

**REGULAR MEETING NO. 925**

**BOARD OF COOPERATIVE EDUCATIONAL SERVICES  
First Supervisory District, Erie County  
Wednesday, March 9, 2016**

Regular meeting of the Board of Cooperative Educational Services, First Supervisory District, Erie County, was held on Wednesday, March 9, 2016, at the Erie 1 BOCES Education Campus, West Seneca, New York. The meeting was called to order by Board President John Sherman at 4:00 p.m.

**Members Present:** John Sherman (President), Edward Cavan (Vice President), Judith Katz (via video conferencing), Raymond Carr, Janet MacGregor-Plarr, Mary J. Busse

Members Absent: Andrew Loeb

**Others Present:**

Lynn Fusco District Superintendent/CEO, Carol Barber, Deputy Superintendent/COO; Jim Fregelette, Executive Director for Finance and Information Systems (via video conferencing); Nancy Bojanowski, Executive Director Human Resources Services & Professional Development; Melody Jason, Executive Director of Instructional Services; Candace Reimer, Director of Communications Services; EPEA: Marie Szabla, Amy Kielaszek

Mike Capuana, Director of CTE shared new initiatives for Middle School students with the Board of Education Members. The goal is to reach out to students before they enter High School. Minecraft Challenge and Girls Gone STEM are two new programs added to our "Taste of Tech", Middle School CTE Mods and "Summer at the Center" programs.

Mr. Cavan moved, seconded by Mrs. Plarr, to approve the draft of the regular meeting minutes No. 924, dated February 10, 2016.

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

Mrs. Plarr moved, seconded by Mrs. Katz, to approve the Treasurer's Report dated January 31, 2016. (attachment D1a)

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

Mr. Carr moved, seconded by Mrs. Plarr, to accept the Monthly Contract Adjustment Summary as of February 23, 2016 for the March 2015-16 billing.

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

Mrs. Plarr moved, seconded by Mr. Carr, to approve the 2015-2016 Budget Transfers/ Decreases/ Increases for the period of January 8, 2016 to February 4, 2016.

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

**PRESENTATION**

**APPROVAL OF  
REGULAR  
MEETING  
MINUTES No. 924**

**TREASURER  
REPORT**

**MONTHLY  
CONTRACT  
ADJUSTMENTS**

**BUDGET  
TRANSFERS/  
INCREASES/  
DECREASES**

Mr. Cavan moved, seconded by Mrs. Plarr, to adopt the following resolutions for the 2015 -2016 school year.

**ALDEN CENTRAL SCHOOL DISTRICT**

WHEREAS, The Board of Cooperative Educational Services, First Supervisory District, Erie County, New York ("Board") finds it necessary to install additional support hardware under Common Set of Learning Objectives to meet the needs of the school district, and

WHEREAS, the Board has evaluated and reviewed the project expansion which will function at Alden Central School District and will enhance the project currently supported by the Erie 1 BOCES, and

WHEREAS, the above referenced evaluation has produced a decision that the additional support hardware and software meets all specifications, and

WHEREAS, the current outright purchase of the support hardware is not possible within the current fiscal budget; therefore

BE IT RESOLVED, that the Board authorizes the administration to enter into a Financial Agreement (IPA) for a three-year term for the additional support hardware in an amount not to exceed \$110,943.

**BROCTON CENTRAL SCHOOL DISTRICT**

WHEREAS, The Board of Cooperative Educational Services, First Supervisory District, Erie County, New York ("Board") finds it necessary to install additional network printers under Common Set of Learning Objectives and Management Services to meet the needs of the school district, and

WHEREAS, the Board has evaluated and reviewed the project expansion which will function at Brocton Central School District and will enhance the project currently supported by the Erie 1 BOCES, and

WHEREAS, the above referenced evaluation has produced a decision that the additional network printers meet all specifications, and

WHEREAS, the current outright purchase of the network printers is not possible within the current fiscal budget; therefore

BE IT RESOLVED, that the Board authorizes the administration to enter into a Financial Agreement (IPA) for a five-year term for the additional network printers in an amount not to exceed \$38,333.

