

AMERICAN READING COMPANY
ARC CORE
(COMPREHENSIVE CORE CURRICULUM)

MEMORANDUM OF UNDERSTANDING
CONTRACTUAL PERIOD: JULY 16, 2016 – DECEMBER 31, 2024

Contract #: 4400023587

This program is offered in the following language(s):

English

Spanish

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Title	Content Area	Copyright	Age/Grade Level	Language(s) offered (e.g., English, French, Spanish, Mandain (Chinese), ect.),	ISBN	Price (English)	Price (Spanish)	Technology Requiremnts
ARC Core Modules								
ARC Literacy Labs (25 Students) - C8	ELA		K-2	English and Spanish	N/A	\$ 3,250.00	\$ 3,250.00	N/A
ARC Literacy Labs (25 Students) - Kinder (C6) and Grade 1 (C5)	ELA		K-1	English and Spanish	N/A	\$ 2,100.00	\$ 2,100.00	N/A
ARC Literacy Labs (25 Students) - Grade 2 - C5	ELA		2	English and Spanish	N/A	\$ 2,400.00	\$ 2,400.00	N/A
ARC Literacy Labs Upgrade Module	ELA		K-2	English and Spanish	N/A	\$ 1,100.00	\$ 1,100.00	N/A
Research Labs Module (25 Students) Based on Themes - Kinder and Grade 1	ELA		K-1	English and Spanish	N/A	\$ 2,100.00	\$ 2,300.00	N/A
Research Labs Module (25 Students) Based on Themes - C20 - Grade 2	ELA		2	English and Spanish	N/A	\$ 2,000.00	\$ 2,200.00	N/A
Research Labs Module (25 Students) Based on Themes - C10 - Grade 2	ELA		2	English and Spanish	N/A	\$ 1,500.00	\$ 1,700.00	N/A
Student Consumable Materials								
Theme Folders (15)☐	ELA		K-2	English and Spanish	N/A	\$ 25.00	\$ 25.00	N/A
Research Cards (15)	ELA		K-2	English and Spanish	N/A	\$ 5.00	\$ 5.00	N/A
Research Cards Sets (15 sets up to 4 cards)	ELA		K-2	English and Spanish	N/A	\$ 25.00	\$ 25.00	N/A
Literacy Lab and Research Lab Notebooks (25)	ELA		K-2	English and Spanish	N/A	\$ 250.00	\$ 250.00	N/A
Word Study Notebooks (25)	ELA		K-2	English and Spanish	N/A	\$ 375.00	\$ 375.00	N/A
100 Book Challenge (30 students)								
100 BC Benchmark (with Medals)	ELA		K-2	English and Spanish	N/A	\$ 3,400.00	\$ 3,400.00	N/A
100 BC Benchmark (without Medals)	ELA		K-2	English and Spanish	N/A	\$ 3,000.00	\$ 3,000.00	N/A
Reorder Elementary Module (with Medals)	ELA		K-2	English and Spanish	N/A	\$ 950.00	\$ 950.00	N/A
Reorder Elementary Module (without Medals)	ELA		K-2	English and Spanish	N/A	\$ 475.00	\$ 475.00	N/A
Writing Cards 4 card set (15)								
Pick Informational, Argument, or Narrative	ELA		K-2	English and Spanish	N/A	\$ 25.00	\$ 25.00	N/A
Project Blank Books (15)	ELA		K-2	English and Spanish	N/A	\$ 75.00	\$ 75.00	N/A
Assesment & Instruction								
IRLA/ENIL Formative Assessment Framework	ELA	2017	K-2	English and Spanish	N/A	\$ 150.00	\$ 150.00	N/A
Guide to IRLA Coaching with Multilingual Learners	ELA		K-2	English	N/A	\$ 100.00	N/A	N/A
IRLA/ENIL Starter Kits☐	ELA		K-2	English and Spanish	N/A	\$ 1,800.00	\$ 1,800.00	N/A
IRLA/ENIL Toolkits for Small Group Instruction								
Y (A) Foundational Skills Toolkit	ELA		K-1	English and Spanish	N/A	\$ 400.00	\$ 400.00	N/A
1G (1V) Foundational Skills Toolkit	ELA		K-1	English and Spanish	N/A	\$ 500.00	\$ 500.00	N/A
2G (T) Foundational Skills Toolkit	ELA		K-1	English and Spanish	N/A	\$ 500.00	\$ 500.00	N/A
1B (1Az) Foundational Skills Toolkit	ELA		1st	English and Spanish	N/A	\$ 500.00	\$ 250.00	N/A
2B (2Az) Foundational Skills Toolkit	ELA		1st	English and Spanish	N/A	\$ 250.00	\$ 250.00	N/A
1R (1R) Foundational Skills Toolkit	ELA		2nd	English and Spanish	N/A	\$ 375.00	\$ 500.00	N/A
2R (2R) Foundational Skills Toolkit	ELA		2nd	English and Spanish	N/A	\$ 375.00	\$ 500.00	N/A
Full Foundational Skills Toolkit (Y-2R or A-2R)	ELA		K-2	English and Spanish	N/A	\$ 2,700.00	\$ 2,700.00	N/A
White (Blanco) Toolkit	ELA		2nd	English and Spanish	N/A	\$ 450.00	\$ 500.00	N/A
Black Toolkit	ELA		2nd	English☐	N/A	\$ 550.00	N/A	N/A
Summer School (Print and Digital)								
Summer Semester Module (15 students)	ELA		Rising K/Gr 1	English and Spanish	N/A	\$ 2,450.00	\$ 2,450.00	N/A
Summer Semester Module (15 students)	ELA		Rising Gr 2	English and Spanish	N/A	\$ 2,450.00	\$ 2,450.00	N/A
Grab and Go Packs (per student)	ELA		K-2	English and Spanish	N/A	\$ 50.00	\$ 50.00	N/A
Research Quest eBundles (per grade, per school)	ELA		K-2	English and Spanish	N/A	\$ 500.00	\$ 500.00	SchoolPace/SchoolPace Connect/Internet
Summer SchoolPace and SchoolPace Connect (per school) *new SP customers	ELA		K-2	English and Spanish	N/A	\$ 4,500.00	\$ 4,500.00	Internet
Classroom Leveled Libraries☐								
Individual Baskets☐	ELA		K-2	English and Spanish	N/A	\$ 240.00	\$ 240.00	N/A
5-Basket Collection☐	ELA		K-2	English and Spanish	N/A	\$ 1,200.00	\$ 1,200.00	N/A
8-Basket Collection☐	ELA		K-2	English and Spanish	N/A	\$ 1,920.00	\$ 1,920.00	N/A
10-Basket Collection	ELA		K-2	English and Spanish	N/A	\$ 2,400.00	\$ 2,400.00	N/A

