ATTN: LUMEN SCHOLAR INSTITUTE

Greetings,

On June 30, 2024, the term of your Software as a Service (SaaS) agreement with Skyward will be expiring. The specific software covered under this agreement is listed on the following page.

You came to Skyward to become more efficient and deliver a better experience for your district. Hopefully, you've accomplished even more than you originally set out for.

It has been an exciting time for the Skyward family, and our goal remains the same: to provide you and your staff with the tools and support you need to foster a more efficient, successful, and enjoyable culture. Our state and federal compliance team will continue to ensure that the release of new updates to the software reflect any changes in your tracking and reporting requirements.

To aid your district budgeting, Skyward is offering a SaaS Renewal that locks in your district license fees for three years effective July 1, 2024. This amendment is an extension of the original agreement signed with Skyward and locks in a discounted rate for three more years. Please execute and return the enclosed SaaS Renewal Amendment by March 15, 2024 to protect your district's budget.

We greatly appreciate your business and look forward to continuing to support your needs for three more years.

Sincerely,
Skyward Sales Administration Department

Selection Page follows

Product	3-year offer* FY 2025 through FY 2027 (July 1, 2024 through June 30, 2027)	1-year offer* FY 2025 (July 1, 2024 through June 30, 2025)
Student Mngmt-Core Modules	$7.32	$8.05
LMS/One Roster API	$0.26	$0.29
New Student Online Enrollment	$2.09	$2.30
Professional Development Center - Student	$1,567.50/year	$1,724.25/year
Support - Student Suite	$2.09	$2.30

All rates presented are per student unless indicated as yearly.

Our district is electing (please check selection):

_____   **Three (3) year commitment with guaranteed pricing**
               If the three-year commitment is selected, please sign and return the enclosed Amendment.

_____   **One (1) year extension**
               One-year extension selected by:

DISTRICT REPRESENTATIVE:

_____   _____
Signature   Printed Name

_____   _____
Printed Title   Date Signed

Please return this selection page and the enclosed Amendment to take advantage of the three-year commitment by **March 15, 2024** to SalesDepartment@skyward.com

   This renewal offer includes Skyward products only. Any third-party product renewals will continue to be determined by third-party vendors.
   Student counts are gathered from corresponding state website data.

If you have additional questions, please contact Katie Karpinski, your Skyward Account Manager, at 800-236-7274.

AMENDMENT
TO
SAAS HOSTED LICENSE AGREEMENT

This Amendment to SaaS Software License Agreement ("Amendment") is made and entered into effective on July 1, 2024 (the "Effective Date), by and between **Skyward, Inc.**, a Wisconsin corporation with its principal offices located at 2601 Skyward Drive, Stevens Point, Wisconsin 54482 ("Skyward"), **Integrated Systems Corporation**, a Wisconsin corporation, with its principal offices located at 10325 North Port Washington Road, Mequon, Wisconsin 53092 ("ISCorp"), and **LUMEN SCHOLAR INSTITUTE**, an Utah K-12 public school ("Customer").

WHEREAS Skyward, ISCorp, and Customer previously entered into a SaaS Hosted Software License Agreement (the "Agreement"); and

WHEREAS, the initial term of said agreement expires on June 30, 2024 and Skyward, ISCorp, and Customer wish to extend the term of the Agreement for an additional three (3) years.

NOW, THEREFORE, Skyward, ISCorp, and Customer hereby amend the terms and conditions of the agreement to extend the term of the Agreement for an additional three (3) calendar years commencing immediately following the expiration of the initial term. The annual per student license fee for each of the three (3) calendar years of the extended term shall be as follows:

Product	3-year offer* FY 2025 through FY 2027 (July 1, 2024 through June 30, 2027)
Student Mngmt-Core Modules	$7.32
LMS/One Roster API	$0.26
New Student Online Enrollment	$2.09
Professional Development Center - Student	$1,567.50/year
Support - Student Suite	$2.09

All rates presented are per student unless indicated as yearly.

Skyward, ISCorp, and Customer hereby ratify and approve of the remaining terms and conditions of the Agreement as amended by this Amendment, and the Agreement shall continue in full force and effect, as amended by this Amendment.

Customer acknowledges commitment for the entire three (3) year term referenced above. In the event Customer voluntarily terminates the Agreement prior to the expiration of the above referenced three (3) year term, then Customer shall be responsible for the remaining license fees due to Skyward pursuant to this Amendment. Provided, however, the foregoing shall not apply in the event the Agreement is terminated by Customer as a result of a default by Skyward.

Signature Page follows

LUMEN SCHOLAR INSTITUTE

AMENDMENT
TO
SAAS HOSTED LICENSE AGREEMENT

The undersigned have hereby agreed to the terms and conditions of this amendment as of the date first above written.

CUSTOMER: SKYWARD, INC.:

_____   _____
Signature   Signature

                                                  Chris Casey
_____   _____
Printed Name   Printed Name

                                                  Sales Director
_____   _____
Printed Title   Printed Title

                                                  01/24/2024
_____   _____
Date Signed   Date Signed

INTEGRATED SYSTEMS CORPORATION

_____
Signature

Jeff Zillner
_____
Printed Name

VP Operations
_____
Printed Title

01/24/2024
_____
Date Signed

Lumen Scholar Institute
School Year 2024-2025
lumenscholar.org

AUGUST 2024

S	M	T	W	Th	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
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		15	2	2		19

SEPTEMBER 2024

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29	30					
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OCTOBER 2024

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20	21	22	23	24	25	26
27	28	29	30	31		
						18

YEAR AT A GLANCE

Date	Applies	Event
August 1	N/A	New Teachers/ Front Office Return
August 6	No School	All Non-CE Teachers Return
August 6-7	No School	Professional Development (Legislative Days)
August 8-9	No School	Student Conferences (Legislative Days)
August 12	K-12	Quarter 1 Begins
August 12-16	No Live Classes	Orientation Week
August 15	N/A	CE Teachers Return
August 19	K-12	Live Classes Begin
September 2	No School	Labor Day
October 11	K-12	Quarter 1 Ends
October 14-18	No School	Fall Break
October 21	K-12	Quarter 2 Begins
November 25-29	No School	Thanksgiving Break
December 20	K-12	Quarter 2 Ends
December 22-January 3	No School	Christmas Break
January 6	K-12	Quarter 3 Begins
January 8	K-12	Live Classes Begin
January 20	No School	Martin Luther King Jr. Day
February 17	No School	Presidents' Day
March 7	K-12	Quarter 3 Ends
March 10	K-12	Quarter 4 Begins
March 31-April 4	No School	Spring Break
May 15	K-12	Last Day of Live Classes
May 20	K-12	Quarter 4 Ends
May 20	K-12	Graduation
May 21-22	No School	Professional Development (Legislative Days)
May 28	N/A	All Non-CE Teachers Last Work Day

NOVEMBER 2024

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DECEMBER 2024

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						15

JANUARY 2025

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FEBRUARY 2025

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MARCH 2025

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APRIL 2025

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MAY 2025

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JUNE 2025

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JULY 2025

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13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

DAILY SCHOOL SCHEDULE

AM Kindergarten:

PM Kindergarten:

Grades 1-9:

