of the date hereof and on each date and in the amounts as set forth in the Installment Payment Schedule, subject to the terms and conditions of the Contract.

Borrower expressly represents that at least ninety-five percent (95%) of the financing cost set forth in this Schedule is being used to acquire Equipment that will be capitalizable for federal income tax purposes

EQUIPMENT INFORMATION	
<i>Computer Hardware--See attached Exhibit 1.</i>	

INSTALLMENT PAYMENT SCHEDULE						
Pmt #	Payment Date	Payment Amount	Interest	Principal	Purchase Price after scheduled payment(s)	Outstanding Balance
	8/1/2023					\$5,693,440.00
1	8/1/2024	\$1,932,076.00	\$51,240.96	\$1,880,835.04	\$3,888,857.06	\$3,812,604.96
2	8/1/2025	\$1,932,076.00	\$34,313.44	\$1,897,762.55	\$1,953,139.26	\$1,914,842.41
3	8/1/2026	\$1,932,075.99	\$17,233.58	\$1,914,842.41	-\$0.00	-\$0.00
Totals:		\$5,796,227.99	\$102,787.99	\$5,693,440.00	Rate 0.9000%	

Borrower acknowledges that the discounted purchase price for the Contract is \$ 5,626,592.52 and that such amount is the Issue Price for the Contract for federal income tax purposes. The difference between the principal amount of this Contract and the Issue Price is Original Issue Discount ("OID") for federal income tax purposes. The Yield for this Contract for federal income tax purposes is 1.5000% per annum. Such Issue Price and Yield will be stated in the Form 8038-G or 8038-GC, as applicable.

IMPORTANT: Read before signing. The terms of the Agreement should be read carefully because only those terms in writing are enforceable. Terms or oral promises which are not contained in this written agreement may not be legally enforced. The terms of the Agreement or Contract may only be changed by another written agreement between Lender and Borrower. Borrower agrees to comply with the terms and conditions of the Agreement and this Contract.

Commencement Date: **August 1, 2023**

LENDER: **APPLE INC.**
 SIGNATURE: X _____
 NAME / TITLE: X _____
 DATE: X _____

BORROWER: **ARLINGTON PUBLIC SCHOOLS**
 SIGNATURE: X *Reid Goldstein*
 NAME / TITLE: X **REID GOLDSTEIN, SCHOOL BOARD CHAIR**
 DATE: X **JUNE 30, 2023**

BORROWER BILLING INSTRUCTIONS:		PERSON/DEPT.: _____
PO BOX/STREET: _____	TITLE: _____	
	PHONE #: _____	
CITY, ST ZIP: _____	EMAIL: _____	

**Amendment No. 1 to
Standard Terms and Conditions for Installment Purchase Agreements dated August 1, 2023
By and between
Apple Inc. ("Lender")
and
Arlington Public Schools ("Borrower")**

Apple Inc. ("Lender") and Arlington Public Schools ("Borrower") hereby enter into this amendment ("Amendment") which modifies the Standard Terms and Conditions for Installment Purchase Agreements ("Agreement") executed between the parties as follows:

All capitalized terms not otherwise defined herein will have the meanings set forth in the Agreement.

NOW, THEREFORE, in consideration of good and valuable consideration, the parties intending to be legally bound agree as follows:

1. The Agreement is amended as follows: Add to the bottom of **Section 24: MISCELLANEOUS**

This Agreement is governed in all respects by the laws of the Commonwealth of Virginia; and the jurisdiction, forum and venue for any litigation concerning the Contract or the Work is in the Circuit Court for Arlington County, Virginia, and in no other court. Lender shall comply with applicable federal, state, and local laws, ordinances and regulations.

2. **Effective Date.** This Amendment is executed to be effective August 1, 2023.
3. **Effect of Amendment.** All terms and conditions of the Agreement not expressly modified hereby remain in full force and are hereby ratified by the parties.

IN WITNESS WHEREOF, the fully authorized representatives of the parties have executed this Amendment as of August 1, 2023.

Lender: Apple Inc.

By: _____

Title: _____

Borrower: Arlington Public Schools

By: Reid Goblet

Title: SCHOOL BOARD CHAIR

EXHIBIT B

ACCEPTANCE CERTIFICATE

Re: Standard Terms and Conditions for Installment Purchase Agreements, dated as of Date

Schedule No. 1, dated August 1, 2023, (the "Schedule")

Apple Inc. is hereby requested to pay the person or entity designated below as Payee, the sum set forth below in payment of a portion or all of the cost of the acquisition described below. The amount shown below is due and payable under the invoice of the Payee attached hereto with respect to the cost of the acquisition of the equipment and has not formed the basis of any prior request for payment. The equipment described below is part or all of the "Equipment" listed in the Schedule to the Standard Terms and Conditions for Installment Purchase Agreements referenced above. Receipt of this Acceptance Certificate allows Apple Inc. to commence the Contract and promptly pay Vendor(s) on behalf of Borrower. THIS ACCEPTANCE CERTIFICATE DOES NOT AFFECT BORROWER'S RIGHTS UNDER THE PURCHASE ORDER OR PRODUCT WARRANTY.

Payee Name: _____

<u>Description or Invoice #</u>	<u>\$ Amount</u>
---------------------------------	------------------

Borrower hereby certifies and represents to and agrees with Lender as follows:

- (1) The Equipment described above has been delivered to Borrower or its service provider, which may include a third party integrator, and is accepted by Borrower on the date hereof.
- (2) Borrower has verified, or caused its service provider to verify, the contents of the Equipment delivered and hereby acknowledges that it accepts the Equipment described above for the purpose of commencing the Contract.
- (3) Upon partial acceptance, any undistributed funds shall be set aside in an internal escrow account for the benefit of Borrower until the remaining Equipment has been accepted. The internal escrow account will be provided free of charge with the understanding that any interest earned shall be retained by Lender in consideration of managing the internal escrow account. Borrower acknowledges that Lender may commingle such funds with other funds held by Lender for its own account, so long as Lender maintains segregation of such amounts on the books and records of Lender.
- (4) Borrower is currently maintaining the insurance coverage required by Section 15 of the Agreement.
- (5) No event or condition that constitutes, or with notice or lapse of time or both would constitute, an Event of Default or Event of Non-appropriation (each as defined in the Agreement) under any Contract exists at the date hereof.

PARTIAL ACCEPTANCE CERTIFICATE (Only a portion of Equipment Has Been Accepted)

BORROWER: ARLINGTON PUBLIC SCHOOLS

Signature: X _____

Printed Name/Title: X _____

Date: X _____

FINAL ACCEPTANCE CERTIFICATE (All Equipment Has Been Accepted)

BORROWER: ARLINGTON PUBLIC SCHOOLS

Signature: X _____

Printed Name/Title: X _____

Date: X _____

**PLEASE RETURN PAYMENT REQUEST TO:
APPLE INC. ~ 8377 East Hartford Drive, Suite 115 ~ Scottsdale, AZ 85255**

EXHIBIT 1 – EQUIPMENT INFORMATION to Schedule No. 1
under Standard Terms and Conditions for Installment Purchase Agreements dated August 1, 2023

Row #	Details & Comments	Qty
1	13-inch MacBook Air: Apple M1 chip with 8-core CPU and 7-core GPU, 8GB, 128GB – Space Gray (Packaged in a 5-pack) Part Number: MQTW3LL/A	3,300
2	10.2-inch iPad Wi-Fi 64GB – Space Gray (Packaged in a 10-pack) Part Number: MK2Y3LL/A	8,500
3	Logitech Rugged Combo 3 Case with Integrated Smart Connector Keyboard for 10.2-inch iPad (7th, 8th & 9th generation) – Blue Part Number: HNMA2ZM/A	2,200
4	16-inch MacBook Pro – Space Gray (Packaged in a 5-pack) Part Number: Z17B Configuration: <ul style="list-style-type: none"> • 065-CDNX Apple M2 Pro with 12-core CPU, 19-core GPU, 16-core Neural Engine • 065-CDP2 32GB unified memory • 065-CDP6 1TB SSD storage • 065-CDPC 140W USB-C Power Adapter • 065-CDPF Three Thunderbolt 4 ports, HDMI port, SDXC card slot, MagSafe 3 port • 065-CDPH 16-inch Liquid Retina XDR display • 065-CDTT None • 065-CDTM Backlit Magic Keyboard with Touch ID – US English • 065-CDTQ Accessory Kit 	150

The above Equipment includes all attachments and accessories attached thereto and made a part thereof.

