

PHARR-SAN JUAN-ALAMO I.S.D.
SPANISH CURRICULUM FOR 4TH AND 5TH GRADE LEVELS BID # 18-19-029
BID OPENING: MONDAY, FEBRUARY 4, 2019 @ 4:00P.M.

1. Spanish Curriculum Level I

Supplier	QTY	UOM	Price	Extended	Supplier Notes / Alternate Description
Brewster's Guacamaya Enterprises	60	SETS	\$2,145.00	\$128,700.00	Administrators, these are 10 Big Book Programs of which all have different themes based on Bilingual and Dual Language educational poetry. For further reference, please visit Brewster's Guacamaya Enterprises website at www.fbjenterprises.com where you will read and listen to each book's specific theme. They are two books in one or they can be purchased only in English or only in Spanish and also come in red and blue Gomez and Gomez specifications upon your request. Thank you, Frank Brewster III
[ALT1] Brewster's Guacamaya Enterprises	60	10 SETS Each=5,445.00 x 60= 297,000 + 10% = 326,70	\$5,445.00	\$326,700.00	These are exactly the same books as the Big Books except they come packaged with one Teacher Edition with interactive CD and 25 Student books along with their individual vocabulary. Administrators, these are 10 Programs of which all have different themes based on Bilingual and Dual Language educational poetry. For further reference, please visit Brewster's Guacamaya Enterprises website at www.fbjenterprises.com where you will read and listen to each book's specific theme. They are two books in one or they can be purchased only in English (Blue) or only in Spanish (Red) with Gomez and Gomez specifications upon your request. Thank you, Frank Brewster III
Kids Immersion, LLC	60	SETS	\$470.00	\$28,200.00	Calico Spanish Stories Level A "I Am Special" Circle Time Set: 1. Teacher's Guide: Calico Spanish Stories Level A Teacher's Guide -- Contains 91 daily lesson plans incorporating Storybooks and all other resources including four Culture Capsules; Calendar Time lesson guide, and Art Time lesson guide 2. Student Portfolio: Calico Spanish Stories Level A Student Activities -- Formative, Summative, and Bridge-to-Home activities, Art and Finger Puppet activities, Culture Capsules, Dialogues, Song Sheets, Maps of Spanish speaking world. Printed on 8.5 X 11 spiral bound book. Fully reproducible from print copy or by digital PDF files on CD-ROM.3. Resource CD-ROM: Calico Spanish Level A: I Am Special Contains printable activities from the Student Portfolio. Fully reproducible. 4. Music CD: Calico Spanish Level A: I Am Special Music and Audio Stories. Contains ten songs to accompany circle time and calendar time and three audio recordings of the Storybooks.5. Calendar Time Guide: full-color bulletin board visuals for Spanish class Calendar Time (13 pieces). Lesson plans and activities included in the Teacher's Guide. Focus of Level A: "I know what day it is!"6. Classroom posters (set of six posters 11x17 inches each) Los nmeros; Los colores; Cmo ests?; Preguntas; Cmo eres?; La semanaAdditional Resources included in the Level A Circle Time Set:7. Flash Cards: Set of 80 Flash Cards for Level A target vocabulary 8. Video Story DVD: Calico Spanish Level A Video Stories with Music Videos and Audio Stories for use during Circle Time. Includes eight video stories, eight dialogue videos, and ten music videos.9. Storybook set of three books: Tres amigos; Feliz cumpleanos, Pedro!; Soy especialNOTE: Rather than bidding the Storybooks as separate line item, they are included in the Level A set. The Storybooks are aligned to the Level A lessons and are an integral part of the Stories program. 8. Curriculum Training: Calico Spanish applauds PSJA's commitment to establish an effective early language program. To provide additional support and training for teachers in PSJA ISD, Calico Spanish proposes to offer a professional development day of training in supporting language learning with Calico Spanish Stories at a rate of \$1200 for one day inclusive of all travel expenses. (In other words, the district does not book or receive an invoice for specific travel expenses.)
Risas y Sonrisas Spanish for Kids (Risas y Sonrisas L.L.C)	60	SETS	\$385.00	\$23,100.00	Risas y Sonrisas Spanish School Program Module 1 Teacher's Manual with Instructional DVD- Teacher's manual with lessons for Spanish Students. Includes 35 1 hour lessons for each Module and complete methodology, implementation, games, etc. Annual Teacher License to Online Program- Access to online student content for Modules 1 & 2 with ability to monitor student progress Activity Workbooks # 1 - Workbooks are fully reproducible. Hard copy is included. Reproducible Downloads (free)-Includes activities and downloads for calendar and time, family, games, grammar, vocabulary, Q&A, and assessments Music CD: 39 original songs. Includes songs for each lesson in Module 1 & 2 Classroom Posters for Module 1: Includes 13 (18 X 24) interactive classroom posters 4 Mini-Flashcard Sets: 16 Domino themes (24 tiles per Theme), 1 Mini-Conjugation Set (9 cards & words) Student Textbook: Includes content for entire curriculum Module 1-4 (for teacher reference) Bingo & Picture Word Cards Module 1: 3 Bingo Themes (20 Cards) and 4 Picture Cards Sets (24 Cards) Cognate Folder (for teacher reference)Cognate picture Cards: 162 cardsCurriculum training: Free training for 60
[ALT1] Risas y Sonrisas Spanish for Kids (Risas y Sonrisas L.L.C)	60	SETS	\$220.00	\$13,200.00	Access to Complete Online Program for 1 year for 22 students (\$10 per student license) Includes: Songs _ Animated Sign & Sing, Lyrics & Audio Games - Bubbles, Matching Flashcards, Domino Conversation - Q&A w/Audio, Skits w/Spanish subtitles.
Sonrisas Spanish (Lindner)	60	SETS	\$489.00	\$29,340.00	
Teachers Discovery Inc. (American Eagle Company Inc.)	60	SETS	\$207.18	\$12,430.80	
[ALT1] Teachers Discovery Inc. (American Eagle Company Inc.)	60	SETS	\$207.18	\$12,430.80	No "kit" currently available. Separate items match your attributes.

