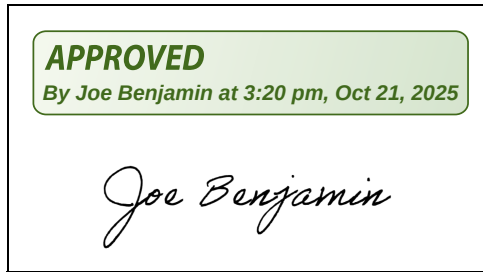
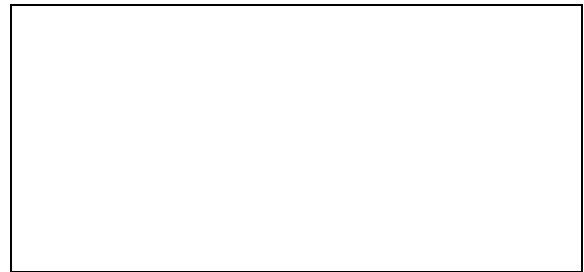


NOTICE OF INTENT TO PURCHASE SOLE SOURCE COMMODITIES and/or SERVICES

DATE/TIME OF INITIAL POSTING



DATE/TIME POSTING REMOVED



The Right to File an Intent to Protest Expires: 3:20 pm on October 24, 2025
Time Date

This is a notice of intent from the Director of Purchasing to the Superintendent of Schools for the School Board of Pinellas County, to award contracts as indicated on the accompanying Purchasing Agenda Summary and by Bid Number listed on the attached..

Failure to file a protest within the time prescribed in section 120.57(3), Florida Statutes, or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under chapter 120, Florida Statutes.

POSTED BY: Joe Benjamin, NIGP-CPP, CPPO, CPPB Director, Purchasing
Name Title

Proposers Recommended for Award

See attached agenda summary items contingent upon final PCS Board approval at the October 28, 2025 Board Meeting.

<https://www.pcsb.org/Page/746>

PURCHASING AGENDA SUMMARY**October 28, 2025**

Key to Bid Categories: CAN = Bid Cancellation, CB = Co-op Bid, CT = Contract Termination, DN = Direct Negotiation, ER = Emergency Ratification, EX = Bid Extension, HPS = Highest Point Score, LRB = Lowest Responsive Bid, PB = Piggy-Back Bid, PS/CM = Professional Services/Copyrighted Materials, RA = Revised Award, RB = Re-Award Bid, REJ = Bid Rejection, RFP = Request for Proposal, RFQ = Request for Qualifications, RN = Bid Renewal, SC = State Contract, SP = Sale of Property, SS = Sole Source

RECOMMENDED BIDDERS:**Trane U.S., Inc.**

BID NUMBER	BID TITLE	BID CATEGORY	BID TERM	DESTINATION / REQUESTER	*FUND/CC	**PROJECT/ SUB-PROJECT	NEW TOTAL CONTRACT AMOUNT
23-936-149	HVAC Products Installation, Labor Based Solutions, and Related Products, Services	PB	4.5 Yr.	Maintenance Dept. Michael Hewett	Various	Various	6,625,000.00 (Estimated)

COMMENTS: Utilizing Omnia contract #3341, was board-approved on March 21, 2023, for \$1,125,000 and revised on October 8, 2024, for an additional 1,500,000. This request to increase the HVAC Products, Installation, Labor Based Solutions, and Related Products, Services contract by an additional \$4,000,000 is for the purchase and installation of Trane chillers throughout the district.

RECOMMENDED BIDDER:**Stanbury, Inc.**

BID NUMBER	BID TITLE	BID CATEGORY	BID TERM	DESTINATION / REQUESTER	*FUND/CC	**PROJECT/ SUB-PROJECT	TOTAL CONTRACT AMOUNT
25-200-153	Stanbury Band Uniforms	SS	N/A	Clearwater HS Ajori Spencer	0100/5360	2320/4618	75,875.80

COMMENTS: This contract provides marching band uniforms for Clearwater High School. This is a referendum-funded purchase.

RECOMMENDED BIDDERS:

Sunshine Officials Association Wrestling; Pinellas Soccer Officials Association, Inc.; Pinellas Sports Officials Association; Sunshine Football Officials Association, Inc.; Pinellas Area Referees, Inc.