EXHIBIT D

BANK QUALIFIED DESIGNATION

Re: Standard Terms and Conditions for Installment Purchase Agreements Dated August 1, 2023

Schedule No. 1

Borrower hereby represents and certifies the following (please check one):

Bank Qualified [if Bank Qualified, also check the box on Line 39 of IRS Form 8038-G]

Check this box if this Contract is designated as a "small issuer exception" under section 265(b)(3)(B)(i)(III). [Borrower reasonably anticipates that the total amount of tax-exempt obligations (including this Contract) to be issued by or on behalf of Borrower (or allocated to Borrower) during the calendar year ~~2021~~ ²⁰²³ will not exceed \$10,000,000.]

Non-Bank Qualified [if Non-Bank Qualified, do not check the box on Line 39 of IRS Form 8038-G]

Check this box if Borrower has not designated this Contract as a "qualified tax-exempt obligation" for the purposes and within the meaning of Section 265(b)(3) of the Code.

BORROWER:

ARLINGTON PUBLIC SCHOOLS

Signature:

X

Reid Goldstein

Printed Name/Title:

X

REID GOLDSTEIN, SCHOOL BOARD CHAIR

Date:

X

JUNE 30, 2023

EXHIBIT E

INSURANCE COVERAGE REQUIREMENTS

ARLINGTON PUBLIC SCHOOLS

(Please forward this document to your insurance provider)

- 1) Property Damage & Loss Coverage -
 - a) "All Risk" Physical Damage & Loss Insurance
 - b) Include: Policy Number, Effective Date and Expiration Date
 - c) **APPLE INC. and its Assigns** named "Loss Payee"
 - d) Endorsement giving 30 days written notice of any changes or cancellation.LIMITS: The full replacement value of the equipment.

- 2) The Certificate Holder should be named as follows:

APPLE INC. and its assigns
8377 East Hartford Drive, Suite 115
Scottsdale, AZ 85255

FOR SELF INSURANCE:

Self-insurance is only permitted **with Lender's prior written consent**. If Borrower intends to self-insure for the policies described above, Borrower should contact Lender immediately to discuss its self-insurance program. If Lender consents to Borrower's self-insurance program, Borrower agrees to provide a letter on Borrower's letterhead, addressed to **APPLE INC. and its Assigns**, and signed by an authorized official of the Borrower. The letter must refer to the Schedule under the Standard Terms and Conditions for Installment Purchase Agreements, briefly describe the program, and include information regarding the statute authorizing this form of insurance (with a copy of the statute attached to the letter).

EXHIBIT F

INCUMBENCY CERTIFICATE

Re: Standard Terms and Conditions for Installment Purchase Agreements dated August 1, 2023

Schedule No. 1

Being a knowledgeable and authorized agent of the Borrower, I hereby certify to Lender that the person(s) who executed the Standard Terms and Conditions for Installment Purchase Agreements and this Schedule are legally authorized to do so on behalf of the Borrower and that the signatures that appear on the Standard Terms and Conditions for Installment Purchase Agreements and Schedule are genuine.

BORROWER:

ARLINGTON PUBLIC SCHOOLS

Signature:

X



Printed Name/Title:

X

Claudia Mercado, Clerk

Date:

X

06-30-2023

(THE INCUMBENCY IS TO BE EXECUTED BY A PERSON OTHER THAN THE SIGNER OF THIS SCHEDULE AND RELATED DOCUMENTS. THIS MAY BE A BOARD CLERK/SECRETARY, BOARD MEMBER OR SUPERINTENDENT.)

EXHIBIT G

(To be printed on Attorney's Letterhead)

Apple Inc.
8377 East Hartford Drive, Suite 115
Scottsdale, AZ 85255

Re: Schedule No. 1, dated August 1, 2023 to Standard Terms and Conditions for Installment Purchase Agreements dated as of Date between Apple Inc., as Lender, and Arlington Public Schools, as Borrower.

Ladies and Gentlemen:

As legal counsel to Arlington Public Schools (the "Borrower"), I have examined (a) an executed counterpart of a certain Standard Terms and Conditions for Installment Purchase Agreements dated as of Date and Exhibits thereto (collectively, the "Agreement") by and between Apple Inc. (the "Lender") and the Borrower, and an executed counterpart of Schedule No. 1 dated August 1, 2023 (the "Schedule") to the Agreement, by and between the Lender and the Borrower, which, among other things, provides for the installment purchase with option to purchase to the Borrower of certain property listed in the Schedule (the "Equipment"), (b) a certified copy of the resolution (the "Authorizing Resolution") of the governing body of the Borrower which, among other things, authorizes the Borrower to enter into the Agreement and the Schedule and (c) such other opinions, documents and matters of law as I have deemed necessary in connection with the following opinion. The Schedule and the terms and provisions of the Agreement incorporated therein by reference together with the Installment Payment Schedule attached to the Schedule are herein referred to collectively as the "Contract".

Based on the foregoing, I am of the following opinion:

- (1) Borrower is duly organized and legally existing as a city, county, school district, special district or other local government unit under the laws of the State of Virginia with full power and authority to enter into, and perform its obligations under, the Contract;
- (2) The Contract has been duly authorized, executed, and delivered by Borrower. Assuming due authorization, execution and delivery thereof by Lender, the Contract is a legal, valid and binding obligation of Borrower, enforceable against Borrower in accordance with its terms, except to the extent limited by State and federal laws affecting creditors' remedies and by bankruptcy, reorganization, moratorium or other laws of general application relating to or affecting the enforcement of creditors' rights;
- (3) Borrower has complied with any applicable property acquisition laws and public bidding requirements in connection with the Contract and the transactions contemplated thereby, and the Authorizing Resolution was duly adopted at a meeting that was held in compliance with all applicable laws relating to the holding of open and public meetings.
- (4) There is no proceeding pending or, to the best of my knowledge (after diligent inquiry), threatened in any court or before any governmental authority or arbitration board or tribunal that, if adversely determined, would adversely affect the transactions contemplated by the Contract or the security interest of Lender or its assigns, as the case may be, in the Equipment thereunder.

All capitalized terms herein shall have the same meanings as in the Contract unless otherwise provided herein. Lender, its successors and assigns, and any counsel rendering an opinion on the tax-exempt status of the interest components of the Installment Payments, are entitled to rely on this opinion.

Printed Name
Signature



**Arlington
Public
Schools**

ARLINGTON PUBLIC SCHOOLS
2110 Washington Boulevard • Arlington, Virginia 22204 • Phone: 703-228-6000

Apple Inc.
8377 East Hartford Drive, Suite 115
Scottsdale, AZ 85255

Re: Schedule No. 1, dated August 1, 2023 to Standard Terms and Conditions for Installment Purchase Agreements dated as of Date between Apple Inc., as Lender, and Arlington Public Schools, as Borrower.