2. Level I Storybook Set

Supplier	QTY	UOM	Price	Extended	Supplier Notes
Brewster's Guacamaya Enterprises	60	SETS	\$495.00	\$29,700.00	
Kids Immersion, LLC	60	SETS	No Bid	No Bid	
Risas y Sonrisas Spanish for Kids (Risas y Sonrisas L.L.C)	60	SETS	\$199.00	\$11,940.00	Our contact for storybooks is Dodge Learning Resources. We can provide a personalized storybook set for Module 1.
Sonrisas Spanish (Lindner)	60	SETS	\$229.73	\$13,783.80	
Teachers Discovery Inc. (American Eagle Company Inc.)	60	SETS	No Bid	No Bid	

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3. Spanish Curriculum Level II

Supplier	QTY	UOM	Price	Extended	Supplier Notes / Alternate Description
Brewster's Guacamaya Enterprises	60	SETS	\$2,145.00	\$128,700.00	
[ALT1] Brewster's Guacamaya Enterprises	60	10 SETS Each	\$5,445.00	\$326,700.00	These are exactly the same books as the Big Books except they come packaged with one Teacher Edition with interactive CD and 25 Student books along with their individual vocabulary. Administrators, these are 10 Programs of which all have different themes based on Bilingual and Dual Language educational poetry. For further reference, please visit Brewster's Guacamaya Enterprises website at www.fbgenterprises.com where you will read and listen to each book's specific theme. They are two books in one or they can be purchased only in English(Blue) or only in Spanish(Red) with Gomez and Gomez specifications upon your request. Thank you, Frank Brewster III
Kids Immersion, LLC	60	SETS	\$490.00	\$29,400.00	Calico Spanish Stories Level B "I Love My Family" Circle Time Set: 1. Teacher's Guide: Calico Spanish Stories Level B Teacher's Guide -- Contains 94 daily lesson plans incorporating Storybooks and all other resources including four Culture Capsules; Calendar Time lesson guide, and Art Time lesson guide 2. Student Portfolio: Calico Spanish Stories Level B Student Activities -- Formative, Summative, and Bridge-to-Home activities, Art and Finger Puppet activities, Culture Capsules, Dialogues, Song Sheets, Calendar. Printed on 8.5 X 11 spiral bound book. Fully reproducible from print copy or by digital PDF files on CD-ROM.3. Resource CD-ROM: Calico Spanish Level B: I Am Special -- Contains printable activities from the Student Portfolio. Fully reproducible. 4. Music CD: Calico Spanish Level B: I Love My Family -- Music and Audio Stories. Contains ten songs to accompany circle time and calendar time and four audio recordings of the Storybooks.5. Calendar Time Guide: full-color bulletin board visuals for Spanish class Calendar Time (13 pieces). Lesson plans and activities included in the Teacher's Guide. Focus of Level B: "I can tell the day and date!"6. Classroom posters (set of six posters 11x17 inches each) Los animales; Como eres?; Que te gusta hacer?; Los meses del año; La familia; Calendar Additional Resources included in the Level B Circle Time Set:7. Flash Cards: Set of 122 Flash Cards for Level B target vocabulary including cards for "Pesca" (Go Fish) game. 8. Video Story DVD: Calico Spanish Level B Video Stories with Music Videos and Audio Stories for use during Circle Time. Includes eight video stories, eight dialogue videos, and ten music videos.9. Storybook set of four books: El cumpleaños de Pepe; El partido de fútbol; En el parque; Muchas mascotas NOTE: Rather than bidding the Storybooks as separate line item, they are included in the Level B set. The Storybooks are aligned to the Level B lessons and are an integral part of the Stories program. Curriculum Training: Calico Spanish applauds PSJA's commitment to establish an effective early language program. To provide additional support and training for teachers in PSJA ISD, Calico Spanish proposes to offer a professional development day of training in supporting language learning with Calico Spanish Stories at a rate of \$1200 for one day inclusive of all travel expenses. (In other words, the district does not book or receive an invoice for specific travel expenses.)
Risas y Sonrisas Spanish for Kids (Risas y Sonrisas L.L.C)	60	SETS	\$275.00	\$16,500.00	Risas y Sonrisas Spanish School Program Module 2The following are included in Module 1 and include all content for Module 2: Teacher's Manual with Instructional DVD, Annual Teacher License to Online Program, 4 Mini-Flashcard Sets, Student Textbook, Cognate Folder, Cognate Picture Cards Activity Workbooks # 2 - Workbooks are fully reproducible. Hard copy is included Reproducible Downloads (free)-Includes activities and downloads for calendar and time, family, games, grammar, vocabulary, Q&A, and assessments Classroom Posters for Module 2: Includes 13 (18 X 24) interactive classroom posters Bingo & Picture Word Cards Module 2: 3 Bingo Themes (20 Cards) and 4 Picture Cards Sets (24 Cards) Curriculum training Module 2: Free training for 60
[ALT1] Risas y Sonrisas Spanish for Kids (Risas y Sonrisas L.L.C)	60	SETS	\$220.00	\$13,200.00	Access to Complete Online Program for 1 year for 22 students (\$10 per student license)
Sonrisas Spanish (Lindner)	60	SETS	\$575.00	\$34,500.00	
Teachers Discovery Inc. (American Eagle Company Inc.)	60	SETS	\$207.18	\$12,430.80	
[ALT1] Teachers Discovery Inc. (American Eagle Company Inc.)	60	SETS	\$207.18	\$12,430.80	No "kit" currently available. Separate items match your attributes.