**WEST SENECA CENTRAL SCHOOL DISTRICT**

WHEREAS, The Board of Cooperative Educational Services, First Supervisory District, Erie County, New York ("Board") finds it necessary to install additional network printers under Common Set of Learning Objectives to meet the needs of the school district, and

**INSTALLMENT  
PURCHASE  
AGREEMENT –  
ALDEN CENTRAL  
SCHOOL  
DISTRICT**

**INSTALLMENT  
PURCHASE  
AGREEMENT –  
BROCTON  
CENTRAL  
SCHOOL  
DISTRICT**

**INSTALLMENT  
PURCHASE  
AGREEMENT –  
WEST SENECA  
CENTRAL  
SCHOOL  
DISTRICT**

WHEREAS, the Board has evaluated and reviewed the project expansion which will function at West Seneca Central School District and will enhance the project currently supported by the Erie 1 BOCES, and

WHEREAS, the above referenced evaluation has produced a decision that the additional network printers meet all specifications, and

WHEREAS, the current outright purchase of the network printers is not possible within the current fiscal budget; therefore

BE IT RESOLVED, that the Board authorizes the administration to enter into a Financial Agreement (IPA) for a three-year term for the additional network printers in an amount not to exceed \$9,057.

**WILLIAMSVILLE CENTRAL SCHOOL DISTRICT**

WHEREAS, The Board of Cooperative Educational Services, First Supervisory District, Erie County, New York ("Board") finds it necessary to install additional support hardware under Common Set of Learning Objectives to meet the needs of the school district, and

WHEREAS, the Board has evaluated and reviewed the project expansion which will function at Williamsville Central School District and will enhance the project currently supported by the Erie 1 BOCES, and

WHEREAS, the above referenced evaluation has produced a decision that the additional support hardware and software meets all specifications, and

WHEREAS, the current outright purchase of the support hardware is not possible within the current fiscal budget; therefore

BE IT RESOLVED, that the Board authorizes the administration to enter into a Financial Agreement (IPA) for a three-year term for the additional support hardware in an amount not to exceed \$300,186.

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

Mr. Cavan moved, seconded by Mrs. Plarr, to approve the NY44 Trust 12-month lease commencing on July 1, 2016, and ending June 30, 2017 for \$23,333.40 (\$13.41/sq.ft.). Monthly payments will be \$1,944.45.

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

Mr. Cavan moved, seconded by Mrs. Plarr, to approve the bid actions per the recommendation of the Purchasing Manager.

**1. Athletic Field Conditioner**

The recommendation is to award this bid to SiteOne (formerly John Deere Landscapes) as being the lowest responsible and responsive bidder meeting all product specifications. The final dollar value of this bid will be based on the purchase quantities of the component school districts participating in this cooperative bid. The estimated value of the award is \$10,000 based on average

**INSTALLMENT  
PURCHASE  
AGREEMENT -  
WILLIAMSVILLE  
CENTRAL  
SCHOOL  
DISTRICT**

**NY44 TRUST  
LEASE  
AGREEMENT**

**BID ACTIONS**

district usage from previous years.

Item Description (All are 50 lb. bags)	Andre & Son	Lakeside	Pioneer	Professional Turf	SiteOne (John Deere)
TURFACE™ Game Saver or equal	\$ 9.90	\$ 9.50	\$ 11.80	\$ 9.55	\$ 9.25
TURFACE™ All Sport or equal	\$ 9.90	\$ 9.50	\$ 11.55	\$ 9.90	\$ 9.43
TURFACE™ Pro League Heritage Red or equal	\$ 14.00	\$ 13.20	\$ 18.00	nb	\$ 13.90

**2. Processed Food Commodities**

Award contracts to the listed distributors as being the lowest bids meeting product specifications per commodity/food processor groups. Since purchases depend on available federal funding, the following awards are based on quantity estimates for FY2017.