Ladies and Gentlemen:

As legal counsel to Arlington Public Schools (the "Borrower"), I have examined (a) an executed counterpart of a certain Standard Terms and Conditions for Installment Purchase Agreements dated as of Date and Exhibits thereto, and Amendment No. 1 to Standard Terms and Conditions for Installment Purchase Agreements (collectively, the "Agreement") by and between Apple Inc. (the "Lender") and the Borrower, and an executed counterpart of Schedule No. 1 dated August 1, 2023 (the "Schedule") to the Agreement, by and between the Lender and the Borrower, which, among other things, provides for the installment purchase with option to purchase to the Borrower of certain property listed in the Schedule (the "Equipment"), (b) a certified copy of the resolution (the "Authorizing Resolution") of the governing body of the Borrower which, among other things, authorizes the Borrower to enter into the Agreement and the Schedule and (c) such other opinions, documents and matters of law as I have deemed necessary in connection with the following opinion. The Schedule and the terms and provisions of the Agreement incorporated therein by reference together with the Installment Payment Schedule attached to the Schedule are herein referred to collectively as the "Contract".

Based on the foregoing, I am of the following opinion:

- (1) Borrower is duly organized and legally existing as a city, county, school district, special district or other local government unit under the laws of the State of Virginia with full power and authority to enter into, and perform its obligations under, the Contract;
- (2) The Contract has been duly authorized, executed, and delivered by Borrower. Assuming due authorization, execution, and delivery thereof by Lender, the Contract is a legal, valid and binding obligation of Borrower, enforceable against Borrower in accordance with its terms, except to the extent limited by State and federal laws affecting creditors' remedies and by bankruptcy, reorganization, moratorium or other laws of general application relating to or affecting the enforcement of creditors' rights;
- (3) Borrower has complied with any applicable property acquisition laws and public bidding requirements in connection with the Contract and the transactions contemplated thereby, and the Authorizing Resolution was duly adopted at a meeting that was held in compliance with all applicable laws relating to the holding of open and public meetings.
- (4) There is no proceeding pending or, to the best of my knowledge (after diligent inquiry), threatened in any court or before any governmental authority or arbitration board or tribunal that, if adversely determined, would adversely affect the transactions contemplated by the Contract or the security interest of Lender or its assigns, as the case may be, in the Equipment thereunder.

All capitalized terms herein shall have the same meanings as in the Contract unless otherwise provided herein. Lender, its successors and assigns, and any counsel rendering an opinion on the tax-exempt status of the interest components of the Installment Payments, are entitled to rely on this opinion.

Kenneth M. Golski
Assistant Division Counsel
Arlington Public Schools
2110 Washington Blvd, Fourth Floor
Arlington, VA 22304

Information Return for Tax-Exempt Governmental Bonds

(Rev. October 2021)

▶ Under Internal Revenue Code section 149(e)

▶ See separate instructions.

OMB No. 1545-0047

Department of the Treasury
Internal Revenue Service

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.

Part I Reporting Authority		Check box if Amended Return <input type="checkbox"/>	
1 Issuer's name Arlington Public Schools		2 Issuer's employer identification number (EIN) 54-6001128	
3a Name of person (other than issuer) with whom the IRS may communicate about this return (see instructions)		3b Telephone number of other person shown on 3a	
4 Number and street (or P.O. box if mail is not delivered to street address) 2110 Washington Blvd		Room/suite	5 Report number (For IRS Use Only) 3
6 City, town, or post office, state, and ZIP code Arlington, VA 22204		7 Date of issue August 1, 2023	
8 Name of issue Sch No. 1 dated 8/1/2023 to Standard Terms and Conditions for Installment Purchase Agreements		9 CUSIP number	
10a Name and title of officer or other employee of the issuer whom the IRS may call for more information MARK McLAUGHLIN, DIRECTOR OF FINANCE		10b Telephone number of officer or other employee shown on 10a 703-228-2415	

Part II Type of Issue (Enter the issue price.) See the instructions and attach schedule.	
11 Education	11 \$5,626,592.52
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	<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 8/1/2026	\$ 5,626,592.52	\$ n/a	3.0 years	1.5000 %

Part IV Uses of Proceeds of Bond Issue (including underwriters' discount) N/A	
22 Proceeds used for accrued interest	22
23 Issue price of entire issue (enter amount from line 21, column (b))	23
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
28 Proceeds used to refund prior taxable bonds. Complete Part V	28
29 Total (add lines 24 through 28)	29
30 Nonrefunding proceeds of the issue (subtract line 29 from line 23 and enter amount here)	30

Part V Description of Refunded Bonds. Complete this part only for refunding bonds. N/A	
31 Enter the remaining weighted average maturity of the tax-exempt bonds to be refunded . . . ▶	_____ 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)	_____

Instructions for 8038-G:

Updated for use with October, 2021 form

The below described lines need to be completed by the Lessee:

- Line 2:** **Enter the EIN number of the Issuer (Lessee)**
An issuer (Lessee) that does not have an employer identification number (EIN) should apply for one on Form SS-4, Application for Employer Identification Number. This form may be obtained at Social Security Administration offices or by calling 1-800-TAX-FORM (1-800-829-3676). You can also get this form on the IRS website at www.irs.gov. You may receive an EIN by telephone by following the instructions for Form SS-4.
- Lines 10a and 10b:** **Enter the name, title, and telephone number of the officer of the Issuer whom the IRS may call for more information**
If the issuer wishes to designate a person other than an officer of the issuer (including a legal representative or paid preparer) whom the IRS may call for more information with respect to this return, enter the name, title, and telephone number of such person.
- Line 39:** **Bank Qualified Designation**
Check this box if this Lease is designated as a "small issuer exception" under section 265(b)(3)(B)(i)(III). [Issuer (Lessee) reasonably anticipates that the total amount of tax-exempt obligations (including this Lease) to be issued by or on behalf of Lessee (or allocated to Lessee) during the calendar year 2023 will not exceed \$10,000,000.]
- Lines 41a-41d and 42:** **Hedges**
If the issuer (Lessee) has identified a hedge, this section must be completed.
- Line 43:** **Written procedures regarding Remediation of Non-Qualified Bonds**
Check this box if Issuer (Lessee) 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).
- Line 44:** **Written procedures to monitor Section 148 of the Code**
Check this box if Issuer (Lessee) has established written procedures to monitor the requirements of Section 148 of the Internal Revenue Code (related to arbitrage and yield restriction).
- Lines 45a and 45b:** **Reimbursement**
If applicable, please identify whether any proceeds of the issue were used to reimburse expenditures. Please identify the amount of reimbursed expenditures and the date of the adoption of the official declaration of intent. [The instructions acknowledge that such declaration is not always required but do not provide guidance on completion without such requirement.]
- Signature and Consent:** **Please provide an authorized signature, date, and printed (or typed) name and title of the individual signing on behalf of Lessee.**

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) _____		

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.

Leslie Peterson 6/30/23 **LESLIE PETERSON**
 Signature of issuer's authorized representative Date Type or print name and title
 ASST SUPT, FINANCE

Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> if self-employed	PTIN
	Gina Victor				PO1703979
	Firm's name ▶ Pinnacle Public Finance	Firm's EIN ▶ 27-3119149		Firm's address ▶ 8377 E. Hartford Drive, Suite 115, Scottsdale, AZ 85255	
			Phone no.	480-419-4800	



Financial Services
Education Finance

Lessee: Arlington Public Schools

Attention: Accounts Payable

Invoice Number: First Payment
Invoice Due Date: 8/1/2024
Amount Due: \$1,932,076.00

Equipment Description: Apple Computer Equipment

Customer Reference Number: First Payment invoice

Payment Number	Amount Due
1	\$1,932,076.00

Remit to:

Apple Financial Services
P.O. Box 028549
Miami, FL 33102-8549

Keep top portion for your records

Please detach bottom portion and return with your payment.