Early Release Days

Board Approved Date

Lumen Scholar Institute 2024-2025

MONTH	STUDENT DAYS PER MONTH	FULL DAYS	EARLY RELEASE DAYS	TEACHER COMP DAYS	LEGISLATIVE PD DAYS	NEW TEACHERS ONLY WORK DAYS	ALL TEACHERS ONLY WORK DAYS	TEACHER DAYS PER MONTH
August	19	15	0	0	4	22	20	61
September	20	20	0	0	0	20	20	60
October	18	18	0	0	0	18	18	54
November	16	16	0	0	0	16	16	48
December	15	15	0	0	0	15	15	45
January	19	19	0	0	0	19	19	57
February	19	19	0	0	0	19	19	57
March	20	20	0	0	0	20	20	60
April	18	18	0	0	0	18	18	54
May	16	14	0	0	2	16	16	48
June	0	0	0	0	0	3	3	6
Total Days	180	174	0	0	6	186	184	550
Total Hours	990.00	957.00	0.00	0.00	33.00	N/A	N/A	N/A

CALENDAR CHECKLIST

1. Fill in the blank white spaces on the count template and edit the start/end times. The gray/blue spaces will auto-populate.
2. Verify that the total days and total hours meet requirements (exactly 180 days / 990 hours minimum). Kinder must be a minimum of 2 hrs/day (even short
3. Confirm days being used for teacher compensation days and legislative days and that they are clearly labelled.
4. Confirm Kindergarten assessment days. Can be at the beginning and/or the end (not the middle) for a maximum of 10 days.
5. Confirm new and returning teacher work days, compare to previous school year days, and note differences to HR and Director.
6. October 1 should be a regular day with no days off or field trips. If October 1st falls over a weekend, verify that the Friday / Monday is in session.
7. Remind Directors to leave a cushion for snow/emergency make-up days. Consider building in one snow day annually.
8. Check that Legislative Days are labeled and scheduled after the first day of school.
9. For multi-campus schools, determine which campus is the district campus and which calendar will serve as the district calendar.
10. Boards must approve calendar and it must be turned into R&C and HR by March 30 to send to USBE and posted on the school website.

STUDENT HOUR CALCULATIONS	STUDENT FULL DAYS	STUDENT EARLY RELEASE DAYS
Start	8:30 AM	0
End	3:00 PM	0
Elapsed Time	390.00	0.00
Passing Time	30	0
Lunch	30	0
Total Minutes	330.00	0.00
EMPLOYMENT AGREEMENT INFORMATION		
DAYS	NEW TEACHERS	RETURNING TEACHERS
Start Date	8/1/2024	08/06/2024
End Date	05/28/2025	05/28/2025
23-24 Work Days		
24-25 Work Days	550	364
Difference	550	364

USBE CALENDAR SUBMISSION	
Opening Institute:	08/06/2024
First Day:	08/12/2024
Fall Break:	10/14/2024-10/18/2024
Thanksgiving:	11/25/2024-11/29/2024
Winter Break:	12/23/2024-01/06/20025
Spring Break:	03/31/2025-04/04/2025
Other Non-School Da	08/06/2024-08/09/2024, 09/02/2024,
Last Day:	05/20/2025
Website Link:	https://lumenscholar.org/

Lumen Scholar Institute
School Year 2024-2025
lumenscholar.org

AUGUST 2024

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11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31
		15	2	2		19

SEPTEMBER 2024

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OCTOBER 2024

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27	28	29	30	31		
						18

NOVEMBER 2024

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24	25	26	27	28	29	30
						16

DECEMBER 2024

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22	23	24	25	26	27	28
29	30	31				
						15

JANUARY 2025

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FEBRUARY 2025

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23	24	25	26	27	28	
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MARCH 2025

S	M	T	W	Th	F	S
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2	3	4	5	6	7	8
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16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					20

APRIL 2025

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13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			
						18

MAY 2025

S	M	T	W	Th	F	S
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4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31
			14	2		16

JUNE 2025

S	M	T	W	Th	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

JULY 2025

S	M	T	W	Th	F	S
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6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

YEAR AT A GLANCE

Date	Grades	Event
August 1	N/A	New Teachers/ Front Office Return
August 6	No School	All Non-CE Teachers Return
August 6-7	No School	Professional Development (Legislative Days)
August 8-9	No School	Teacher Comp Days
August 12	K-12	Quarter 1 Begins
August 12-16	No Live Classes	Orientation Week
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September 2	No School	Labor Day
October 11	K-12	Quarter 1 Ends
October 14-18	No School	Fall Break
October 21	K-12	Quarter 2 Begins
November 25-29	No School	Thanksgiving Break
December 20	K-12	Quarter 2 Ends
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January 8	K-12	Live Classes Begin
January 20	No School	Martin Luther King Jr. Day
February 17	No School	Presidents' Day
March 7	K-12	Quarter 3 Ends
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May 28	N/A	All Non-CE Teachers Last Work Day

DAILY SCHOOL SCHEDULE

AM Kindergarten:

PM Kindergarten:

Grades 1-9:

Early Release Days

Board Approved Date

Lumen Scholar Institute 2024-2025

MONTH	STUDENT DAYS PER MONTH	FULL DAYS	EARLY RELEASE DAYS	TEACHER COMP DAYS	LEGISLATIVE PD DAYS	NEW TEACHERS ONLY WORK DAYS	ALL TEACHERS ONLY WORK DAYS	TEACHER DAYS PER MONTH
August	19	15	0	0	4	22	20	61
September	20	20	0	0	0	20	20	60
October	18	18	0	0	0	18	18	54
November	16	16	0	0	0	16	16	48
December	15	15	0	0	0	15	15	45
January	19	19	0	0	0	19	19	57
February	19	19	0	0	0	19	19	57
March	20	20	0	0	0	20	20	60
April	18	18	0	0	0	18	18	54
May	16	14	0	0	2	16	16	48
June	0	0	0	0	0	3	3	6
Total Days	180	174	0	0	6	186	184	550
Total Hours	990.00	957.00	0.00	0.00	33.00	N/A	N/A	N/A

CALENDAR CHECKLIST

1. Fill in the blank white spaces on the count template and edit the start/end times. The gray/blue spaces will auto-populate.
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3. Confirm days being used for teacher compensation days and legislative days and that they are clearly labelled.
4. Confirm Kindergarten assessment days. Can be at the beginning and/or the end (not the middle) for a maximum of 10 days.
5. Confirm new and returning teacher work days, compare to previous school year days, and note differences to HR and Director.
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8. Check that Legislative Days are labeled and scheduled after the first day of school.
9. For multi-campus schools, determine which campus is the district campus and which calendar will serve as the district calendar.
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End	3:00 PM	0
Elapsed Time	390.00	0.00
Passing Time	30	0
Lunch	30	0
Total Minutes	330.00	0.00
EMPLOYMENT AGREEMENT INFORMATION		
DAYS	NEW TEACHERS	RETURNING TEACHERS
Start Date	8/1/2024	08/06/2024
End Date	05/28/2025	05/28/2025
23-24 Work Days		
24-25 Work Days	550	364
Difference	550	364

USBE CALENDAR SUBMISSION	
Opening Institute:	08/06/2024
First Day:	08/12/2024
Fall Break:	10/14/2024-10/18/2024
Thanksgiving:	11/25/2024-11/29/2024
Winter Break:	12/23/2024-01/06/20025
Spring Break:	03/31/2025-04/04/2025
Other Non-School Da	08/06/2024-08/09/2024, 09/02/2024,
Last Day:	05/20/2025
Website Link:	https://lumenscholar.org/

School Improvement Plan (SIP) Review

Priority Goal 1

- **Goal:** 60% of Transfer students still enrolled at Lumen Scholar Institute in 10th grade will earn 90% of deficient credits for graduation by the end of the first semester of their senior year as measured by transcripts provided from our SIS.