**CATEGORY: NET OFF INVOICE (NOI) CATEGORY: FEE FOR SERVICE (FFS)**

<u>Vendor</u>	<u>Total Cost</u>	<u>Vendor</u>	<u>Total Cost</u>
Big Apple	\$4,789	Maple Leaf/Big Apple*	\$223,928
Maplevale	\$158,168	Maplevale	\$54,537
Maple Leaf	\$63,914		
Sysco	\$367,461		

\* Vendors tied in pricing on several items; school districts’ option on selection of vendor for purchases

**E-RATE BID AWARDS**

**1. Basic Maintenance of Internal Connections**

Award contracts to the following vendors as being the lowest responsible and responsive bidders meeting specifications.

<u>Manufacturer</u>	<u>Distributor</u>	<u>Equipment</u>	<u>Bid</u>
Aruba	MAC Source	Network Maintenance	\$102,481
Avaya/Nortel	Ronco	Network Maintenance (includes resident engineer)	\$373,753
Cisco	Annese	Network Maintenance (see note below)	\$824,309
Meru	Fronrunner	Network Maintenance (see note below)	\$40,000

Note on Bid for Meru Maintenance

No bids were received for this group. Therefore, it is recommended to award a contract to the current vendor Frontrunner using NYS contract.

Note on Bid for Cisco Maintenance

Bids were received from Annese and SHI. The bid received from SHI did not include all part #'s as required and was therefore incomplete. SHI also modified the bid response form.

**2. High Speed Telecommunications Services****(1) Bath School District**

The Bath School District has decided that a 1 GB lit fiber circuit is sufficient for the level of service required. Therefore, it is hereby recommended that a contract be awarded to Empire at the submitted bid of \$72,000 for a 20 year total (Four 5 year options). The first 5 year total would be priced at \$18,000 if that option is selected. One other bid was received by Time Warner at a bid price of \$92,400 for a 20 year total.

**(2) Cattaraugus Little Valley School District**

One bid was received from Windstream and it was not for the service requested. Therefore, since there are no valid bids received that met specifications, it is hereby recommended that no award be made.

**(3) Clarence School District**

The districted has been consulted regarding the level of service they would meet their telecommunications requirements at 10 Gigabit lit fiber service. Based on that input from the district, it is hereby recommended to offer a contract to the sole bidder Time Warner at the submitted bid price of \$510,000 for a 20 year total (Four 5 year options). The first 5 year total would be priced at \$150,000 if that option is selected.

**(4) Jasper Troupsburg School District**

The districted has been consulted regarding the level of service they would meet their telecommunications requirements or 2 sites at 1Gigabit lit fiber service. Based on that input from the district, it is hereby recommended to offer a contract to the sole bidder Time Warner at the submitted bid price of \$159,000 for a 20 year total (Four 5 year options). The first 5 year total would be priced at \$20,000 if that option is selected.

**3. Internal Connections**

Award contracts to the following vendors as being the lowest responsible and responsive bidders meeting specifications.

<u>Manufacturer</u>	<u>Distributor</u>	<u>Equipment</u>	<u>Bid</u>
Aruba	MAC Source	Network Maintenance	\$102,481
Avaya/Nortel	Ronco	Network Maintenance (includes resident engineer)	\$373,753

Cisco	Annese	Network Maintenance (see note below)	\$824,309
Meru	Frontrunner	Network Maintenance (see note below)	\$40,000

Note on Bid for Meru Maintenance

No bids were received for this group. Therefore, it is recommended to award a contract to the current vendor Frontrunner using NYS contract.

Note on Bid for Cisco Maintenance

Bids were received from Annese and SHI. The bid received from SHI did not include all part #'s as required and was therefore incomplete. SHI also modified the bid response form.

#### **4. High Speed Telecommunications Service**

##### **(1) Bath School District**

###### E-rate Bid E16-TBA024

- Bid Opening: February 4, 2016 (one vendor attendee- Time Warner)
- Bid advertised in the Buffalo News
- Bid posted on SLD web site
- Request for Bids notices issued to an e-rate certified block of 30 vendors
- Bid responses received from 4 vendors

###### Recommendation:

The Bath School District has decided that a 1 GB lit fiber circuit is sufficient for the level of service required. Therefore, it is hereby recommended that a contract be awarded to Empire at the submitted bid of \$72,000 for a 20 year total (Four 5 year options). The first 5 year total would be priced at \$18,000 if that option is selected. One other bid was received by Time Warner at a bid price of \$92,400 for a 20 year total.