BID NUMBER	BID TITLE	BID CATEGORY	BID TERM	DESTINATION / REQUESTER	*FUND/CC	**PROJECT/ SUB-PROJECT	TOTAL CONTRACT AMOUNT
25-962-192	Athletic Officials	PS/CM	2 Yr.	Director Athletics Marc Allison	Various	Various	1,065,885.72

COMMENTS: The officiating agreements provide authorized organizations to perform athletic officiating services for all sports.

PURCHASING AGENDA SUMMARY**October 28, 2025**

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RECOMMENDED BIDDER:**Charter Communications Operating, LLC**

<i>BID NUMBER</i>	<i>BID TITLE</i>	<i>BID CATEGORY</i>	<i>BID TERM</i>	<i>DESTINATION / REQUESTER</i>	<i>*FUND/CC</i>	<i>**PROJECT/ SUB-PROJECT</i>	<i>TOTAL CONTRACT AMOUNT</i>
25-725-160	Telecommunications Voice Services	PB	2 Yr.	Districtwide Brian Doughty	0100/5140	2906	150,000.00

COMMENTS: Utilizing Osceola School District RFP #SDOC-25-P-001-LK for district telephone services through June 30, 2027, provides a 4.6% reduction in monthly costs from \$6,300 to \$6,021.

RECOMMENDED BIDDER:**ThinkCERCA.com, Inc.**

<i>BID NUMBER</i>	<i>BID TITLE</i>	<i>BID CATEGORY</i>	<i>BID TERM</i>	<i>DESTINATION / REQUESTER</i>	<i>*FUND/CC</i>	<i>**PROJECT/ SUB-PROJECT</i>	<i>TOTAL CONTRACT AMOUNT</i>
25-208-159	ThinkCERCA ELA Supplemental, Reading & Writing Licenses	PS/CM	1 Yr.	9-12 Language Arts Britt Moseley	0100/5230	2342/6264	73,000.00

COMMENTS: Using ThinkCERCA provides reading and skills practice lessons in High School reading classrooms. These licenses are purchased using referendum funds.

RECOMMENDED BIDDER:**VCore Solutions LLC**

<i>BID NUMBER</i>	<i>BID TITLE</i>	<i>BID CATEGORY</i>	<i>BID TERM</i>	<i>DESTINATION / REQUESTER</i>	<i>*FUND/CC</i>	<i>**PROJECT/ SUB-PROJECT</i>	<i>TOTAL CONTRACT AMOUNT</i>
25-208-158	VCore Solutions fourDscape® Software System	PS/CM	1 Yr.	School Safety & Security Sean Jowell	0100/6080	9918/3390	144,780.00

COMMENTS: The VCore Solutions fourDscape® is an integrated lockdown software system for the district that offers real-time security management. The software platform includes the elements necessary to support the use of the existing Emergency portal.

PURCHASING AGENDA SUMMARY**October 28, 2025**

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RECOMMENDED BIDDER:**Airgas USA LLC**

BID NUMBER	BID TITLE	BID CATEGORY	BID TERM	DESTINATION / REQUESTER	*FUND/CC	**PROJECT/ SUB-PROJECT	TOTAL CONTRACT AMOUNT
24-BM-012	Virtual Reality Welding Simulator	RN	1 Yr.	CTAE Michael McCullough	Various	Various	96,270.00 (estimated)

COMMENTS: The renewal of this contract for Virtual Reality Welding Simulators allow students to gain hands-on experience and develop foundational welding skills. This is a CAPE grant-funded purchase.

RECOMMENDED BIDDER:**Virco, Inc.**

BID NUMBER	BID TITLE	BID CATEGORY	BID TERM	DESTINATION / REQUESTER	*FUND/CC	**PROJECT/ SUB-PROJECT	TOTAL CONTRACT AMOUNT
25-422-156	Furniture, Classroom	CB	1 Yr.	Countywide Joe Benjamin	Various	Various	500,000.00 (estimated)

COMMENTS: Virco was awarded a bid for these products in 2025 for a three-year term. When requesting pricing for various district projects, the Virco representative is able to quote better prices by using the Omnia Cooperative contract number: R-TC-18004, which saves the district money. This award, utilizing the Omnia Cooperative contract number R-TC-18004, allows the district to choose between both contract options based on which one offers the best line item price.