Priority Goal 2

- **Goal:** 60% of transfer students will have at least 21/24 credits by the end of semester 1 of their senior year.
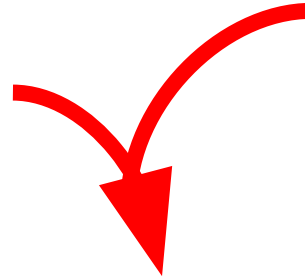
By Oct. 15, 2023, 70% of teachers will enter daily attendance data on time into SIS. **By Jan. 15, 2024, 80% teachers will enter daily attendance data on time o SIS.** By April 15, 2024, 90% of teachers will enter daily attendance data on time into SIS.

By Oct. 15, 2023, 70% of teachers will enter weekly gradebook data on time into SIS. **By Jan. 15, 2024, ^?% of teachers will enter weekly gradebook data on time to SIS.** By April 15, 2024, 90% of teachers will enter weekly gradebook data on time into SIS.

Teacher Marked Attendance (Live Classes)

Attendance Taken By Period		
Period	% Yes	% No
1	87%	13%
2	89%	11%
3	89%	11%
4	88%	12%
5	77%	23%
6	94%	6%
7	91%	9%
8	90%	10%
9	91%	9%
10	81%	19%
Grand Total	89%	11%

% Teacher Marked Attendance by Period Through 2/6/2024
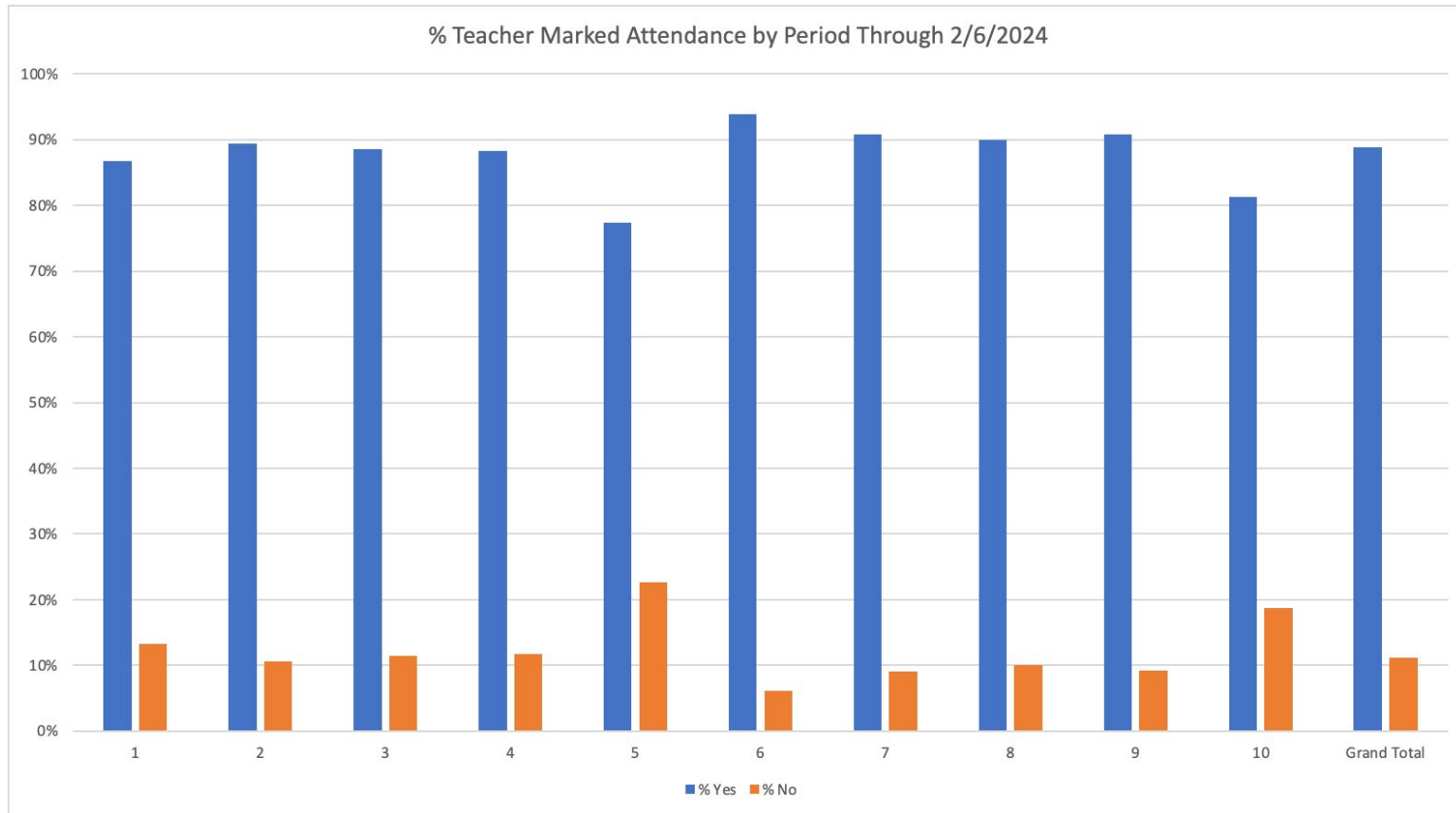
End of year SIP Goal is 90% or better

Teacher Marked Attendance (Live Classes)

% By Month		
Month	**% Yes**	**% No**
Aug	87%	13%
Sept	95%	5%
Oct	94%	6%
Nov	98%	2%
Dec	70%	30%
Jan	79%	21%
Total	**89%**	**11%**