Apple Financial Services

Remit to:

Apple Financial Services
P.O. Box 028549
Miami, FL 33102-8549

Invoice Number:

Due Date:

Amount Due:

First Payment

8/1/2024

\$1,932,076.00

School Board Budget Question #: 25-15

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 15, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Dr. Julie Crawford, Chief of DEI & Student Support
Dr. Darrell Sampson, Executive Director, Office of Student Services

BUDGET QUESTION:

How much are we paying for the Panorama SEL screener? (MK)

RESPONSE:

APS is contracted with Panorama at a cost of \$108,490 per year, with the five-year contract ending June 30, 2024. This cost covers the biannual SEL survey and the biennial Your Voice Matters survey.

The funding for the Panorama surveys is paid for by the Office of Evaluation. The Office of Student Services is currently working with the Offices of Evaluation and Procurement on the survey delivery platform for the coming school year and beyond.

School Board Budget Question #: 25-16

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 15, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

FROM: Dr. Julie Crawford, Chief of DEI & Student Support
Dr. Darrell Sampson, Executive Director, Office of Student Services

BUDGET QUESTION: How much are we paying for SEL curricula for middle and high schools? How are we evaluating effectiveness? (MK)

RESPONSE:

Curriculum

APS middle and high schools chose from the following SEL curricular options:

Program	Cost	Schools
Responsive Classroom	<ul style="list-style-type: none"> • \$25,000/training and curriculum for up to 30 staff • One training was offered for middle schools August 1-4, 2023 • Total cost: \$25,000 	<ul style="list-style-type: none"> • Hamm • Swanson
Second Step	<ul style="list-style-type: none"> • \$2,159/site • Total: \$15,113 	<ul style="list-style-type: none"> • Gunston • Kenmore • Thomas Jefferson • Williamsburg • H-B Woodlawn • Hamm (supplemental) • Swanson (supplemental)
RULER	<ul style="list-style-type: none"> • \$7,000-\$8,000/training for a core school implementation team of four to five staff members as well as school-wide access to curriculum • Cost covers two years of access and support • Focus is on adults in year one, and student lessons in year two • Implementation conference: \$50 per participant <ul style="list-style-type: none"> ○ Total for secondary: \$950 • Total cost: \$29,950 	<ul style="list-style-type: none"> • Arlington Career Center • Wakefield • Washington-Liberty • Yorktown

Second Step Adult	<ul style="list-style-type: none"> • \$2,159/site • Total: \$30,226 	<ul style="list-style-type: none"> • All Secondary Programs
--------------------------	--	--

The total cost for secondary Tier 1 SEL Curriculum in FY 24 is approximately **\$100,289**.

Measurement

The effectiveness of SEL is being evaluated through multiple measures, as outlined in the [November 14, 2023, Social-Emotional Learning & Wellness School Board Work Session](#):

Data sources	Frequency of data collection
Your Voice Matters Survey	Every two years (2022 and 2024)
SEL Survey	Twice a year (Fall and Spring)
Virginia Youth Survey	Every two years (2021 and 2023)
School Action Plans	Once a year (End-of-Year)
Walkthrough Data (Formative Assessments)	Ongoing
Feedback: <ul style="list-style-type: none"> • Students • School Staff • Families 	Ongoing
Academic achievement, attendance, and discipline data	Ongoing with a focus on annual outcomes

Formative Data

SEL Walkthroughs:

- 34 schools as of February 21, 2024
 - 23/25 Elementary
 - 5/6 Middle
 - 6/8 High & Programs
- Kick-Up Findings (Walkthrough Tool)
 - The SEL walkthrough document in Kick-Up evaluates the level of implementation and student engagement in evidence-based SEL curricula.
 - HS Walkthrough: Average 2.3/5: Some classrooms are using the lessons provided, engagement from staff and students is not high at times
 - MS Walkthrough: Average 4.3/5: Most classrooms are engaging in the lessons during advisory and we have observed many students engaging in the content and participating.
 - ES Walkthrough: Average 4.5/5: Most classrooms are engaging in Morning Meetings and building community with students using the Responsive Classwork Framework. A few schools are utilizing Second Step to deliver SEL lessons during Morning Meetings. We see high levels of student participation and engagement.
- Anecdotal findings:
 - There is evidence of an SEL Program and structured SEL Lessons in 90.7% of the elementary Morning Meetings observed

- There is evidence in 61.7% of the secondary advisory periods observed.

SEL Data Reviews

SEL Leads work with their school teams to review SEL data and progress multiple times during the school year through a structured protocol provided by Student Services. Through this process, SEL Leads indicate:

- Most elementary and middle schools believe they are on track to meet the goals they set at the beginning of the year for SEL implementation.
- Elementary and middle school SEL leads report that structures are in place and time has been set aside to deliver explicit SEL instruction.
- At the elementary level, SEL Leads are requesting continued training for staff related to Responsive Classroom.
- At the middle school level, most staff are implementing SEL instruction, and SEL Leads are working to increase engagement with staff that may be hesitant.
- At the high school level SEL Leads are working to increase teacher engagement and connection to SEL content.

High School Student Feedback

At Washington-Liberty, a core group of about 13 students focused on SEL continues to meet weekly:

- They have provided feedback on SEL lessons and offered ideas and suggestions for inclusion.
- The students have shared that they agree with the content of the lessons, and that some do miss the additional period per week for freer movement.
- Students have also shared that it is hard to engage in a lesson if the staff member leading the lesson is not themselves fully engaged.

At Wakefield, there is a core group of about 8 students that meet regularly to discuss SEL:

- They have identified a few areas that they feel are most relevant to their student population and are working to create lessons to share.
- Some of the topics they have identified are addressing anxiety and strategies for emotional regulation.

At Yorktown, there is a monthly SEL meeting that includes the SEL Leads, DEI Coordinator, Counselors, School Psychologists, and at least two students.








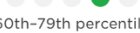
- These students provide helpful feedback about how the previous lessons went and what adjustments can be made as they plan future lessons.

At Arlington Career Center, the students choose topics they want to discuss during their Friday Community Circle meetings.



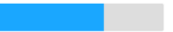





- In addition, six-to-eight student leaders are helping to facilitate lessons during their advisory period and supporting the professional learning activities related to SEL for staff.

APS Fall 2023 SEL Survey Results

Grades 3-5

Topic	Percent Favorable	Compared to Others Nationally	Change since Spring 2023	Change since Fall 2022
Self-Management ⓘ	75% 	 60th-79th percentile	0	▲ 1
Social Awareness ⓘ	69% 	 60th-79th percentile	0	▲ 2
Growth Mindset ⓘ	62% 	 80th-99th percentile	▲ 1 Greatest increase	▲ 2
Self-Efficacy ⓘ	60% 	 60th-79th percentile	▼ 3	▲ 2

Grades 6-12

Topic	Percent Favorable	Compared to Others Nationally	Change since Spring 2023	Change since Fall 2022
Self-Management ⓘ	74% 	 60th-79th percentile	▲ 2 Greatest increase	▲ 1
Social Awareness ⓘ	64% 	 40th-59th percentile	▲ 1	▲ 2
Growth Mindset ⓘ	56% 	 60th-79th percentile	0	▲ 1
Self-Efficacy ⓘ	52% 	 20th-39th percentile	▲ 1	▲ 3

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 15, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

FROM: Dr. Julie Crawford, Chief of DEI & Student Support
 Dr. Darrell Sampson, Executive Director, Office of Student Services
 Mr. Gradis White, Director, Office of School Climate & Culture