4. Level II Storybook Set

Supplier	QTY	UOM	Price	Extended	Supplier Notes
Brewster's Guacamaya Enterprises	60	SETS	\$495.00	\$29,700.00	
Kids Immersion, LLC	60	SETS	No Bid	No Bid	
Risas y Sonrisas Spanish for Kids (Risas y Sonrisas L.L.C)	60	SETS	\$199.00	\$11,940.00	Our contact for storybooks is Dodge Learning Resources. We can provide a personalized storybook set for Module 2.
Sonrisas Spanish (Lindner)	60	SETS	\$229.83	\$13,789.80	
Teachers Discovery Inc. (American Eagle Company Inc.)	60	SETS	No Bid	No Bid	

Grand Totals:

Brewster's Guacamaya Enterprises	\$316,800.00	
[ALT1] Brewster's Guacamaya Enterprises	\$653,400.00	
Kids Immersion, LLC	\$57,600.00	SEE JUSTIFICATION
Risas y Sonrisas Spanish for Kids (Risas y Sonrisas L.L.C)	\$63,480.00	SEE JUSTIFICATION
[ALT1] Risas y Sonrisas Spanish for Kids (Risas y Sonrisas L.L.C)	\$26,400.00	SEE JUSTIFICATION
Sonrisas Spanish (Lindner)	\$91,413.60	LOW BID JUSTIFIED
Teachers Discovery Inc. (American Eagle Company Inc.)	\$24,861.60	SEE JUSTIFICATION
[ALT1] Teachers Discovery Inc. (American Eagle Company Inc.)	\$24,861.60	SEE JUSTIFICATION

*Sonrisas Spanish Curriculum (Linder) provides the following: 1.) a continuum and alignment of Spanish language resources needed for instruction that our elementary schools are already implementing, 2.) different levels of progression for Spanish language acquisition, and 3.) the inclusion of all materials/resources needed for non-EL elementary students' instruction (see attached plan).

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Item # 1: Spanish Curriculum Level 1 (Attributes)