RECOMMENDED BIDDER:**Step One Automotive Group**

BID NUMBER	BID TITLE	BID CATEGORY	BID TERM	DESTINATION / REQUESTER	*FUND/CC	**PROJECT/ SUB-PROJECT	TOTAL CONTRACT AMOUNT
25-072-154	Motor Vehicles: Ford Truck F350	SC	N/A	Maintenance Dept. Michael Hewett	0391/5370	9615/3299	51,105.18

COMMENTS: Utilizing state of Florida Contract #25100000-23-STC to purchase one (1) 2026 Ford truck to replace one (1) 2005 end of life vehicle for the maintenance department.

PURCHASING AGENDA SUMMARY

October 28, 2025

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RECOMMENDED BIDDERS:

Fleet Acquisitions LLC; Parts Authority LLC; Sun State International Trucks LLC

BID NUMBER	BID TITLE	BID CATEGORY	BID TERM	DESTINATION/ REQUESTER	*FUND/CC	**PROJECT/ SUB-PROJECT	TOTAL CONTRACT AMOUNT
25-AM-016	Motor Vehicle Parts: Common	LRB	1 Yr.	Vehicle Maintenance T.Mark Hagewood	Various	Various	300,000.00 (Estimated)

COMMENTS: This contract provides firm pricing for common parts for the repair and maintenance of district-owned vehicles and school buses, throughout the district.

RECOMMENDED BIDDER:

American Chemical & Building Maintenance Supply

BID NUMBER	BID TITLE	BID CATEGORY	BID TERM	DESTINATION/ REQUESTER	*FUND/CC	**PROJECT/ SUB-PROJECT	TOTAL CONTRACT AMOUNT
23-192-063	Floor Care Products	RN	1 Yr.	Warehouse Michael Ulbrich	5800	N/A	125,000.00 (Estimated)

COMMENTS: This contract secures firm pricing of floor care products for use throughout the district.

***Key to Fund Sources:**

0100: General Operating 0150: Workforce Development 03XX: Capital 0410: Food Service 0420: Contracted Programs

****Key to Categorical Sources:**

23XX: Referendum Funds

PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **October 28, 2025**

Contract No: 23-936-149

Title: HVAC Products Installation, Labor Based Solutions, and Related Products, Services

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- ☐ Lowest Responsive Bid ☐ Request for Proposal ☐ Reject Bids ☒ Piggy-Back Bid per 6A-1.012 (6) ☐ Sale of Property
☒ Revised Award * ☐ Highest Point Score ☐ Re-Award (partial/whole) * ☐ State Contract per 6A-1.012 (5)
☐ Renewal of Contract ☐ Contract/Bid Termination * ☐ Contract Extension ☐ Sole Source ☐ Co-Op Bid
☐ Professional Services/Copyrighted Materials per 6A1.012 (11)* ☐ Direct Negotiation per 6A-1.012 (14) ☐ Emergency Ratification *

Contract Period: 03/21/23 thru 08/31/27 ☐ N/A - One Time Purchase

Contract Value: \$ 6,625,000.00 (revised amount)

Contract Type: ☒ Estimated Dollar Amount ☐ Firm, Fixed Dollar Amount ☒ Firm, Fixed Unit Prices ☐ Firm, Fixed Fees or Discounts

Renewal Options:

No. of Terms Remaining	☐ Length of Each Term	☒ Length of Each Term	☐ None
1	6-months	5 - year	

Rationale/Reason

This Omnia contract #3341 was Board approved on March 21, 2023 for \$1,125,000.00 and revised on October 8, 2024 for 1,500,000. This request to increase the HVAC Products, Installation, Labor Based Solutions, and Related Products, Services contract by an additional \$4,000,000 is for the purchase and installation of Trane chillers throughout the district.