Book Books

HOOK BOOKS								
Hook Books Collections (50 titles)	ELA		K-2	English	N/A	\$ 400.00	N/A	N/A
Hook Books Collections (100 titles)	ELA		K-2	English	N/A	\$ 750.00	N/A	N/A
Hook Books Collections (200 titles)	ELA		K-2	English	N/A	\$ 1,500.00	N/A	N/A
Best Books for Boy/Girls								
Best Books for Boys Collection (50 titles) - Early Elementary	ELA		K-2	English	N/A	\$ 480.00	N/A	N/A
Best Books for Girls Collections (50 titles) - Early Elementary	ELA		K-2	English	N/A	\$ 480.00	N/A	N/A
Thematic Text Sets								
Thematic Text Sets, Individual Baskets (25 Books), Kindergarten	ELA		K-2	English and Spanish	N/A	\$ 250.00	\$ 250.00	N/A
Thematic Text Sets, Individual Baskets (20 Books), Y-Or	ELA		K-2	English and Spanish	N/A	\$ 200.00	\$ 200.00	N/A
Thematic Text Sets, Individual Baskets (20 Books), Pu and Above	ELA		K-2	English and Spanish	N/A	\$ 240.00	\$ 240.00	N/A
Thematic Text Sets / Science and Social Studies, 100 Books, 30 Theme Skills Cards	ELA		K-2	English and Spanish	N/A	\$ 1,200.00	\$ 1,200.00	N/A
Genre Studies (80 Genre Texts, 20 Informational Texts, 30 Theme Skills Cards)	ELA		K-2	English and Spanish	N/A	\$ 1,200.00	\$ 1,200.00	N/A
Exemplar Text Packs								
Student Edition Exemplar Pack (15pk)	ELA		K-2	English	N/A	\$ 150.00	N/A	N/A
Digital Literacy Platform								
Full Year SchoolPace/eIRLA (1-19 per school)	ELA		K-2	English and Spanish	N/A	\$ 5,500.00	\$ 5,500.00	Internet
Full Year SchoolPace/eIRLA (20-49 per school)	ELA		K-2	English and Spanish	N/A	\$ 5,300.00	\$ 5,300.00	Internet
Full Year SchoolPace/eIRLA (50-99 per school)	ELA		K-2	English and Spanish	N/A	\$ 5,100.00	\$ 5,100.00	Internet
Full Year SchoolPace/eIRLA (100+ per school)	ELA		K-2	English and Spanish	N/A	\$ 4,500.00	\$ 4,500.00	Internet
Half Year SchoolPace/eIRLA (1-19 per school)	ELA		K-2	English and Spanish	N/A	\$ 2,750.00	\$ 2,750.00	Internet
Half Year SchoolPace/eIRLA (20-49 per school)	ELA		K-2	English and Spanish	N/A	\$ 2,650.00	\$ 2,650.00	Internet
Half Year SchoolPace/eIRLA (50-99 per school)	ELA		K-2	English and Spanish	N/A	\$ 2,550.00	\$ 2,550.00	Internet
Half Year SchoolPace/eIRLA (100+ per school)	ELA		K-2	English and Spanish	N/A	\$ 2,250.00	\$ 2,250.00	Internet
Full Year SchoolPace/eIRLA (per classroom)	ELA		K-2	English and Spanish	N/A	\$ 1,000.00	\$ 1,000.00	Internet
Half Year SchoolPace/eIRLA (per classroom)	ELA		K-2	English and Spanish	N/A	\$ 500.00	\$ 500.00	Internet
Full Year SchoolPace Connect (per school)	ELA		K-2	English and Spanish	N/A	\$ 3,000.00	\$ 3,000.00	SchoolPace/Internet
Half Year SchoolPace Connect (per school)	ELA		K-2	English and Spanish	N/A	\$ 1,500.00	\$ 1,500.00	SchoolPace/Internet
Full Year SchoolPace Connect (per classroom)	ELA		K-2	English and Spanish	N/A	\$ 3,500.00	\$ 3,500.00	SchoolPace/Internet