BUDGET QUESTION:

Last year we invested in Deans of Students and Intervention Counselors. How are we evaluating ROI on these investments? (MK)

RESPONSE:

Intervention Counselors (IC)

There are currently ICs at the following secondary schools:

- Please note that there are currently ICs at:
 - Arlington Career Center (0.5)
 - Hamm
 - H.B. Woodlawn (0.5)
 - Kenmore
 - Thomas Jefferson
 - Washington-Liberty
 - Williamsburg
 - Yorktown

We are tracking progress through an Intervention Tracking tool, one per school, to review the number and types of interventions all school-based mental health staff are providing, to include the IC at the secondary level:

- Out of all secondary interventions provided and tracked amongst school-based mental health staff, **38.9%** were completed by ICs. The chart below lists those interventions provided specifically by ICs during the 2023-24 school year:

Intervention	Number of Interventions	Number of Students Impacted
Attendance Circle	3	10
Girls in Real Life Situations (GIRLS)	1	2
Skills to Manage Emotions & Build Resiliency	1	6
Pathway 2 Success	3	16
Smart but Scattered	4	18
Check In, Check Out	4	7

Check and Connect	6	8
Trails to Wellness	6	11
Homework, Organization, and Planning Skills (HOPS)	1	1
Seeking Safety	2	7
Zones of Regulation	1	1
Learning to Breathe	5	23
TOTAL	37	110

As part of continued professional learning for this role, Student Services & ATSS are working to support ICs in collecting and analyzing attendance, academic, and discipline data prior to and after an intervention with a student to determine the direct impact on student performance.

Deans of Students

Currently, Deans are assigned to the following schools:

- Yorktown
- Washington-Liberty
- Wakefield

Additionally, there is one Dean serving each of the following middle schools:

- Kenmore
- Gunston
- Thomas Jefferson

The Office of School Climate & Culture (SCC) is tracking progress of these positions through key metrics including attendance rates, behavior incidents, and academic performance. The SCC works collaboratively with each dean’s administrators to assess progress in the areas the deans are assigned to oversee. The intervention programs that the deans supervise are monitored for progress related to the area. For example, if the dean initiated a mentoring program, the grades, attendance and discipline of the students with new mentors would be reviewed for progress in each area. The new deans are also assigned specific staff members to evaluate, and the school principal reviews the effectiveness of support to that staff and the formal supervision process.

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 12, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Dr. Gerald R. Mann, Jr., Chief Academic Officer

BUDGET QUESTION: When we did the five-year plan in the Office of Special Education, did we retain an outside consultant for all five years? If not, should we be spending \$85,000 to retain the consultant helping us in Y3 with the Office of English Learners give-year plan? (p.272)

RESPONSE: The Office of Special Education retained an outside consultant for all five years of their 5-year plan. They are currently in the final year of working with the consultant.

School Board Budget Question #: 25-19

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 13, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

THROUGH: Dr. John Mayo, Chief Operating Officer

FROM: Andy Hawkins, Assistant Superintendent of Finance and Management Services

BUDGET QUESTION: We are adding a 0.5 reading teacher position at Drew, Jamestown, and Oakridge. How much is saved if we only add this at Drew and Oakridge, since the level of need at Jamestown is much lower? (MK)

RESPONSE: A 0.50 reading teacher position is added to Dr. Charles R. Drew, Jamestown, and Oakridge elementary schools to reinstate, for one year, the reading teacher position that was lost due to the planning factor. This has been a historical practice in maintaining this position to continue the high-quality reading program at the schools. By not providing this allocation to Jamestown it saves 0.50 FTE and \$54,230.

School Board Budget Question #: 25-20

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 13, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Chrissy Smith, Division Counsel

BUDGET QUESTION:

Can you please share what the \$198,198 in purchased services covers in the Office of Division Counsel? (MK)

RESPONSE:

The amount covers electronic and other medium of legal research subscriptions, legal fees for retention of outside counsel in specialty areas of the law if retention is needed, membership fees for professional organizations, licensure, access to legal training on demand, and continuing education to stay current on legal issues APS is facing (or will face).

School Board Budget Question #: 25-21

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 12, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Catherine Ashby, Assistant Superintendent, School & Community Relations

BUDGET QUESTION: On p. 239, I see that \$93K in volunteer and partnership liaison stipends are eliminated. Can you please say more about what functions these liaisons serve? (MK)

RESPONSE: Dawn Smith, Volunteer, Partnership and Special Events Manager, manages the Volunteer and Partnership liaisons at each of our schools. The Volunteer and Partnership Liaison is a school-based stipend position. They are responsible for coordinating their school's Volunteer and Partnership program, and regularly providing communications to School and Community Relations to use in promoting volunteer opportunities and positive news about the important support provided by school volunteers and partners.

Liaisons ensure that all volunteers and chaperones are properly screened within the Raptor Visitor Management System and that they take the required Safe Schools training. Their primary function is to ensure community and parent volunteers, as well as partners, are ready to support students and the school's instructional program.

They also maintain their school's information in the APS Partnership Directory and act as the school's primary point of contact for volunteers and partnerships.

School Board Budget Question #: 25-22

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 13, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

THROUGH: Dr. John Mayo, Chief Operating Officer

FROM: Andy Hawkins, Assistant Superintendent, Finance and Management Services

BUDGET QUESTION: General question about funds for staff travel to conferences and trainings: how do we budget for this within the central office (is there a standard across departments)? How does this compare to funding available to school P/E scale employees and school T-scale staff? (MK)

RESPONSE: Due to the various types of training and training requirements, each department/office budgets their own funds for staff, including school-based staff, to travel to conferences and trainings. In addition, funds are budgeted at each school based on the Staff Development planning factor.

School Board Budget Question #: 25-23

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 13, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Brian Stockton, Chief of Staff

BUDGET QUESTION: Could you please share what the \$291,200 in purchased services covers in the Chief of Staff Office?

RESPONSE: The purchased services included in the FY 25 Budget for the Chief of Staff Office is primarily funding transferred from the Planning & Evaluation budget since Evaluation will remain under the Chief of Staff and these funds were previously under the P&E budget. These funds are for the Panorama Education Platform that is used for the Your Voice Matters @ APS Survey and Social-Emotional Learning (SEL) Screener, the K12Insight Survey Platform that is used to host all APS surveys, statistical analysis software, and qualitative analysis software. Even though the Your Voice Matters @ APS Survey is only administered every two years, the cost of \$100,000 is paid annually.

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 15, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Reneé Harber, Assistant Superintendent, Facilities and Operations

BUDGET QUESTION: On p.255, could you please say more about what specific purposes there are in FY2025 for the \$135,000 provided for Planning consultants? (MK)

RESPONSE:

The \$135,000 allocated for Planning consultants in FY 2025 serves various specific purposes, including the following component considerations:

- 1. Understanding and Public Engagement Regarding School Boundaries:** A portion of the budget will be dedicated to hiring consultants with expertise in school boundary planning to collaborate with staff. These consultants will support staff in thorough analyses of demographic trends, population distribution, and educational needs within the district, develop boundary proposals using GIS tools, and engage with the public to gather input on potential changes to school boundaries, ensuring that decisions are transparent and reflect the interests of the community.
- 2. Building Space Capacity Usage:** Consultants will also focus on optimizing building space capacity usage within APS. They will assess the utilization of existing facilities, study how different types of programs accommodate students and staff, identify opportunities for efficiency improvements, and propose strategies for maximizing the use of available space. This may involve conducting space utilization studies and connecting recent work completed with Long Range Evaluation of all APS facilities.
- 3. Planning Units:** A portion of the budget will support consultants specializing in evaluating planning units. These consultants will provide expertise in analyzing planning units in relation to spatial data on student demographics, zoning and land use plans and future development needs. They will collaborate with district stakeholders to ensure that planning efforts align with educational objectives and community priorities.