% By Month
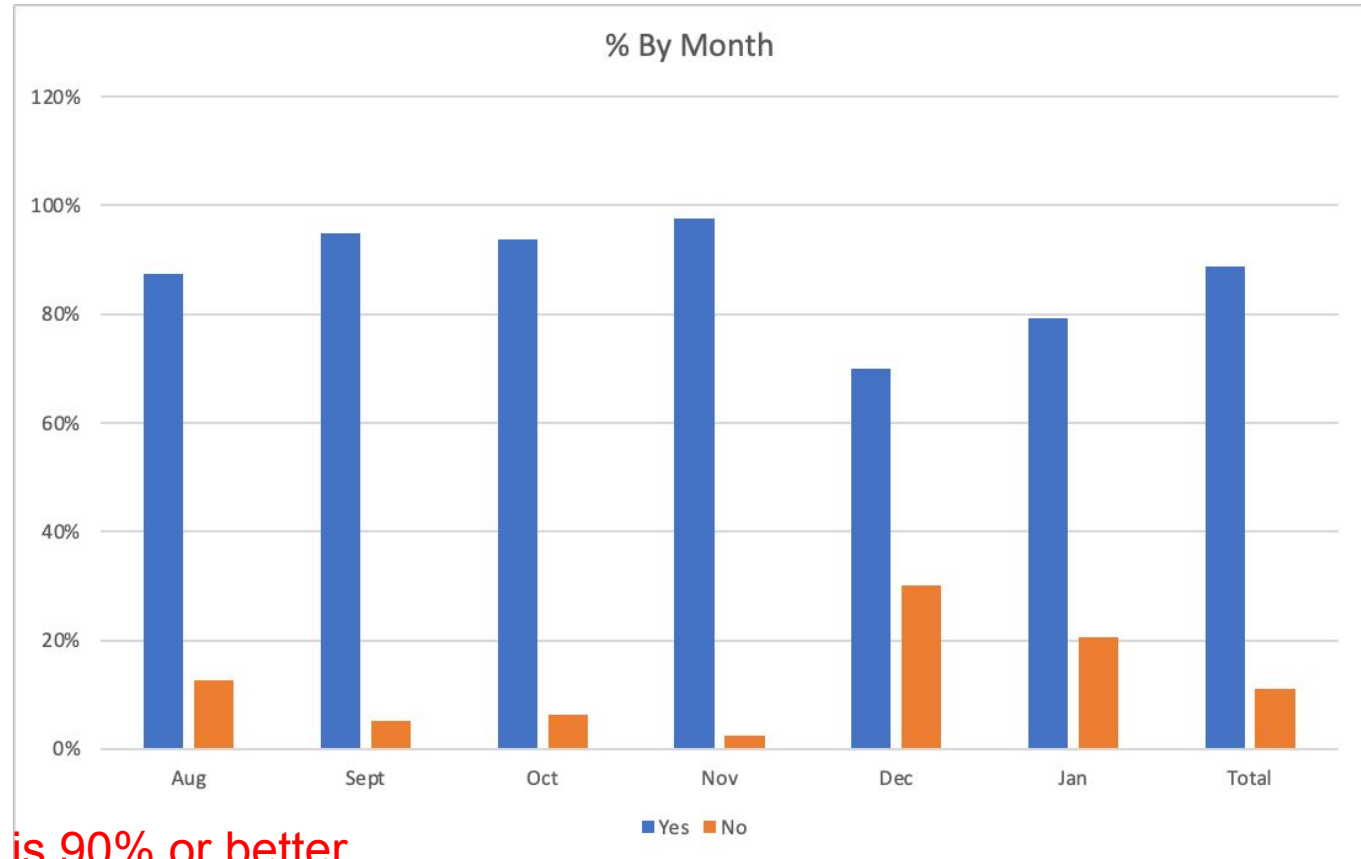
End of year SIP Goal is 90% or better

Friday Attendance (Gradebook timeliness)

Attendance Taken By Period Friday		
Period	% Yes	% No
1	68%	32%
2	76%	24%
3	72%	28%
4	75%	25%
5	60%	40%
6	71%	29%
7	74%	26%
8	78%	22%
9	64%	36%
10	61%	39%
Grand Total	72%	28%

% Teacher Marked Attendance by Period Through 2/6/2024
Friday Only
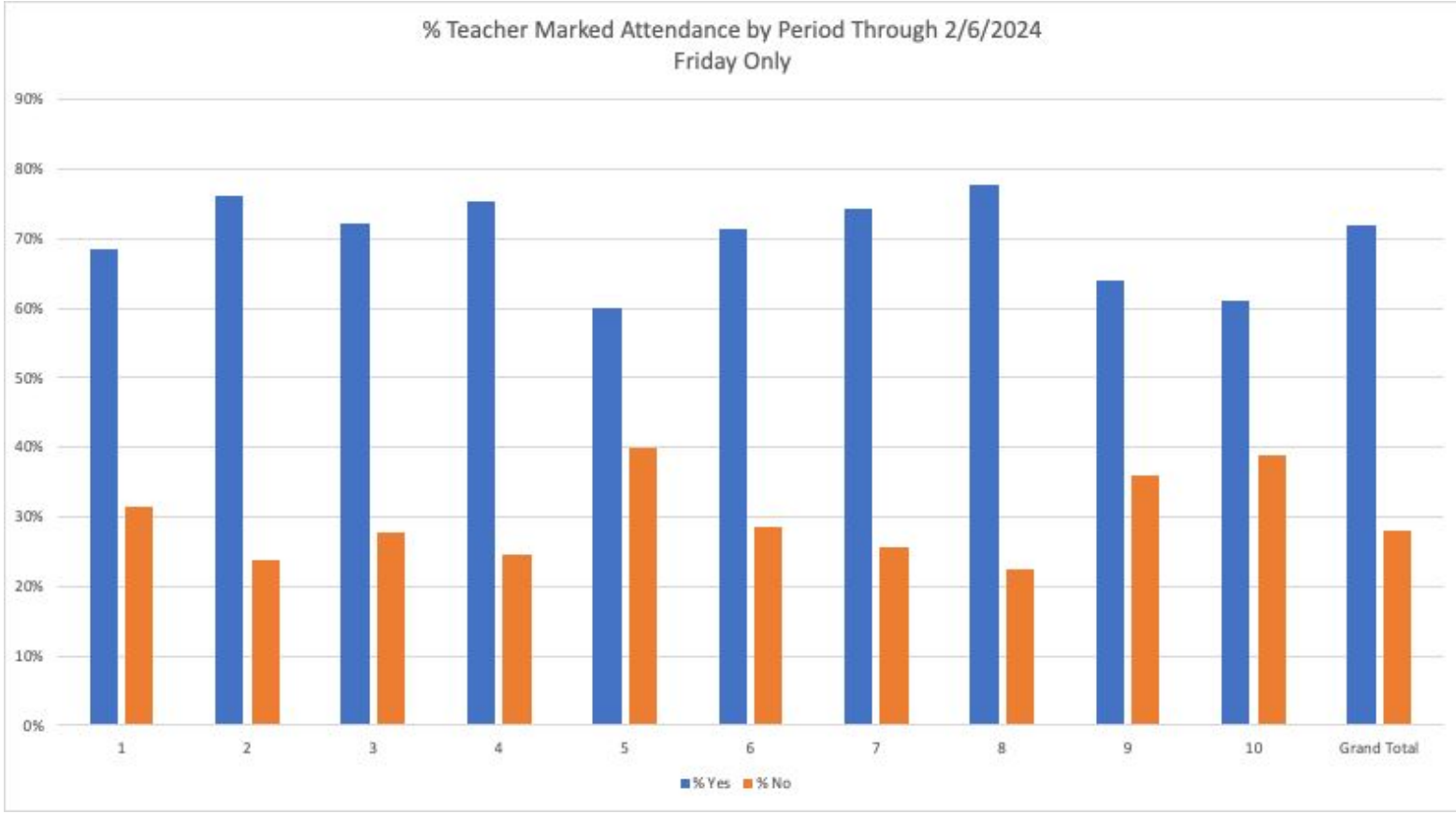
End of year SIP Goal is 90% or better