Half Year SchoolPace Connect (per classroom)	ELA		K-2	English and Spanish	N/A	\$ 1,750.00	\$ 1,750.00	SchoolPace/Internet
Full Year eLibrary Platform (per school, per year)	ELA		K-2	English and Spanish	N/A	\$ 1,000.00	\$ 1,000.00	Internet
Half Year eLibrary Platform (per school, per year)	ELA		K-2	English and Spanish	N/A	\$ 500.00	\$ 500.00	Internet
eLibraries Initial Consonant Practice (per school, per year)	ELA		K-2	English	N/A	\$ 100.00	N/A	SchoolPace or eLibrary Platform/Internet
eLibraries Y - Bk/A-BI (per school, per year)	ELA		K-2	English and Spanish	N/A	\$ 250.00	\$ 250.00	SchoolPace or eLibrary Platform/Internet
ARC Core Digital Units (per school, per unit)	ELA		K-2	English and Spanish	N/A	\$ 500.00	\$ 500.00	SchoolPace/SchoolPace Connect/Internet
Full Year Curriculum Resource Center (4 unit frameworks)	ELA		K-2	English and Spanish	N/A	\$ 1,000.00	\$ 1,000.00	SchoolPace/Internet
Half Year Curriculum Resource Center (2 unit frameworks)	ELA		K-2	English and Spanish	N/A	\$ 500.00	\$ 500.00	SchoolPace/Internet
SchoolPace Pilot (per month, per teacher) **requires additional RVP approval	ELA		K-2	English and Spanish	N/A	\$ 100.00	\$ 100.00	Internet
Instructional Frameworks								
IRLA/ENIL Formative Assessment Framework	ELA	2017	K-2	English and Spanish	N/A	\$ 150.00	\$ 150.00	N/A
IRLA/ENIL Toolkit Handbooks	ELA	2017	K-2	English and Spanish	N/A	\$ 150.00	\$ 150.00	N/A
Power Word Playbook	ELA	2018	K-2	English	N/A	\$ 75.00	N/A	N/A
100 Book Challenge Instructional Framework	ELA	2017	K-2	English and Spanish	N/A	\$ 150.00	\$ 150.00	N/A
ARC Literacy Labs Instructional Framework	ELA	2017	K-2	English and Spanish	N/A	\$ 150.00	\$ 150.00	N/A
Research Labs Instructional Framework	ELA	2017-2018	K-2	English and Spanish	N/A	\$ 150.00	\$ 150.00	N/A
Summer Semester Instructional Framework	ELA	2018	K-2	English and Spanish	N/A	\$ 150.00	\$ 150.00	N/A
Literacy Operating System								
(Year 1 includes: 10 days of teacher PD, 10 days of Leadership Learning, and SchoolPace + Connect)								
Literacy Operating System (per school), Years 1 + 2	ELA					\$ 37,500.00		Internet
Literacy Operating System (per school), Years 3 + 4	ELA					\$ 30,000.00		Internet
Literacy Operating System (per school), Year 5	ELA					\$ 25,000.00		Internet
Blended Learning Professional Development (60% In-Person/40% Virtual)								
10 Session Module (cost per module)	ELA					\$ 28,000.00		N/A
In-Person Professional Development (price tier per school)								
Sessions 1-2 (cost per session)	ELA					\$ 3,500.00		N/A
Sessions 3-4 (cost per session)	ELA					\$ 3,400.00		N/A
Sessions 5-9 (cost per session)	ELA					\$ 3,300.00		N/A
Sessions 10+ (cost per session)	ELA					\$ 3,200.00		N/A
Virtual Professional Development								