Additionally, it's noted that there's a potential reduction in costs amounting to \$35,000, which represents the fee for a Planning Unit consultant. This reduction stems from the acknowledgment that certain tasks traditionally performed by consultants can be effectively completed by existing staff members within the Arlington Public Schools

(APS) who possess the requisite knowledge and understanding. These staff members will contribute their expertise to the planning process, thereby generating cost savings while maintaining the quality and effectiveness of planning initiatives.

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 12, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Dr. Gerald R. Mann, Jr., Chief Academic Officer

BUDGET QUESTION: Could we please get a more detailed accounting of what is included in Purchased Services, Other Charges, and Materials and Supplies in the Curriculum/Instruction budget (p.270)?

RESPONSE: Within the Office of Academics, the following offices are included in the Curriculum/Instruction budget: Arts Education, Early Childhood, English Language Arts, Health and Physical Education, Mathematics, Educational Technology and Programs, Science, Social Studies, Summer School, and World Languages. Included below is a breakdown of various costs included within Purchased Services, Other Charges, and Materials and Supplies. Most of the funds (88%) are used to support school-based curriculum and instruction needs.

- Purchased Services (School based \$1,025,077, Non-school based \$227,204)
 - Program Costs
 - Contract Services
 - Consultant Fees
 - Equipment Repairs
 - Printing and Duplicating costs
- Other Charges (School based \$169,739, Non-school based \$252,082)
 - Inservice Costs for professional learning
 - Registration Fees
 - Postage
 - Professional Travel
 - Cellular Phone Services
 - Science Fair and Arts Festival Costs
 - Student Activities
- Materials and Supplies (School based \$2,948,233, Non-school based \$74,176)
 - Instructional Materials for schools
 - Testing Materials
 - General office supplies
 - School supplies
 - Supply and textbook reserve.
 - Uniform Costs
 - Meals and Snacks
 - Computer Equipment/Software
 - Books and Periodicals

School Board Budget Question #: 25-26

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 12, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Dr. Gerald R. Mann, Jr., Chief Academic Officer

BUDGET QUESTION: Can you please share additional detail about ELA “supply and textbook reserve” funding of \$429,276? How much of this is for the two additional HMH payments that are due in FY2025? Is any of the HMH money for consumables or materials that teachers aren’t using (e.g., the CKLA workbooks)?

RESPONSE: This is the second payment of HMH materials from the contract procurement negotiated in 21-22SY. The consumables were negotiated to be replenished each year in the overall contract total. No additional materials are being purchased nor can the total be adjusted.

School Board Budget Question #: 25-27

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 12, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

FROM: Dr. Gerald R. Mann, Jr., Chief Academic Officer

BUDGET QUESTION: Is any additional money due to pay for the Envision math curriculum?

RESPONSE: No. The way that the contract was structured, it has been paid in full.

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 11, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Dr. Gerald R. Mann, Jr., Chief Academic Officer
Kelly Krug and Kenneth Brown, Directors of Special Education

BUDGET QUESTION: Consultant for review of inclusive practices: If we are not in a position to change planning factors in such a way that we will promote greater inclusion in our schools, then is it a prudent investment to spend an additional \$150,000 for Y2 of this study? Could we pause or reduce this scope of work?

RESPONSE:

While the Office of Special Education (OSE) understands that the priority may need to be given to other areas in such a tight budget season, the System's Change Consultant for Inclusion will do more than work to support a change in planning factors. While that is certainly a big part of it, Villa and Thousand (2016) described inclusive education as "**both a vision and a practice.**" The vision of inclusive education presumes that inclusion goes beyond physical presence or access to general education settings with appropriate staffing, but the vision presumes that all students are competent and belong, which involves a significant change in mindset across all APS staff and departments. APS continues to struggle with this, and we are hopeful that the Inclusion Consultant will help move the needle in this area. Additionally, APS only just finalized the negotiation of a contract that has been awarded to the Maryland Coalition for Inclusive Education (MCIE), and the OSE is scheduled to have its first meeting with MCIE the week of March 18. As a result, it would be very difficult for the OSE to finish the scope of work in a four- to five-month time frame.

School Board Budget Question #: 25-29

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 15, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Dr. Julie Crawford, Chief of DEI & Student Support
Dr. Darrell Sampson, Executive Director, Office of Student Services

BUDGET QUESTION:

Can you please provide a more detailed breakdown of \$712,520 in Purchased Services and \$442,560 in Other Charges in the Office of Student Services (p.295)? (MK)

RESPONSE:

Student Services: Purchased Services		
Item	Cost	Notes
College & Career Software (Naviance)	\$150,000	Required for college & career exploration, planning, college applications and document submission
Community-In-Schools	\$228,660	Provides community-based services at Barcroft, Gunston, and Wakefield High Schools
Combined Computer Resources (Records—E Storage)	\$8,500	Long term electronic storage of records – Annual Winocular Software Maintenance
Hazel Health (telehealth services)	\$250,000	Provides telehealth mental health therapy outside of school for grades 9-12 with a goal of expanding to 6-12
NMS Imaging (Records—Microfiche)	\$1,250	Annual rental and maintenance of a microfiche machine for records
True Shred (Records—confidential shredding)	\$5,000	Required confidential shredding of records moving from short-term to long term storage
Emergency Contractor Funds (Psychologists/Evaluations)	\$50,000	Ensures APS meets timelines under IDEA
Professional Development Costs (Youth Mental Health First Aid, PREPaRE Training, In-Services)	\$19,110	Provides materials and training for evidence-based Youth Mental Health First Aid and PREPaRE trainings, as well as materials to support the professional learning Student Services provides during pre-service and the school year
Total	\$712,520	

Student Services: Other Charges		
Item	Cost	Notes
Transportation for Students Identified as Qualifying under McKinney-Vento	\$350,000	Provides required transportation for students who are identified under the Federal McKinney-Vento Act and for whom neither APS nor Arlington County transportation is feasible
Cell phones for school-based and central office Student Services staff	\$45,000	Required for staff who are regularly mobile, in the community, or who have work expectations outside of the standard contract day
Postage for mailings	\$1,000	Postage
Professional development conferences/workshops and travel expenses for school-based psychologists, social workers, counselors, attendance specialists, intervention counselors, substance abuse counselors, and central office Student Services staff	\$46,560	Provides opportunities for Student Services staff to receive professional learning specific to their unique field and role, as well as attend events within Virginia specific to mandates, policy, or regulation
Total	\$442,560	

School Board Budget Question #: 25-30

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 15, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Dr. Julie Crawford, Chief of DEI & Student Support
Dr. Darrell Sampson, Executive Director, Office of Student Services

BUDGET QUESTION:

Can you please provide a more detailed breakdown of the \$567,760 in Purchased Services in the Welcome Center? (MK)

RESPONSE:

Welcome Center: Purchased Services		
Item	Cost	Notes
Interpretation via Phone (Language Line)	\$90,000	Required for interpretation services for phone calls and in-person interactions with multilingual families
Translations (Fox)	\$75,000	Required for translation of critical documents if they are in a language other than Amharic, Arabic, Mongolian, or Spanish OR the volume of requests means exceeding the DOJ Settlement Agreement timeline.
Interpretation: Spoken Language (Volatia)	\$80,760	Required for in-person and virtual interpretation services
Interpretation: ASL (Multiple Vendors)	\$250,000	Required for ASL interpretation to meet students' required IEP services and needs at school/district events
CAT Tools (Computer Assisted Translation)	\$30,000	Needed software to meet current industry standard that allows translation specialists to translate documents in a timely fashion
CLEAR (Residency Verification)	\$6,000	Software that allows for residency searches and verifications
SchoolMint (Options Lottery Software)	\$36,000	Allows for double-blind lottery for options schools, neighborhood transfers, and targeted transfers
Total	\$567,760	

School Board Budget Question #: 25-31

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 12, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Reneé Harber, Assistant Superintendent of Facilities & Operations

BUDGET QUESTION: Could you please share more information about the lease agreement account and leased space building costs (two bullets near the top of p.321)? I'm not sure I understand the distinction between these two bullets. Also, could we get an accounting of all leased space and annual lease amounts?