Friday Attendance (Gradebook timeliness)

| % By Month Friday Only		
Month	**% Yes**	**% No**
Aug	46%	54%
Sept	66%	34%
Oct	76%	24%
Nov	78%	22%
Dec	70%	30%
Jan	73%	27%
Total	**72%**	**28%**
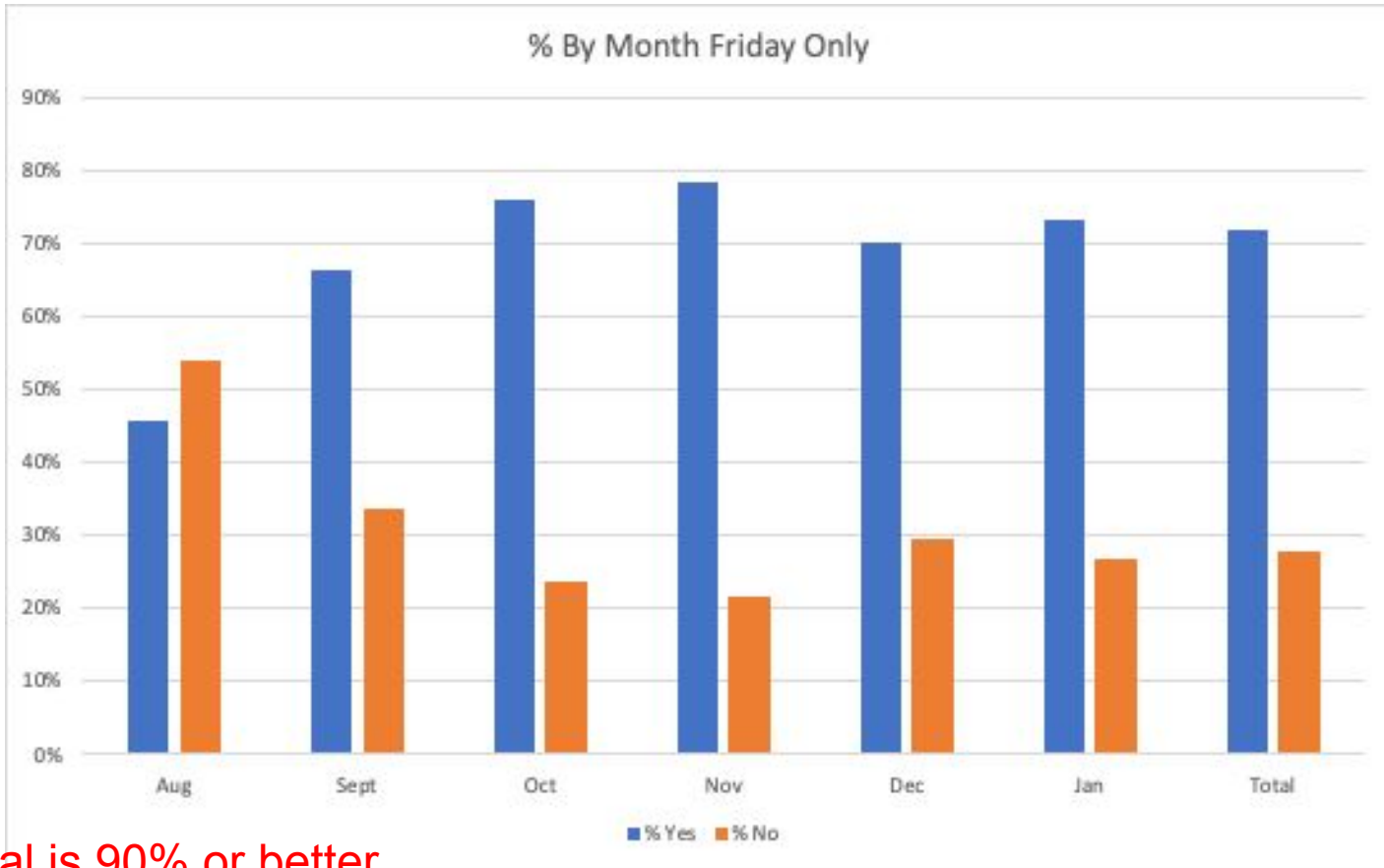
End of year SIP Goal is 90% or better

Class of 2024 Graduation Data Prior to Final Semester

By Number of Students

Years at Lumen (By end of 23-24)	Doe NOT have 21 Credits	Has at least 21 Credits	Grand Total
2	3	3	6
3	1	6	7
4	1	17	18
Grand Total	5	26	31

Of the 5, only 1 is not following a plan for graduation. We are still working with the one

CLASS OF 2024 GRADUATION DATA PRIOR TO FINAL SEMESTER
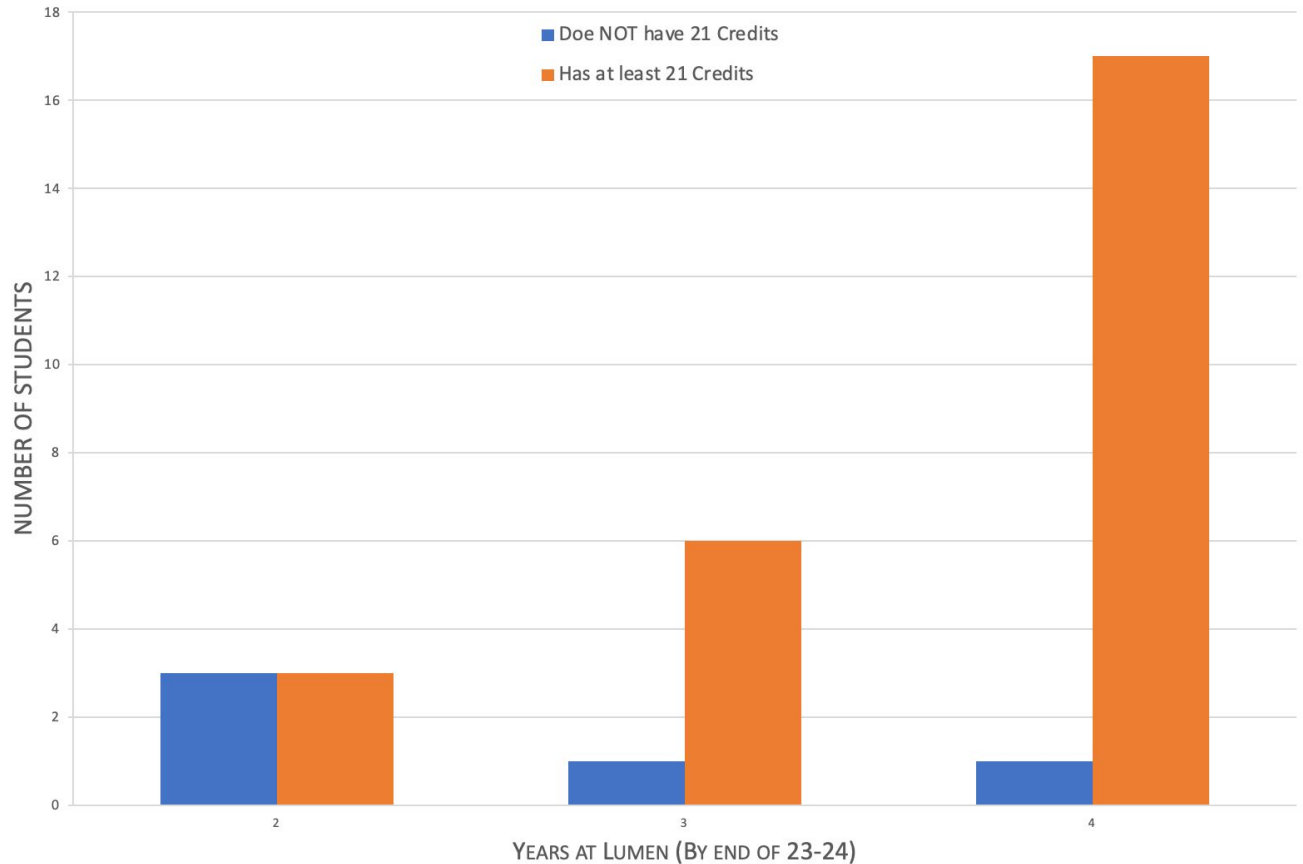
Legend:
- Doe NOT have 21 Credits
- Has at least 21 Credits