Supplier(s):	Teacher's Manual	Student Portfolio	Resource CD	Music CD's	Calendar Time Guide	Classroom Posters	Curriculum Training
	Teacher's Manual with lessons for beginner Spanish Students, including art projects and complete guide to methodology and implementation.	Student Portfolio with Portfolio Activities that correspond to the lesson in Level I. The portfolio also includes formative and summative assessment and home reports. Fully reproducible and comes in both a hard copy and a digital version (on the Resource CD)	Resource CD with 100+visual aids and eproducibles for the lessons.	Music CD's with songs for use in the lessons.	Calendar Time Guide with activities for calendar time.	Classroom Posters: interactive classroom posters.	
Brewster's Guacamaya Enterprises	Yes	Yes	Yes	Yes	Yes	No	\$0.00
[ALT1] Brewster's Guacamaya Enterprises	Yes	Yes	Yes	Yes	Yes	No	NR
Kids Immersion, LLC	Yes	Yes	Yes	Yes	Yes	Yes	\$1,200.00
Risas y Sonrisas Spanish for Kids (Risas y Sonrisas L.L.C)	Yes	Yes	Yes	Yes	Yes	Yes	\$0.00
[ALT1] Risas y Sonrisas Spanish for Kids (Risas y Sonrisas L.L.C)	No Response	No Response	No Response	No Response	No Response	No Response	NR
Sonrisas Spanish (Lindner)	Yes	Yes	Yes	Yes	Yes	Yes	\$600.00
Teachers Discovery Inc. (American Eagle Company Inc.)	No	No	No	Yes	No	Yes	NR
[ALT1] Teachers Discovery Inc. (American Eagle Company Inc.)	No	No	No	Yes	No	Yes	NR

Item # 3: Spanish Curriculum Level 2 (Attributes)

Supplier(s):	Teacher's Manual	Student Portfolio	Resource CD	Music CD's	Calendar Time Guide	Classroom Posters	Curriculum Training
	Level II Teacher's Manual with the same lesson overview, lesson procedure, and art project procedure pages, with lessons, organized into thematic units, including art projects and a complete guide to methodology and implementation.	Student Portfolio with Partner Times Activities that correspond to the lessons in Level II. The portfolio should include formative and summative assessments and home reports. Fully reproducible both a hard copy and a digital version (on the Resource CD).	Resource CD with 100+ visual aids and reproducibles for the lessons and Partner Time activities.	Music CD's with songs for use in the lessons.	Calendar Time Guide with activities for calendar time.	Classroom Posters: interactive classroom posters.	
Brewster's Guacamaya Enterprises	Yes	Yes	Yes	Yes	Yes	No	\$0.00
[ALT1] Brewster's Guacamaya Enterprises	Yes	Yes	Yes	Yes	Yes	No	NR
Kids Immersion, LLC	Yes	Yes	Yes	Yes	Yes	Yes	\$1,200.00
Risas y Sonrisas Spanish for Kids (Risas y Sonrisas L.L.C)	Yes	Yes	Yes	Yes	Yes	Yes	\$0.00
[ALT1] Risas y Sonrisas Spanish for Kids (Risas y Sonrisas L.L.C)	No Response	No Response	No Response	No Response	No Response	No Response	NR
Sonrisas Spanish (Lindner)	Yes	Yes	Yes	Yes	Yes	Yes	\$600.00
Teachers Discovery Inc. (American Eagle Company Inc.)	No	No	No	Yes	No	Yes	NR
[ALT1] Teachers Discovery Inc. (American Eagle Company Inc.)	No	No	No	Yes	No	Yes	NR

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DEVIATIONS:

- Brewster's Guacamaya Enterprises: No Deviations.
- Kids Immersion, LLC: The Supplier notes contain the details regarding the proposed materials as they correspond to the specific item attributes in the RFP. We propose Level A Stories and the relevant components to meet the requests in Spanish Curriculum Level 1. Similarly, we offer Level B Stories to meet the request for Spanish Curriculum Level 2. The Level A and Level B sets include storybooks. Consequently, we decline to submit a line item bid # 2 and # 4.
- Risas & Sonrisas Spanish for Kids: As stated in tabulations Item # 1 and Item # 3 under Suppliers Notes / Alternative Description.
- Sonrisas Spanish: Insurance requirements are waived for curriculum training services. Bidder / Vendor will not have direct contact with students, therefore criminal history background search under Senate Bill 9 is NA.
- Teachers Discovery Inc.: Please Note that 2019 prices prevail and catalog prices expire 12/31/2020. Freight charges apply to all orders. Product prices do NOT reflect freight charges. Freight charge: Sub Total: Up to \$30.00=\$6.90; \$30.01-\$50.00=\$8.20; \$50.01-\$75.00=\$9.50; \$75.01-\$100.00=\$11.40; \$100.01 and over=12% of sub-total.

Recommendation: That the Board of Education award Spanish Curriculum for 4th and 5th Grade Levels Bid # 18-19-029 to the lowest Supplier as indicated below:

<u>Item(s):</u>	<u>Supplier(s):</u>	<u>Total(s):</u>
1, 2, 3 and 4	Sonrisas Spanish (Lindner)	\$91,413.60
	TOTAL:	\$91,413.60

Emily Garza / Director of Purchasing

Charge Various Budgeted Account Numbers District-Wide

Three (3) vendors viewed bid specifications
 Five (5) vendors submitted bid
 Thirty-two (32) vendors NO BID