RESPONSE:

- Account 108000-45643, Lease Agreement, represents the budget for all APS annual lease costs including building and parking lease agreements.
- Account 108000-45653, Lease Space Building Costs, represents the budget for all APS associated lease space costs including common area maintenance fees, utility costs, and real estate taxes.

FY2025 Lease Summary	
Lease Agreement	Amount
Abingdon	\$ 7,200.00
ACHS	\$ 787,584.94
H-B Woodlawn	\$ 106,090.00
Marshall	\$ 295,123.73
Career Center	\$ 180,000.00
Outdoor Lab	\$ 133,864.91
Syphax	\$ 5,618,609.10
Total for 108000-45643	\$ 7,128,472.68
Lease Space Building Costs	Amount
ACHS	\$ 227,844.27
Marshall	\$ 59,432.84
Outdoor Lab	\$ 882.00
Syphax	\$ 220,609.16
Total for 108000-45653	\$ 508,768.27

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 12, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Reneé Harber, Assistant Superintendent of Facilities & Operations

BUDGET QUESTION:

What is the size of our white fleet, which it looks like costs nearly \$2M to maintain? Who uses the white fleet and for what purposes? If we wanted to cut down the white fleet (and, for example, reimburse employees for mileage in personal vehicles), to what extent would this be practical (e.g., we could do this for 30% of current usage, etc. etc.).

RESPONSE:

- APS White Fleet Size: 109 vehicles. Vehicle types include maintenance trucks (box, utility, bucket, refrigerated, pickup), cargo van, backhoe, utility trailer, material spreader, minivan, and small sedan/SUV.
- Account 108000-43544, in the amount of \$2,440,153, covers maintenance costs for the white fleet and school bus fleet. Arlington County's equipment bureau provides estimated costs for each budget year.
 - FY 2025 white fleet maintenance costs: \$488,274.
 - FY 2025 school bus fleet maintenance costs: \$1,951,879.
- APS white fleet is used to support school operations primarily for maintenance, plant operations, and information services staff. APS does not have many passenger vehicles. Minivans are used to support special education transportation needs and the Career Center. Below is the white fleet assignment.
 - 79 vehicles assigned to Facilities & Operations
 - Maintenance (grounds, carpentry, electrical, HVAC, plumbing, roofing)
 - Plant Operations (custodial support).
 - Transportation (special education).
 - 14 vehicles assigned to Information Services (technicians).
 - 7 vehicles assigned to Schools (drivers' education, Career Center, Gunston/Jefferson technician, Outdoor Lab).
 - 5 vehicles assigned to Food Services.
 - 3 vehicles assigned to SSEM.
 - 1 vehicle assigned to SCR.
- APS white fleet is for official use only to support school operations. APS working together with the County's equipment bureau annually reviews the white fleet and looks for reductions where possible. APS Policy Implementation Procedure, [E-5.30 PIP2 – Vehicle Management](#), allows staff the use of personal vehicles when authorized in the discharge of official duties with reimbursement at the rate prescribed by policy on approved travel.

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 12, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Reneé Harber, Assistant Superintendent of Facilities & Operations

BUDGET QUESTION:

Could we see a more detailed breakdown of Purchased Services and Other Charges for Plant Operations (p.325)?

RESPONSE:

Below is a table showing a detailed breakdown of Purchased Services and Other Charges Plant Operations (p. 325).

- Contract Services provides contracted support for post-summer cleaning activities at various locations that host summer camps and summer school. In addition, contract services support exterior weed and poison ivy treatment at all schools. Since summer camp ends right before the start of school, supplemental contractual support is needed to clean various schools. Weed control is not covered under our current mowing services contract.
- Mowing service account supports increased acreage for contractors to cut grass around school property.
- Pest Control includes an expected price increase due to a new ITB contract in 2024.
- Refuse (trash) has increased due to trash services hauler fees and tipping fees by Zero Waste Solutions and Covanta Energy.
- Equipment repairs covers equipment maintenance and repairs for indoor custodial equipment.
- Inservice Cost covers IEHA (supervisors professional training classes), and custodial in-service seminars.
- Recycling services have increased due to recycling hauler fees and tipping fees charged by Zero waste and MRF (Material Recycling Facilities).

Office Cost Center	Object	FY2025 Proposed
Purchased Services		
108210 Operation of Plant - Central	43544 Contract Services	154,000
108210 Operation of Plant - Central	43634 Mowing Services	185,700
108210 Operation of Plant - Central	43657 Pest Control	149,840
108210 Operation of Plant - Central	43663 Refuse Service	504,336
108210 Operation of Plant - Central	43885 Equipment Repairs	35,200
Total Purchased Services		1,029,076
Other Charges		
108210 Operation of Plant - Central	45431 Inservice Costs-Support	17,908
108210 Operation of Plant - Central	45624 Electricity	28,563
108210 Operation of Plant - Central	45642 Recycling	457,746
Total Other Charges		504,217

School Board Budget Question #: 25-34

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 13, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

THROUGH: Dr. John Mayo, Chief Operating Officer

FROM: Andy Hawkins, Assistant Superintendent of Finance and Management Services

BUDGET QUESTION: Could you please provide more information about Other Administrative Accounts (p.343)? What is the “system-wide budget reserve” and Superintendent’s Reserve and how much funding is in each? How much is allocated in Other Administrative Accounts for administrative travel? Could we please understand more about the ~\$10M in proposed expenditures here? (MK)

RESPONSE: Please see the following table for information regarding the breakdown of Other Administrative Accounts for better understanding/explanation of what is included in this budget. Reserve and Contingency Accounts include OPEB Reserve, Enrollment Adjustment Reserve, Compensation Contingency and Superintendent Reserve.

The amount allocated for local travel is \$49,210. Other budget lines/accounts included in Other Administrative Accounts are program costs, purchase leases/contract services, computer equipment software, classroom furniture and others.

Budget Category	FY 2025 Proposed Budget	Description
40xxx - Reserve/Contingency Accounts	\$3,198,106	
40404 - OPEB Reserve	\$2,633,078	Reserve for Other Post-Employment Benefits
40405 - Enrollment Adjustment Reserve	\$242,483	Reserve for unpredicted changes to enrollment. Covers supply accounts affected by planning factors.
40429 - Compensation Contingency	\$273,011	Placeholder for compensation adjustments that cannot be added to the budget application until they are implemented in STARS.
40463 - Superintendent Reserve	\$49,534	Funding for Superintendent initiatives not included in current budget.
41xxx - Personnel Services	\$0	
42xxx - Employee Benefits	\$591	
43xxx - Purchased Services	\$5,859,649	
43412 - Commencement Costs	\$17,314	Graduation commencement costs
43433 - Program Costs	\$174,900	
43435 - Overhead Costs	(\$436,675)	Overhead Allocation for Extended Day & Adult Education for FY 2025.
43527 - Credit Card Fee	\$220,000	Payments for Merchant Card Services Fees.
43544 - Contract Services	\$5,827,899	Funding for lease payments for the technology replacement cycle.
45xxx - Other Charges	\$67,043	
45477 - Travel Local	\$49,210	Reimbursement for local travel mileage to APS employees.
45585 - Postage	\$17,833	Postage Services
46xxx - Materials & Supplies	\$587,580	
46528 - Computer Equipment/Software	\$587,580	Recurring funds for replacement of computer equipment.
48xxx - Capital Outlay	\$122,224	
48814 - Additional Furniture	\$35,200	Funding for furniture for new classrooms.
48848 - Replacement Classroom Furniture	\$87,024	Funding for system-wide replacement of classroom furniture.
Total Proposed Budget	\$9,778,983	

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 12, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

FROM: Dr. Gerald R. Mann, Jr., Chief Academic Officer

BUDGET QUESTION: An ITC has asked me why this role continues to be a 12-month E-scale position, which he believes would make it the only coach-type role reporting to principals who are not 10-months on the T scale. My understanding is that the main reason the role had been 12 months was because of the responsibilities over the summer to help prepare devices for the following school year. But isn't that work now done completely by the technicians/IS?