Sessions 1+ (cost per session)	ELA					\$ 2,400.00			N/A
Blended Leadership Learning Professional Development (60% In-Person/40% Virtual)									
Leadership Learning 5 Sessions (for 1-9 Schools - per module)	ELA					\$ 20,000.00			N/A
Leadership Learning 10 Sessions (for 1-9 Schools - per module)	ELA					\$ 35,000.00			N/A
Leadership Learning 5 Sessions (for 10+ Schools - per module)	ELA					\$ 30,000.00			N/A
Leadership Learning 10 Sessions (for 10+ Schools - per module)	ELA					\$ 55,000.00			N/A
In-Person Leadership Learning Professional Development									
Leadership Learning Sessions 1-4 (for 1-9 Schools - per session)	ELA					\$ 6,000.00			N/A
Leadership Learning Sessions 5-9 (for 1-9 Schools - per session)	ELA					\$ 5,000.00			N/A
Leadership Learning Sessions 10+ (for 1-9 Schools - per session)	ELA					\$ 4,500.00			N/A
Leadership Learning Sessions 1-4 (for 10+ Schools - per session)	ELA					\$ 8,000.00			N/A
Leadership Learning Sessions 5-9 (for 10+ Schools - per session)	ELA					\$ 7,000.00			N/A
Leadership Learning Sessions 10+ (for 10+ Schools - per session)	ELA					\$ 6,500.00			N/A
Virtual Leadership Learning Professional Development									
Leadership Learning Sessions 1+ (for 1-9 Schools - per session)	ELA					\$ 4,000.00			N/A
Leadership Learning Sessions 1+ (for 10+ Schools - per session)	ELA					\$ 6,000.00			N/A
ARC University (8-week Professional Learning Course)									
Profession Learning Course (per participant)	ELA					\$ 800.00			N/A
Summer Reading Take-Home Kits²									
Kindergarten Full Kit (for 30 students) 12 books per student	ELA		K	English	N/A	\$ 1,800.00	N/A		N/A
Kindergarten Books Only (for 30 students) 12 books per student ²	ELA		K	English	N/A	\$ 1,600.00	N/A		N/A
Grade 1-2 Full Kit (for 30 student) 10 books per student	ELA		1st - 2nd	English	N/A	\$ 1,600.00	N/A		N/A
Grade 1-2 Books Only (for 30 student) 10 books per student	ELA		1st - 2nd	English	N/A	\$ 1,400.00	N/A		N/A
Kindergarten Full Kit (for 15 students) 12 books per student	ELA		K	English	N/A	\$ 950.00	N/A		N/A
Kindergarten Books Only (for 15 students) 12 books per student ²	ELA		K	English	N/A	\$ 850.00	N/A		N/A
Grade 1-2 Full Kit (for 15 student) 10 books per student	ELA		K	English	N/A	\$ 900.00	N/A		N/A
Grade 1-2 Books Only (for 15 student) 10 books per student ²	ELA		K	English	N/A	\$ 800.00	N/A		N/A
ARC Take-Home Kits²									
Take Home Kits (for 30 students) 3 books per student	ELA		K-2	English and Spanish	N/A	\$ 675.00	\$ 675.00		N/A
Bilingual Mix (for 30 students) 3 books per student ²	ELA		K-2	English ²	N/A	\$ 725.00	N/A		N/A
Take Home Kits (for 15 students) 3 books per student	ELA		K-2	English and Spanish	N/A	\$ 350.00	\$ 350.00		N/A
Bilingual Mix (for 15 students) 3 books per student ²	ELA		K-2	English	N/A	\$ 375.00	N/A		N/A
Additional Materials for Students									
Take Home Book Bags (15) ²	ELA				N/A	\$ 75.00	N/A		
Home Coach Refrigerator Magnet (15) ²	ELA			English and Spanish	N/A	\$ 8.00	\$ 8.00		N/A
Logbook: 500-Book Kid (15)	ELA			English and Spanish	N/A	\$ 65.00	\$ 65.00		N/A
Super Reader Incentive Cape	ELA				N/A	\$ 10.00	N/A		N/A
Milestone Medals (30) 100-400 Steps	ELA				N/A	\$ 240.00	N/A		N/A
Milestone Medals (30) 500-800 Steps ²	ELA				N/A	\$ 240.00	N/A		N/A
Take-Home Reading Skill Cards²									
Reading Acquisition Skill Cards (15) ²	ELA			English and Spanish	N/A	\$ 5.00	\$ 5.00		N/A
Materials for Principals and Teachers									
Teacher Resource Kit ²	ELA			English and Spanish	N/A	\$ 300.00	\$ 300.00		N/A
Classroom Reading Posters (10-packs) ²	ELA			English and Spanish	N/A	\$ 29.00	\$ 29.00		N/A
Leveling Posters (10-pack) ²	ELA			English and Spanish	N/A	\$ 29.00	\$ 29.00		N/A
Leveling Clipboard (10-packs) ²	ELA			English and Spanish	N/A	\$ 10.00	\$ 10.00		N/A
On-Target Badge (Up to 1000 Steps) ²	ELA				N/A	\$ 10.00	N/A		N/A
Reading Skills Cards (Laminated on a ring)	ELA			English and Spanish	N/A	\$ 40.00	\$ 40.00		N/A
Empty Woven Plastic Baskets	ELA				N/A	\$ 5.00	N/A		N/A
Replacement Basket Labels	ELA			English and Spanish	N/A	\$ 1.00	\$ 1.00		N/A
Color Leveling Tape (1,000 of one level) ²	ELA				N/A	\$ 70.00	N/A		N/A