NUMBER OF STUDENTS (y-axis, 0 to 18)

YEARS AT LUMEN (BY END OF 23-24) (x-axis: 2, 3, 4)

Class of 2024 Graduation Data Prior to Final Semester

By % of Students

Years at Lumen (By end of 23-24)	Doe NOT have 21 Credits	Has at least 21 Credits	Grand Total
2	50%	50%	100%
3	14%	86%	100%
4	6%	94%	100%
Grand Total	16%	84%	100%

CLASS OF 2024 GRADUATION DATA PRIOR TO FINAL SEMESTER
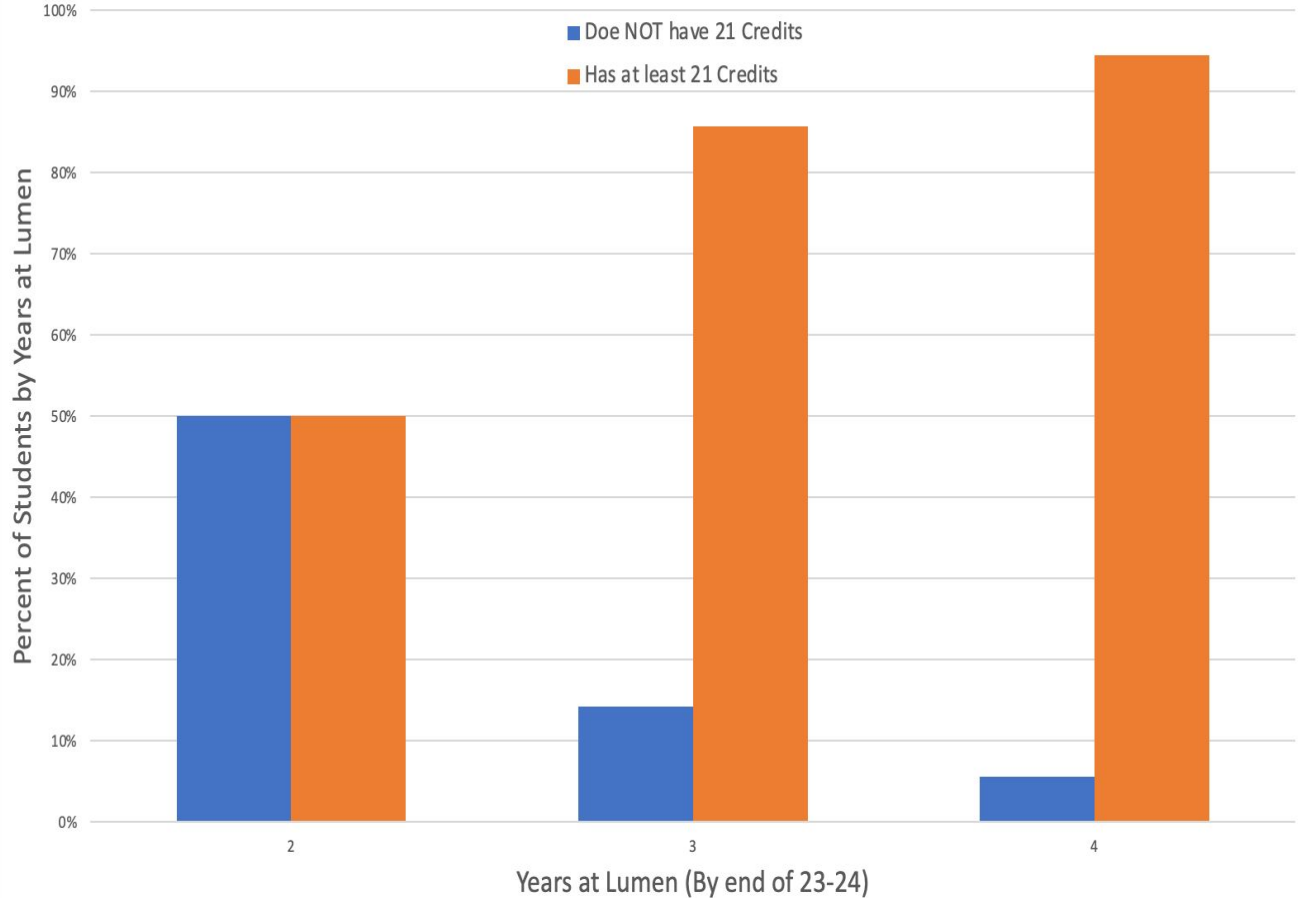
Class of 2024 Graduation Data Prior to Final Semester

By % of Students

Years at Lumen (By end of 23-24)	Doe NOT have 21 Credits	Has at least 21 Credits	Grand Total
Lumen	6%	94%	100%
Transfer	31%	69%	100%
Grand Total	16%	84%	100%
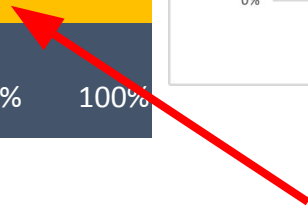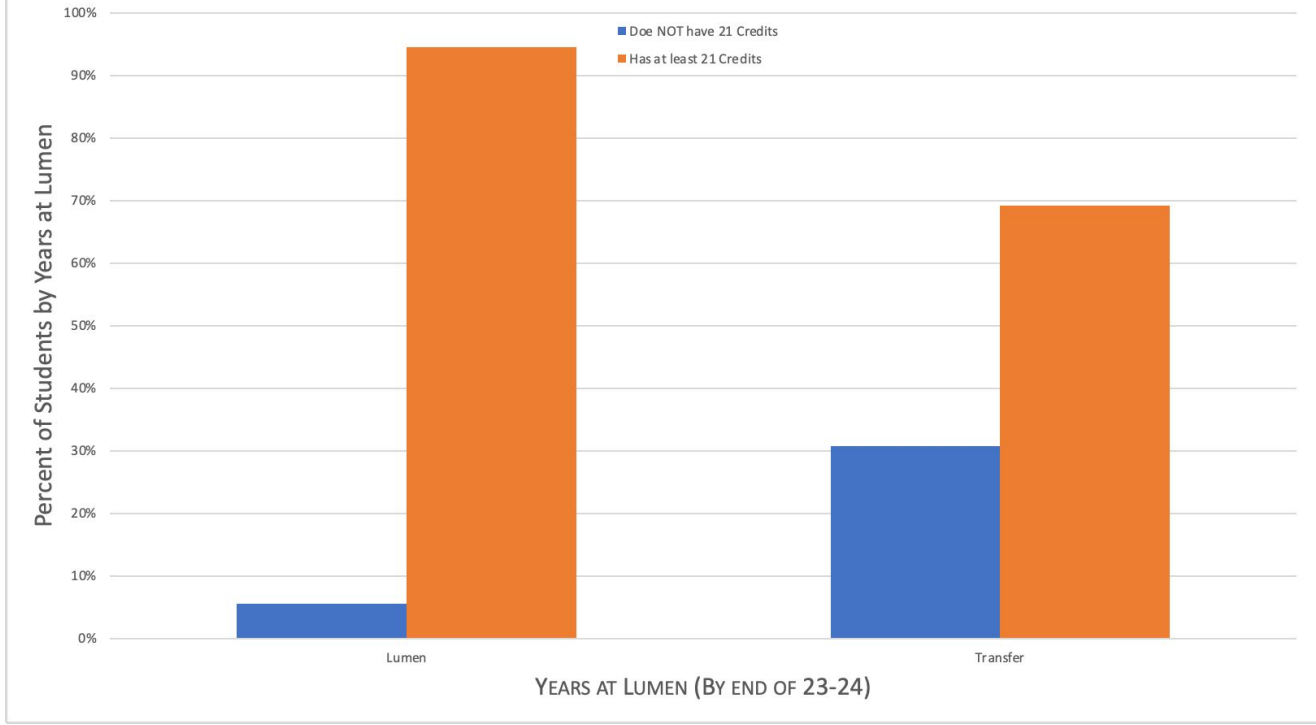
SIP Goal is 60%!