Bidders Solicited: _____ Bids Received: _____ Late Bids: _____ Rejected Bids: _____ ☒ N/A - Bids Not Required

Submitted By: Joe Benjamin, NIGP-CPP, CPPO, CPPB **For:** Districtwide
Title: Director, Purchasing Department

Requested By: Michael Hewett **Buyer:** Angelo Molfetta, NIGP-PPA
Title: Director, Maintenance Department Purchasing Analyst

Recommended award by vendor as follows: (see attached)

TRANE U.S., INC.

The Trane contract through Omnia is extensive and provides a large offering of HVAC products, labor solutions and services. The following highlights our equipment offering but it is not restricted to these items. If you have a question, please reach out to a member of the Trane Cooperative Team. All product pricing includes a discount off list pricing.

Contract includes HVAC Products, Installation, Labor Based Solutions, and Related Products and Services. Trane U.S. Inc. can provide products and services covering the following areas:

- Operate, Maintain & Repair
 - o Connectivity and Cloud Services
 - o HVAC System Management
 - o HVAC System Repair o Rental Solutions
 - o Parts and Supplies
- Energy & Sustainability
 - o Energy conservation Measures
 - o Energy Monitoring & Analysis
 - o Active Energy Management
 - o Financing & Energy Services Contracting
- Design, Upgrade & Modernize
 - o Upgrading Existing Equipment
 - o Building Systems Design and Upgrades
 - o HVAC System Retrofits
 - o Indoor Air Quality (IAQ)
- Building Systems and Technologies
 - o Variable Refrigerant Flow (VRF) and Ductless Systems
 - o Chillers
 - o Packages Units and Split

PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: October 28, 2025

Contract No: 25-200-153

Title: Stanbury Band Uniforms

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- ☐ Lowest Responsive Bid ☐ Request for Proposal ☐ Reject Bids ☐ Piggy-Back Bid per 6A-1.012 (6) ☐ Sale of Property
☐ Revised Award * ☐ Highest Point Score ☐ Re-Award (partial/whole) * ☐ State Contract per 6A-1.012 (5)
☐ Renewal of Contract ☐ Contract/Bid Termination * ☐ Contract Extension ☒ Sole Source ☐ Co-Op Bid
☐ Professional Services/Copyrighted Materials per 6A1.012 (11)* ☐ Direct Negotiation per 6A-1.012 (14) ☐ Emergency Ratification *

Contract Period: N/A

☒ N/A - One Time Purchase

Contract Value: \$ 75,875.80

Contract Type: ☒ Estimated ☐ Firm, Fixed ☐ Firm, Fixed ☐ Firm, Fixed
Dollar Amount Dollar Amount Unit Prices Fees or Discounts

Renewal Options:	No. of Terms Remaining	☐ Length of Each Term	☐ Length of Each Term	☒ None
		6-months	1 - year	

Rationale/Reason

To provide marching band uniforms for Clearwater High School.

Bidders Solicited: ____ Bids Received: ____ Late Bids: ____ Rejected Bids: ____ ☒ N/A - Bids Not Required

Submitted By: Joe Benjamin, NIGP-CPP, CPPO, CPPB **For:** Clearwater High School
Title: Director, Purchasing Department

Requested By: Ajori Spencer **Buyer:** Hope Olda
Title: PreK-12 Performing Arts Specialist

Contractor Name: Stanbury Uniforms, Inc.
Address: 108 Stanbury Industrial Drive
Brookfield, Missouri 64628
Contact: Charles Frost
Phone: (660)-258-2246
Email: info@stanbury.com
Vendor ID: V-6607

Stanbury Uniforms, Inc.