##### **(2) Cattaraugus Little Valley School District**

One bid was received from Windstream and it was not for the service requested. Therefore, since there are no valid bids received that met specifications, it is hereby recommended that no award be made.

##### **(3) Clarence School District**

The districted has been consulted regarding the level of service they would meet their telecommunications requirements at 10 Gigabit lit fiber service. Based on that input from the district, it is hereby recommended to offer a contract to the sole bidder Time Warner at the submitted bid price of \$510,000 for a 20 year total (Four 5 year options). The first 5 year total would be priced at \$150,000 if that option is selected.

**(4) Jasper Troupsburg School District**

The districted has been consulted regarding the level of service they would meet their telecommunications requirements or 2 sites at 1Gigabit lit fiber service. Based on that input from the district, it is hereby recommended to offer a contract to the sole bidder Time Warner at the submitted bid price of \$159,000 for a 20 year total (Four 5 year options). The first 5 year total would be priced at \$20,000 if that option is selected.

**Internal Connections**

Award contracts to the following vendors that submitting the lowest bids and meeting specifications.

<u>Equipment Group</u>	<u>Service Provider</u>	<u>Low Bid</u>	<u>Other Bids</u>
Aruba	Frontrunner	\$5,083,547	\$5,822,779 (Meridian) \$7,063,580 (Frontier)
Avaya/Nortel	Ronco	\$5,373,070	\$5,544,991 (Meridian) \$7,629,335 (SHI)
Avaya/Nortel (see note below)	Meridan	\$103,502	\$237,109 (SHI) \$3,338 (Ronco)
Cisco (see note below)	Annese	\$3,647,564	
Meru	Frontrunner	\$327,939	sole bidder

**Note on Bid for Avaya/Nortel Equipment**

The price for item IC-067 submitted by Ronco was at a 98% discount off list price. Ronco confirmed via email this was an incorrect price and could not offer the item requested at that price. Therefore, the Ronco pricing cannot be accepted for that item. For all other items, the pricing from Ronco was the lowest price of all the bidders. Therefore, the recommendation is to award item IC-067 to Meridan at \$103,502 as the lowest bidder and all other Avaya items to Ronco as the lowest bidder.

**Note on Bid for Cisco Equipment**

Bids were received from Annese, Frontier, and SHI. The bid received from SHI did not include all part #'s as required and was therefore incomplete. SHI also modified the bid response form. Frontier did not include all part #'s as required and was therefore incomplete.

**BID REJECTION****1. Security Window Film Project**

Reject this bid due to the bids exceeding budget limits. The following bids were received and listed in bidder alphabetical order:

Bidder	Pricing				All Build
	Harkness	Potter	Ken-Ton	WFD	
Armoured One	\$ 69,953.50	\$ 140,901.50	\$ 42,305.50	\$ 26,043.70	\$ 279,200.00
Commercial Window Shield	\$ 14,730.00	\$ 22,868.00	\$ 9,512.00	\$ 6,488.00	\$ 53,598.00
Connecticut Window Film	-	-	-	-	\$ 67,950.00
Eastern Energy Control	\$ 15,300.00	\$ 30,000.00	\$ 9,400.00	\$ 6,100.00	\$ 57,700.00
Eastern Energy Control *	\$ 11,100.00	\$ 21,600.00	\$ 6,600.00	\$ 4,500.00	\$ 40,000.00
Northeast Window Tint	\$ 13,320.00	\$ 26,685.00	\$ 8,512.00	\$ 5,495.00	\$ 54,012.00
New England Security Film	\$ 42,793.00	\$ 48,168.00	\$ 20,052.00	\$ 9,451.00	\$ 120,464.00
Thermofilms	\$ 18,694.00	\$ 29,521.00	\$ 12,441.00	\$ 6,834.00	\$ 67,490.00

\* Optional pricing for product rated below specifications

**CONTRACT RENEWAL**

**1. Physical Therapy Services**

APOT has the relevant experience in education service, past work history with Erie 1 BOCES, staff credentials, and knowledge of students. APOT has performed their responsibilities to service the school districts’ physical therapy needs in a capable, responsive, and professional manner. APOT has agreed to no price increase in the upcoming fiscal year. It is therefore recommended to exercise the bid option and request Board approval to extend the current contract with APOT for upcoming 2016 summer program.