MEETING MINUTES

CLICK HERE TO WATCH THE LIVE BROADCAST.

Attendees

Voting Members

- Ms. Karen Aston, President
- Ms. Amber Wright, Treasurer
- Ms. Nancy Willison, Board Member
- Ms. Nicole de la Vega, Board Member

Excused Members

- Ms. Rachel Skinner, Vice President

Others In Attendance:

- Kristy Gordon, Chief Administrative Officer
- Jonathan Seal, Director Grades 9-12
- Amy Hart, Director Grades K-8
- Dawn Benke
- Ken Jeppesen
- Hannah Dorius
- Hannah Jones

1. **Board Meeting Welcome and Roll Call**

   Karen Aston called the meeting to order at 3:04PM

2. **Pledge of Allegiance**

3. **Public Comment**

   There was no public comment.

4. **Audit Presentation & Training**

   Ken Jeppesen joined the meeting at 3:07PM.

Ken Jeppesen presented the Audit Report. The audit went smoothly and no issues were reported back. The audit was performed under government standards. Ken Jeppesen presented several tables and charts showcasing the findings from the audit and provided a description of depreciation standards to the board. The original, amended, and actual budgets were similar as of June 30, 2023. The board had no questions regarding the audit.

Ken Jeppesen left the meeting at 3:18PM.

5. **Consent Calendar**

   a. **December 14, 2023 Board Meeting and Closed Session Minutes**

      <u>Motion:</u> I move to approve the December 14, 2023 Board Meeting Minutes with the changes discussed.

      <u>Motion made by:</u> Ms. Amber Wright
      <u>Motion seconded by:</u> Ms. Nancy Willison
      <u>Voting:</u>
      Ms. Karen Aston - Yes
      Ms. Amber Wright - Yes
      Ms. Nancy Willison - Yes
      Ms. Nicole de la Vega - Yes

6. **Reports**

   a. **Administrative Report**

      Kristy Gordon presented a portion of the Administrative Report. Administration is focusing on credit recovery for graduating seniors. A new credit recovery platform was introduced for second semester and has 27 students enrolled. The school has identified at-risk students and connected them with case managers lend support and to ensure they are on track to graduate. Lumen Scholar Institute currently has a waiting list of 30 students for next year. Jonathan Seal reviewed the exit data information over the past year. Most students that leave the school are returning to their local schools. Retention is a focus of the administration. Amy Hart reviewed the benchmark assessments for math and reading across different grades. The assessment scores are improving as the school year progresses. Jonathan Seal reviewed the results from the student end-of-semester survey.

   b. **Finance Report**

      Dawn Benke presented the Finance Report. The Statement of Activities and Statement of Financial Position were presented to the board. The budget is on track with the school year being 53% over. Enrollment numbers are up and benefitting the budget. Federal funding is currently low, but that is expected, and reimbursement funds are expected to trickle in. Operating cash has increased from 12/31/2022.

7. **Board Business**

    a. **School LAND Trust FY23 Report**

    Amy Hart shared the results from the School LAND Trust Plan Report FY23. The first goal was to improve student reading literacy in kindergarten through 8th grades with 7th and 8th grades as the target population. The students showed typical or excelling progress. The 2md goal was to increase student math progress toward grade level in 5th through 8th grades, using 6th and 7th grades as the target population. About 80% of students made typical progress by the end of the year.

    Motion: I move to approve the School LAND Trust FY23 Report.

    Motion made by: Ms. Nancy Willison
    Motion seconded by: Ms. Amber Wright
    Voting:
    Ms. Karen Aston - Yes
    Ms. Amber Wright - Yes
    Ms. Nancy Willison - Yes
    Ms. Nicole de la Vega - Yes

    b. **PTIF Resolution**

    Dawn Benke presented the need for a PTIF Resolution to be approved by the board. The PTIF account receives 5.5% interest and the cash in the account is liquid. The board asked if the account is insured by the Federal Reserve. The account is not insured through the Federal Reserve but through the State of Utah.

    Motion: I move to approve the PTIF Resolution.

    Motion made by: Ms. Amber Wright
    Motion seconded by: Ms. Nancy Willison
    Voting:
    Ms. Karen Aston - Yes
    Ms. Amber Wright - Yes
    Ms. Nancy Willison - Yes
    Ms. Nicole de la Vega - Yes

    c. **Calendaring**

8. **School LAND Trust Council**

9. **Adjourn**

    Motion: At 4:06PM I make a motion to adjourn.

    Motion made by: Ms. Nancy Willison
    Motion seconded by: Ms. Karen Aston
    Voting:

Ms. Karen Aston - Yes
Ms. Amber Wright - Yes
Ms. Nancy Willison - Yes
Ms. Nicole de la Vega - Yes

Lumen Scholar Institute
Statement of Activities
Created on February 10, 2024
For Prior Month

	Annual June 30, 2024	Year-to-Date January 31, 2024	
	Budget	Actual	% of Budget
Net Income			
Income			
Revenue From Local Sources	25,000	39,368	157.5 %
Revenue From State Sources	4,295,184	3,038,183	70.7 %
Revenue From Federal Sources	136,025	23,306	17.1 %
Total Income	4,456,209	3,100,857	69.6 %
Expenses			
Instruction/Salaries	2,679,513	1,288,982	48.1 %
Employee Benefits	456,841	189,087	41.4 %
Purchased Prof & Tech Serv	479,000	254,807	53.2 %
Purchased Property Services	198,600	109,290	55.0 %
Other Purchased Services	144,670	74,935	51.8 %
Supplies & Materials	471,301	363,896	77.2 %
Debt Services & Miscellaneous	4,077	1,976	48.5 %
Total Expenses	4,434,002	2,282,973	51.5 %
Total Net Income	**22,207**	**817,884**	**3,683.0 %**

Lumen Scholar Institute
Statement of Financial Position
Created on February 10, 2024
For Prior Month

	Period Ending 01/31/2024 Actual	Period Ending 01/31/2023 Actual
Assets & Other Debits		
Current Assets		
Operating Cash	2,398,098	1,915,536
Accounts Receivables	4,030	5,357
Other Current Assets	0	5,366
Total Current Assets	2,402,128	1,926,259
Net Assets		
Fixed Assets	700,711	608,390
Depreciation	(266,762)	(165,237)
Total Net Assets	433,949	443,153
Total Assets & Other Debits	**2,836,077**	**2,369,412**
Liabilities & Fund Equity		
Current Liabilities	6,939	10,677
Long-Term Liabilities	274,772	385,201
Fund Balance	1,736,482	1,895,992
Net Income	817,884	77,542
Total Liabilities & Fund Equity	**2,836,077**	**2,369,412**