QUANTITY	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
Bandsman Uniform			
105	Shako: C-51, XD, velcro for future mirror - two plume sockets	\$61.75	\$6,483.75
105	Plume: 3 12" ostrich spears, two black one red to match taped together w/ plume wire	\$57.95	\$6,084.75
105	Shako Wrap: Sub on XD, silver Glamorous stripes, black elastic	\$44.00	\$4,620.00
105	Coat: FW, Cap sleeve, Canopy, sub on XD, bttns, bb zip - snap tape	\$209.80	\$22,029.00
105	Jumpsuit: Utility, XD, snap up, perma crease	\$108.00	\$11,340.00
105	Top: Sub on TV, turtle neck, 3/4 sleeve, zipper in back	\$65.00	\$6,825.00
105	Side Cape: Sub on XD, knee length, wraps to the back seam	\$59.40	\$6,237.00
105	Pair of Gauntlet Cuffs: XD with silver glamorous, bttns	\$49.60	\$5,208.00
BAND UNIFORM PRICE		\$655.50	
Drum Major Uniform			
4	Same as Band with color change shako - plume - wrap - coat - jumpsuit - top - side cape - gauntlets	\$753.83	\$3,015.30
Accessories			
109	Garment Bag - 600 Denier, IAP, Shoe Pouch	\$21.50	\$2,343.50
109	Shako Box - Shako-Mate	\$15.50	\$1,689.50
TOTAL			\$75,875.80
FREIGHT INCLUDED			

PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **October 28, 2025**

Contract No: 25-962-157

Title: Athletic Officials

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- ☐ Lowest Responsive Bid ☐ Request for Proposal ☐ Reject Bids ☐ Piggy-Back Bid per 6A-1.012 (6) ☐ Sale of Property
☐ Revised Award * ☐ Highest Point Score ☐ Re-Award (partial/whole) * ☐ State Contract per 6A-1.012 (5)
☐ Renewal of Contract ☐ Contract/Bid Termination * ☐ Contract Extension ☐ Sole Source ☐ Co-Op Bid
☒ Professional Services/Copyrighted Materials per 6A1.012 (11)* ☐ Direct Negotiation per 6A-1.012 (14) ☐ Emergency Ratification *

Contract Period: 07/01/2025 thru 06/30/2027 ☐ N/A - One Time Purchase

Contract Value: \$ 1,065,885.72

Contract Type: ☐ Estimated Dollar Amount ☒ Firm, Fixed Dollar Amount ☐ Firm, Fixed Unit Prices ☐ Firm, Fixed Fees or Discounts

Renewal Options:

No. of Terms Remaining	☐ Length of Each Term	☐ Length of Each Term	☒ None
	6-months	- year	

Rationale/Reason

These are the only organizations that can perform officiating services for Pinellas County Schools for their respective sports.

Bidders Solicited: ____ Bids Received: ____ Late Bids: ____ Rejected Bids: ____ ☒ N/A - Bids Not Required

Submitted By: Joe Benjamin, NIGP-CPP, CPPO, CPPB **For:** Countywide
Title: Director, Purchasing Department

Requested By: Marc Allison **Buyer:** Tyler Marcum
Title: Director, Athletics, PreK-12 Physical Education

Contractor Name: (See Attached Tabulation)

WRESTLING**SUNSHINE OFFICIALS ASSOCIATION WRESTLING (V-2189)**

Fee Schedule: 2025-26 Season		
Description	Varsity	Jr. Varsity
Weigh-In, per Event, per Official, per Day	\$36.00	\$36.00
Dual/Tri/Quad/Tournament Meet Officiating per Dual	\$97.00	\$87.00
IBT Tournament, per Bout Wrestled (including forfeits; excluding byes)	\$6.00	\$5.00
Combination/Round Robin Tournaments, per Bout Wrestled	\$6.00	\$5.00

Fee Schedule: 2026-27 Season (FHSAA Guidebook amounts apply if less than these)		
Description	Varsity	Jr. Varsity
Weigh-In, per Event, per Official, per Day	\$36.00	\$36.00
Dual/Tri/Quad/Tournament Officiating per Dual	\$98.00	\$88.00
IBT Tournament, per Bout Wrestled (including forfeits; excluding byes)	\$7.00	\$6.00
Combination/Round Robin Tournaments, per Bout Wrestled	\$7.00	\$6.00

Booking Fees Per Event (Per the 2025 FHSAA Officials Guidebook) – Varsity, Jr. Varsity and Girls	
Description	Fee
One-time flat fee to PCSB per Host school not running a separate tournament	\$50
1–6 officials per separate event	\$25
7–10 officials per separate event	\$50
11–15 officials per separate event	\$75
16 or more officials per separate event	\$100

