



VIRGINIA BEACH CITY PUBLIC SCHOOLS
CHARTING THE COURSE

MEMORANDUM

TO: Carla A.B. Smith, CPPO, CPPB
Director, Office of Procurement Services

FROM: Kipp D. Rogers, Ph.D., Chief Academic Officer 
Lorena L. Kelly, Ph.D., Executive Director, Elementary Teaching and Learning 
Cari A. Hall, Language Arts Coordinator

VENDOR: 95 Percent Group, LLC

DOLLAR AMOUNT: \$30,250.00

DATE: May 23, 2023

This memorandum is to certify that 95 Percent Group, LLC is the sole provider of Sound Wall Starter Packs. Sound walls support students' foundational literacy skills by focusing on the articulation of sounds and various letter patterns that represent the sounds in words. Sound walls are a tool for students to use when problem solving when reading and writing words. Reading is a process that requires knowing the sounds and the print. A sound wall is a pathway for students to make sense of how print represents those sounds. Sound walls are based on the science of reading research. The program is research-based and written in accordance with current reading research in the science of reading.

The implementation of sound walls in all K-2 classrooms support Compass to 2025 Goal 1: Educational Excellence, Strategy 2: Further integrate reading and writing across the curriculum and implement a plan for monitoring and improving achievement in these areas.

This purchase will be funded by federal dollars of the total purchase price, \$30,250.00 is being funded by the FY23 ARP Unfinished Learning ESSER III award that has an FY23 budget of \$1,747,783.00. If you need additional information, please contact Cari Hall via email Cari.Hall@vbschools.com.


Carla Smith (May 25, 2023 10:19 EDT)

May 25, 2023

Carla A.B. Smith, CPPO, CPPB
Director of Procurement