Class Technologies

Proposal

Prepared For: Lumen Scholar Institute
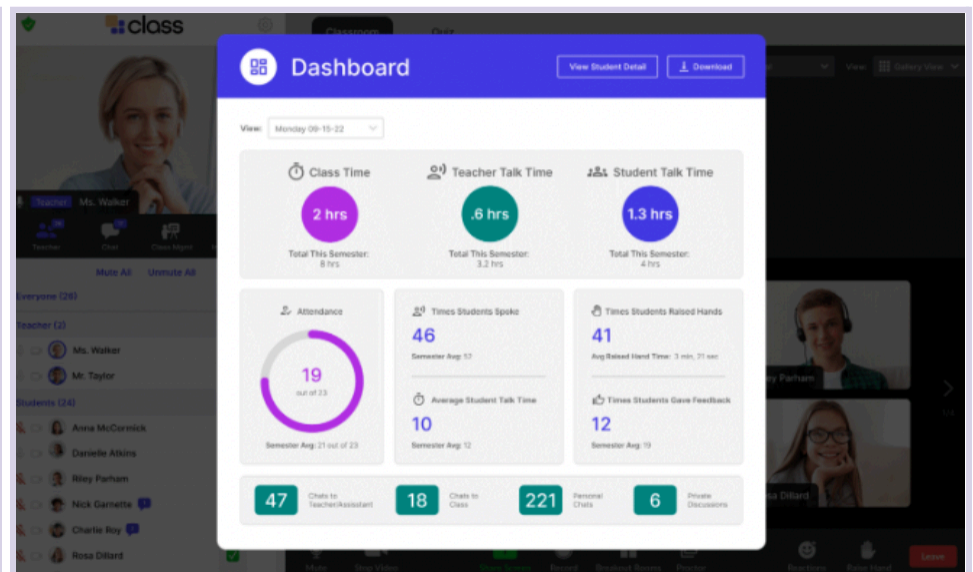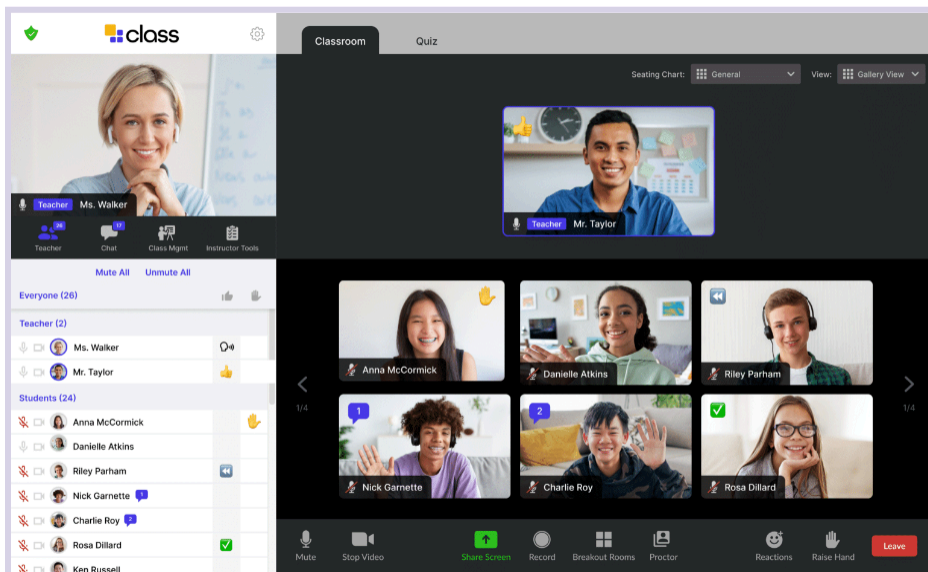
Date: February 9, 2024

Class Contact: Christy O'Glee, christy.oglee@class.com, c: (214) 808-6319 (call or text)

Fees and Pricing:

Option 1: Prorated + 3 year upfront payment

- Allows your team to familiarize themselves with Class, receive proper training, and adapt to the upcoming solution adoption smoothly in a prorated period
- Includes a schedule of comprehensive training sessions for your team members, ensuring they are fully equipped to utilize Class to its fullest potential.
- Training is catered to Lumen Scholar (see training descriptions)
- Aligns you to fiscal year upon renewal
- Allows for full implementation and change management over time to ensure stability of engagement for students through 26/27 school year
- Discount gives you 23/24 SY at no cost, and discounts years 2 and 3 to current pricing

PRODUCT/SERVICE	Tier and # of Students	Prorated Period of Initial Term Fees (upon execution-June 30, 2024)	Year 1 of Initial Term Fees (July 1, 2024-June 30, 2025)	Year 2 of Initial Term Fees (July 1, 2025-June 30, 2026)	Year 3 of Initial Term Fees (July 1, 2026-June 30, 2027)
Class (for Zoom) subscription license (annual fee) includes: ● **Class Standard Support** ● **Class Standard Implementation** ● **Class Storage (50GB) if needed**	**Tier 1: up to 500 students**	**$3,166**	**$9,500**	**$9,975**	**$10,474**
Training		**$5,000**			
Discount		($4,615)			
Total Fees		$33,500			

*Any additional fees for overages shall be applied based upon Class analysis of Usage Data.

Option 2: Prorated + Annual

- Allows your team to familiarize themselves with Class, receive proper training, and adapt to the upcoming solution adoption smoothly
- Includes a schedule of comprehensive training sessions for your team members, ensuring they are fully equipped to utilize Class to its fullest potential.
- Aligns with your fiscal year for renewal

PRODUCT/SERVICE	Tier and # of Students	Prorated Period of Initial Term Fees (upon execution-June 30, 2024)	Year 1 of Initial Term Fees (July 1, 2024-June 30, 2025)
Class (for Zoom) subscription license (annual fee) includes:	**Tier 1: up to 500 students**	**$3,166**	**$9,500**

Class Standard Support **Class Standard Implementation** **Class Storage (50GB) if needed**			
Training		$5,000	
Total Fees		$17,666	

Option 3: Annual

- Standard 12-month contract with premium training

PRODUCT/SERVICE	Tier and # of Students	Year 1 of Initial Term Fees (12 months)
Class (for Zoom) subscription license (annual fee) includes: **Class Standard Support** **Class Standard Implementation** **Class Storage (50GB) if needed**	**Tier 1: up to 500 students**	$9,500
Training		$5,000
Total Fees		$14,500

Training Description:

Annual Instructor Training includes:
   A.   **10 hours of Dedicated Hands-On Training per year**
   For Instructors and/or Trainers:

•Class Fundamentals - *The Basics of Using Class*

•Class Advanced Tools - *Collaboration Tools, Breakout Rooms, and Proctor View Deep Dive*

•Class Course Design - *Building Your Class*

   B.   **On-Demand Online Training**
   Access to Class videos and self-practice guides for each feature of Class to provide in-depth knowledge of all the functionality available to all instructors all the time.

C.   **Ongoing Live Training available on a bi-weekly basis**
                            For Instructors: Standard Courses

- Class 101: Instructor Essentials

- Class 102: Creating Engagement

- Class 103: Advanced Functionality

Premium Instructor Training (One time- upon implementation):

A.   Day 1 (4hrs):
- Map current training flows to Class.
- Create initial course in Class.
- End with a ready-to-use course.

B.   Day 2 (4hrs):
- Refine Class with practice.
- Integrate custom enhancements like whiteboards, LMS workflows.

C.   Scoping Session (2hrs):
- Scoping call with your dedicated Class Trainer to tailor Class to your specific training needs