SOCCER**PINELLAS SOCCER OFFICIALS ASSOCIATION, INC. (V-28551)**

Fee Schedule – Soccer (Varsity and Junior Varsity)			
Description	Varsity	Jr. Varsity	Notes
Junior Varsity (2 officials only)	—	\$74 per official	2 officials required
Regular Season Varsity	\$89 (Center Referee) / \$79 (Assistant Referee)	—	If only 2 officials, each receives \$89
PCAC Championships	Same as regular season Varsity matches	—	—
District Playoffs	\$99 (Center Referee) / \$89 (Assistant Referee)	—	Paid by District Host or Host School, not PCSB
Regional Playoffs	As determined by FHSAA	—	Paid by Host School, not PCSB
Travel Fee (to/from game venue per official)	\$0	\$0	—
Booking Fee per Game/Match Scheduled or Re-Scheduled	\$12	\$10	Applies per game/match and for schedule changes

Schedule Changes		
Description	Varsity	Jr. Varsity
Less than 48 hours before kickoff	\$25/change or addition	\$25/change or addition
Between 49 and 120 hours before kickoff	\$15/change or addition	\$15/change or addition
All other changes (including cancellations)	\$12/change	\$10/change

SOFTBALL**PINELLAS SPORTS OFFICIALS ASSOCIATION (V-23203)**

Softball Fee Schedule		
Category	Distance	Fee
Regular Season – Varsity	Under 50 miles	\$90.00
	50–74 miles	\$100.00
	75+ miles	\$110.00
Regular Season – Sub-Varsity	Under 50 miles	\$70.00
	50–74 miles	\$80.00
	75+ miles	\$90.00
State Series – District Tournament	—	\$100.00
State Series – Regional Tournament	—	\$110.00
State Series – FHSAA Finals	—	\$120.00

Volleyball**PINELLAS SPORTS OFFICIALS ASSOCIATION (V-23203)**

Middle School Volleyball (Both Genders)					
Category	Regular Season	Under 50 Miles	51–74 Miles	75+ Miles	Notes
Middle School	—	\$60.00	N/A	N/A	Per Official
Booking Fee	—	\$9.00	N/A	N/A	Per Event
Travel	—	Included	N/A	N/A	N/A

Volleyball (All Levels)		
Level	# of Officials	Per Official
Varsity (3/5)	2	\$84.00
Varsity (2/3)	2	\$68.00
Junior Varsity	2	\$64.00
Middle School	1	\$55.00
Booking Fee per Match	—	\$9.00
Annual Arbiter and Administrative Fee	—	\$300.00

FOOTBALL**SUNSHINE FOOTBALL OFFICIALS ASSOCIATION, INC (V-5039)**

Football – Varsity and Sub Varsity Games					
Category	Crew Type	Description	Quantity	Rate per Official	Total
Varsity Games	5-Man Crew	Officials (per FHSAA Officials Guidebook fee)	5	\$125.00	\$625.00
		Clock Operator (per FHSAA Officials Guidebook fee)	1	—	\$77.00
		Booking Fee per Game	1	—	\$25.00
Varsity Games	Optional 7-Man Crew	Officials (per FHSAA Officials Guidebook fee)	7	\$125.00	\$875.00
		Clock Operator (per FHSAA Officials Guidebook fee)	1	—	\$77.00
		Booking Fee per Game	1	—	\$25.00
Sub Varsity Games	5-Man Crew	Officials (per FHSAA Officials Guidebook fee)	5	\$86.00	\$430.00
		Clock Operator (per FHSAA Officials Guidebook fee)	1	—	\$77.00
		Booking Fee per Game	1	—	\$20.00

BASKETBALL
PINELLAS AREA REFEREES, INC. (V-11299)

Fee Schedule – Basketball (All Levels)			
Level	# of Officials	Per Official	Additional Terms and Conditions
Varsity	2	\$93.00	—
Varsity	3	\$93.00	—
Junior Varsity	2	\$70.00	—
Junior Varsity	3	\$70.00	At Association's option, and subject to availability
Middle School	2	\$55.00	At Association's option, and subject to availability
Middle School	1	\$67.00	—

FLAG FOOTBALL
SUNSHINE FOOTBALL OFFICIALS ASSOCIATION, INC (V-5039)