RESPONSE: Changing ITCs from 12-month E-Scale to 10-month T-Scale would require a reclassification of the position through Human Resources. If this were pursued, it could result in savings as you are correct that summer device work is now handled through Information Services and the ITCs now serve in a coaching capacity.

School Board Budget Question #: 25-36

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 14, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Kimberley Graves, Chief of School Support

BUDGET QUESTION: I met yesterday with two teachers from ACHS, one of my liaison schools. They expressed concern over the proposal to remove the ACHS assistant principal and staff that position at Langston instead (page 195 of the Superintendent's proposed budget). I said I would share the concern and follow up internally.

Generally, our planning factors call for one AP per school. I was also reminded that ACHS is a school, not a program. The teachers pointed out that enrollment in ACHS is understated in the budget books, because ~40-45% of its population is over the age of 22.

I'd be interested in understanding the rationale for this proposed change so that I can convey it and evaluate it. (MT)

RESPONSE: The decision to reassign the assistant principal stems from careful consideration and review of several factors, including enrollment figures and the need to provide enhanced services to support high-need students. This analysis included reviewing the enrollment data of students in grades 9-12 and adults enrolled in ACHS. As per our evaluation, neither ACHS nor Langston/New Directions meet the criteria to warrant the allocation of an assistant principal due to enrollment figures below 600 as guided by the Standards of Quality (SOQ) and planning factors. However, to create additional environments to support students who require alternative settings, Langston/New Directions will undergo program expansions, necessitating additional administrative support. Specifically, the assistant principal being reassigned will play a crucial role in supporting the expansion of interim alternative programming to support middle school students, overseeing the 45-day program, and maintaining the Langston and New Directions programs.

School Board Budget Question #: 25-29

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 15, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

FROM: Dr. Julie Crawford, Chief of DEI & Student Support
Dr. Darrell Sampson, Executive Director, Office of Student Services

BUDGET QUESTION:

Which are the 3 schools that have Communities in Schools and are the funds split evenly between the schools? In terms of the ROI for this cost, are we evaluating academic progress beyond “progress towards graduation” (as articulated on p 43 of the exec summary). I believe at least one of the three is an elementary school and so progress toward graduation does not seem like an appropriate measurement.

RESPONSE:

Communities in Schools (CIS) is based at Barcroft Elementary, Gunston Middle, and Wakefield High. Wakefield receives additional support to support graduation and postsecondary readiness. CIS program staff include the following:

- Full-time Outreach and Partnership Coordinator (Covers all 3 schools)
- Full-time Program Lead (Covers all 3 schools)
- Full-time Site-Based Coordinator (One per school)
- Full-time Graduation Coach (Wakefield)

CIS provides services to whole school communities such as food markets, FAFSA nights, and ASA soccer. They also work with smaller groups of students to provide support on attendance, academics, social-emotional needs, and college and career planning. Further, they engage with community partners and volunteers to increase the number of trusted adults available within these communities.

CIS also supports Amazon’s *Right Now Needs* program, which is available to all APS schools. The *Right Now Needs* program is facilitated at the school level by the school social worker, who makes requests for supplies that would benefit those in their community that have specific basic needs such as school supplies or winter coats.

Multiple data points are used to evaluate the success of the program, including:

- Numbers of students served at each of the sites by tiered level of service
- Progress towards individual student academic, attendance, social-emotional, or college and career planning goals
- Grades, attendance, and behavior data
- Graduation and postsecondary intention information (Wakefield)

- Funds distributed through the Amazon Right Needs Now program

Community in Schools Quarter 2 Report Data (End of January)

Programs and Services

Programs and Services Summary							
School	Tier I Hours	Tier I Students	CM Students	Program Supports	Individualized Supports	Total Service Time	Avg. Hours Per Student
Barcroft	47.5	500	33	195.75	200.5	396.25	12.0
Gunston	66.5	1025	43	1834.5	320.75	2155.25	50.1
Wakefield	103.5	1243	89	651.0	1209.0	1960.0	22.0
APS	217.5	2768	165	2681.25	1830.25	4511.5	27.3

Case Management and Goal Progress Data

Site Coordination and Case Managed Student Data		
Services	Q2	YTD 23-24
Tier I (Students)	1933	2768
Tier I (Hours)	144.5	217.5
Case Managed Students	165	165
Support Hours Per Case Managed Student	14.3	27.3
Goal Progress	# of students with goal	% of students achieving goal
Academic Goals (Students w/ Goal)	85	90%
Attendance Goals (Students w/ Goal)	34	76%
Behavior Goals (Students w/ Goal)	-	-
College/Career Goals (Students w/ Goal)	1	100%
SEL Goals (Students w/ Goal)	166	97%

Volunteers, Community Partnerships, and Amazon Right Now Needs Fund Distribution

Community and Volunteer Resources		
Services	Q2	YTD 23-24
Volunteers	12	52
Volunteer Hours	20.5	36.0
Community Organizations/Partnerships	5	13
Donations/In-Kinds	\$2,276.00	\$5,676.00
Amazon RNN		
Partner Schools (Donations)	\$22,524.00	\$48,754.00
All Schools (Donations)	\$156,423.00	\$326,856.00
Partner Schools (Individuals Served)	1,245	1,881
All Schools (Individuals Served)	7,675	17,693

School Board Budget Question #: 25-39

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 15, 2024

TO: Members of the School Board

VIA: Dr. Francisco Durán, Superintendent

FROM: Andy Hawkins, Assistant Superintendent of Finance and Management Services

BUDGET QUESTION: Regarding the reduction of the staff contingency (table on p 52), do we typically have excess funds in that line item? What was the average amount spent in staff contingency over the past couple of years?

RESPONSE: The chart below provides information for FY 2022, FY 2023, and FY 2024 the funds budgeted, funds spent, and remaining balance.

Staff Contingency Account	FY 2022	FY 2023	FY 2024
Budget	\$ 4,600,258	\$ 4,600,258	\$ 4,738,266
Spent	\$ 4,287,707	\$ 4,823,787	\$ 5,884,432
Remaining Funds	\$ 312,551	\$ (223,529)	\$ (1,146,166)

School Board Budget Question #: 25-40

ARLINGTON PUBLIC SCHOOLS

MEMORANDUM

DATE: March 14, 2024
TO: Members of the School Board
VIA: Dr. Francisco Durán, Superintendent
FROM: Dr. Gerald R. Mann, Jr., Chief Academic Officer

BUDGET QUESTION: How many staff positions are moving temporarily (for one year) onto grant funds? This would be useful to know as we think ahead to the likely shortfall for FY26.

RESPONSE: The Office of Academics has moved three positions to grants. These moves were planned to be permanent as these grants allow for positions to be carried forward year after year.