American Reading Company establishes standard pricing which is reviewed periodically and then posted on the company's website. Prices are subject to change throughout the year. ARC's current prices appear on the American Reading Company website (<https://www.americanreading.com/about-us/ordering-info/>). Please note ARC prices are valid 90 days from date of proposal.

American Reading Company will provide similar pricing for similar sized purchases made by the District which contain similar product, grade, and delivery configurations that ARC has provided to similar size school districts in the same state and in the same fiscal year (July 1 – June 30). Exclusions are (but not limited to): multiyear contracts, customized solutions typical of larger school districts, and volume discounts.

American Reading Company does not discount from enclosed price list except where economies of scale allow ARC to pass along cost efficiencies to customers who purchase directly from ARC in large volumes. For example, customers who purchase \$10,000,000 or more in materials at one time could receive a 2% discount on all materials purchased directly through ARC. Certain conditions and exclusions may apply.

For customers who purchase less than \$10,000,000 in materials at one time, economies of scale also apply. For example, tiered pricing based on the number of students (i.e., exemplar text packs), number of schools (i.e., SchoolPace/eIRLA) or number of ARC Professional Development sessions purchased is provided on the price list.

For customers who purchase less than \$10,000,000 in materials at one time directly from ARC, cost efficiencies on Research Lab (Units 2-4) modules will be passed along where economies of scale allow ARC to do so. This pricing is only available when 150 or more of the exact same Research Lab module (Units 2-4) (e.g., Third Grade Bugs with the same basket spectrum) are purchased at the same time without customization or rush delivery. The following chart details the percentage reduction from ARC standard pricing based on the above conditions:

Number of Research Lab Modules Purchased	Price reduction
150-200 modules	3%
200-250 modules	5%
Over 250 modules	7%