Fee Schedule – Flag Football (Varsity and Sub Varsity Games)					
Category	Crew Type	Description	Quantity	Rate per Official	Total
Varsity Games	5-Man Crew	Officials (per FHSAA Officials Guidebook fee)	3	\$64.00	\$192.00
		Booking Fee per Game	1	—	\$25.00
Sub Varsity Games	3-Man Crew	Officials (per FHSAA Officials Guidebook fee)	3	\$59.00	\$177.00
		Booking Fee per Game	1	—	\$20.00

Sunshine Officials Association-Wrestling, Inc.
Officiating Service Contract

This service contract (contract) is between the Sunshine Officials Association - Wrestling, Inc. (SOA Wrestling) and the Pinellas County School Board (PCSB).

Purpose. SOA Wrestling agrees to provide wrestling officiating services by Florida High School Athletic Association (FHSAA) registered officials for all of the PCSB high schools' scheduled home wrestling events.

Term. The term of this contract will be for the 2025-2026 through the 2026-2027 wrestling seasons. SOA Wrestling shall be the sole entity utilized by the PCSB schools to provide wrestling officiating services for all of the PCSB schools' home wrestling matches and tournaments, with exception of the State Series Tournaments as determined by the FHSAA Officials Guidebook.

SOA Officials providing services under this contract are all registered with the FHSAA and are in compliance with the Jessica Lunsford Act, sections 1012.465, et seq., F.S.

Official Assignments. All official assignments will be made by the SOA Wrestling's Booking Commissioner in accordance with this agreement and the current FHSAA Officials Guidebook. In such regard, the PCSB schools shall agree to work with and to cooperate fully with SOA Wrestling's Booking Commissioner concerning event assignments, schedule changes, and related matters, and SOA agrees to do likewise concerning the PCSB schools. SOA Wrestling reserves the right to ask host schools to either change dates, reduce the number of participating schools or cancel events based on SOA Wrestling's ability to provide enough officials to staff all events for that day. SOA Wrestling's requests to change date, reduce the number of participating schools or cancel events shall be based on a "last in, first out" status of that Host School's schedule submission in relation to other Host Schools. SOA's first priority is to cover Pinellas County Events. No SOA official will be granted permission by SOA to officiate out of the SOA service area if our events cannot be covered. SOA Wrestling Booking Commissioner's contact information is below.

SOA Booking Commissioner. John Lawton

1100 Pine Ridge Circle West, Apt F, Tarpon Springs, FL 34688

727-479-3978 (cell) soawrestling24@gmail.com

Event Schedules. The PCSB and member Host Schools agree to provide to the SOA Wrestling Booking Commissioner by November 1 of each season a season schedule of all home events to be held at the PCSB schools during the wrestling season. The names of the known participating schools in any event shall be included when the schedule is submitted. Any additions or deletions of schools participating after the original schedule is sent shall be submitted to the SOA Booking

Commissioner a minimum of five (5) days prior to the scheduled event. Season schedules or individual wrestling events, including the participating schools on the original schedule submission, received after this date shall incur a one-time \$100 fee per the FHSAA 2025 Officials Guidebook. Such fee will also be charged if the final list of schools participating in an event is not submitted within five (5) days of the event.

Event Schedule Changes and Cancellations. Host School agrees to notify the SOA Wrestling Booking Commissioner by email or telephone call, a minimum of nine (9) days prior (per the FHSAA 2025 Officials Guidebook) to any change or cancellation of a previously scheduled event. Failure to notify the SOA Booking Commissioner given less than the nine (9) day minimum notice will result in the PCSB or member Host School being charged \$25 for each such change or cancellation per the 2025 FHSAA Officials Guidebook as well as the original booking fee. SOA Wrestling is entitled to charge booking fees each time an event is rescheduled. Should the official arrive at the Host School and SOA Wrestling has not been notified that the event was cancelled, SOA reserves the right to invoice the PCSB or Host School for all normal fees associated with that event. Events starting more than 10 minutes late shall incur a 10% of dual meet fee (currently \$8.80) per official for each 10-minute interval the event starts late.