**BID AWARD REVOCATION**

**District Voice Services**

The recommendation is to rescind the bid award and retain the incumbent vendors Time Warner for the Olean school district and Finger Lakes Technologies Group for the Panama school district. All outstanding orders with Windstream have been cancelled.

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

Mr. Cavan moved, seconded by Mr. Carr, to accept the following donations: Schwinn stationary bike, value \$150, treadmill, value \$300, Gazelle elliptical machine, value \$100, ab workout machine, value \$50 and a Weight Machine, value \$2,500 for the Special Education Department.

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

Mr. Cavan moved, seconded by Mrs. Plarr, to approve the R&P Oak Hill, LLC Amendment to Lease for Building A and B. This is an additional 10-year term to lease the existing 111,400 square feet of floor space on the first and second floors of Buildings A and B, and additional 116,800 square feet of floor space in the

**DONATIONS**

**R&P OAK HILL  
AMENDMENT TO  
LEASE**



basement at 355 Harlem Road, West Seneca. The average rent increase during the 10-year period is under 2% per year. The terms of agreement specify the Landlord will perform \$365,000 worth of improvements, with the actual scope of work to be determined with the Tenant.

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

Mr. Cavan moved, seconded by Mrs. Busse, to approve the personnel actions/addendum per the recommendation of the District Superintendent/CEO. (Attachment D2)

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

Dr. Fusco shared with the BOE members that cabinet members are currently working on her entry plan and will share with them data and ideas in the future. She is also visiting leadership team meetings as part of her entry plan.

Mr. Carr moved, seconded by Mr. Cavan, to approve the Incidental Employment Agreements and Special Project Contracts and addendum per the recommendation of the District Superintendent. (Attachment F1)

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

The quarterly report of Trends and Accomplishments was shared with the Board of Education members.

Mr. Cavan moved, seconded by Mr. Carr, to approve the 2016-17 BOE Meeting schedule.

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

Dr. Fusco shared with the BOE members that she attended the Diversity meeting and was excited about the ideas of 3 Harkness students who also attended the meeting. The next diversity meeting will be held at the Harkness CTE.

Mr. Cavan moved, seconded by Mrs. Busse, to enter into Executive session at 5:00 to discuss collective negotiations, a Personnel matter and salary benefits.

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

Mr. Cavan moved, seconded by Mrs. Plarr, to return to regular session at 5:22 p.m.

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

Mr. Cavan moved, seconded by Mrs. Plarr, to approve the Confidential Managerial and Cabinet Exempt employees' salaries with Erie 1 BOCES Management Association Benefits for 2016-17.

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

**PERSONNEL  
ACTIONS/  
ADDENDUM**

**MISCELLANEOUS  
ITEMS**

**INCIDENTAL  
EMPLOYMENT  
AGREEMENTS  
AND SPECIAL  
PROJECT  
CONTRACTS/  
ADDENDUM**

**ERIE 1 BOCES  
SUMMARY OF  
ACTIVITY**

**2016-17 BOE  
MEETING DATES**

**MISCELLANEOUS  
ITEMS**

**EXECUTIVE  
SESSION**

**REGULAR  
SESSION**

**APPROVAL OF  
CONFIDENTIAL  
MANAGEMENT  
AND CABINET  
EXEMPT  
SALARIES**

**CONFIDENTIAL**

Mr. Cavan moved, seconded by Mrs. Plarr, to approve the Confidential Clerical salaries with AFSCME Local 2567 benefits for 2016-17.

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

Mrs. Katz moved, seconded by Mrs. Busse, that the meeting adjourned at 5:23 p.m.

6 Ayes                      0 Nays                      1 Absent                      Motion Carried.

**CLERICAL  
SALARIES**

**ADJOURNMENT**

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Denise Polanski  
District Clerk





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