Fees & Expenses for 2025-26 and 2026-27 Seasons. The PCSB and member Host Schools shall agree to pay timely booking fees, official's weigh-in fees and officials officiating fees, as per the following fee schedule, as per the 2025 FHSAA Officials Guidebook:

Fee Schedule. 2025-26 Season

	Varsity	Jr. Varsity
Weigh-In, per Event, per Official, per Day	\$36.00	\$36.00
Dual/Tri/Quad/Tournament Meet Officiating per Dual	97.00	87.00
IBT Tournament, per bout wrestled (including forfeits; excluding byes)	6.00	5.00
Combination/Round Robin Tournaments, per bout wrestled	6.00	5.00

Fee Schedule. 2026-27 Season (FHSAA Guidebook amounts apply if less than these)

	Varsity	Jr. Varsity
Weigh-In, per Event, per Official, per Day	\$36.00	\$36.00
Dual/Tri/Quad/Tournament Officiating per Dual	98.00	88.00
IBT Tournament, per bout wrestled (including forfeits; excluding byes)	7.00	6.00
Combination/Round Robin Tournaments, per bout wrestled	7.00	6.00

*Junior varsity official fee will be \$10.00 per bout wrestled, if the Host School notifies SOA Wrestling Booking Commissioner in writing at least nine (9) days prior to the scheduled event that the Host School's junior varsity team has 7 or less wrestlers, and they desire only one official for their scheduled event to officiate both the varsity and junior varsity dual meets. Failure to notify

the SOA Wrestling Booking Commissioner within the nine (9) day period will result in the full junior varsity fee per the contract schedule.

Booking Fees Per Event (Per the 2025 FHSAA Officials Guidebook) – Varsity, Jr. Varsity and Girls

- \$50 one-time flat fee to PCSB per Host school not running a separate tournament should it not load the PCSB events covered under this contract into Arbiter. Host schools running a separate tournament not covered by this contract will be charged the \$50 fee instead of PCSB.
- One to six officials per separate event \$25
- Seven to 10 officials per separate event \$50
- 11- to 15 officials per separate event \$75
- 16 or more officials per separate event \$100

Travel over 50 miles from the official's home to the Host School will be bill at 70 cents per mile one way.

When the number of bouts in an IBT or Round Robin event does not exceed the amount billed for varsity quad meet (four (4) dual meets), SOA Wrestling will bill the amount of a varsity quad meet in lieu of the \$6.00 per bout.

SOA Wrestling will have sole discretion as to the number of mats utilized and number of officials assigned to any wrestling event where its officials are providing services. Mat and participating school limit on various events without explicit written approval from an SOA Wrestling officer:

- IBTs One day - 4 mats; 16 teams Two days - 4 mats; 32 teams
- Round Robin One day - 4 mats; 8 teams Two days - 4 mats; 16 teams
- Dual Meet Tournaments One day - 4 mats 8 teams Two day - 4 mats; 16 teams

SOA Wrestling reserves the right to utilize officials outside of our association when needed and in consultation with the Host school, which may result in the contractual travel fee and the Host School providing clean and safe hotel rooms as SOA determines are needed and arranged by the host school with the SOA Booking Commissioner.

Payment Terms and Conditions. Invoices shall be sent by electronic transmission by the SOA Wrestling Treasurer to the appropriate PCSB or school bookkeeper. The PCSB or school shall pay invoice(s) upon receipt. In the event of untimely and/or partial payment, SOA Wrestling shall have the right to terminate its services, along with SOA Wrestling having the right to institute action to collect same. SOA Wrestling further reserves the right to collect all future service fees from the

PCSB or Host Schools in advance at any scheduled event if the Host School is currently and/or has been delinquent in payments of invoices. SOA Treasurer's contact information is below.

SOA Treasurer: Scott Jacuk

P.O. Box 110642, Bradenton, FL 34211

941-720-2391 (cell) Sjacuk65@gmail.com

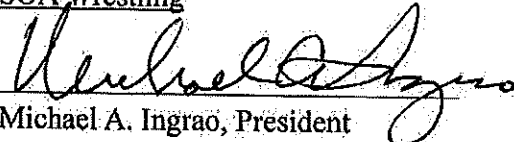
Additional School Responsibilities. The Host School is charged with, and agrees to abide by, the following responsibilities relative to SOA Wrestling officials when serving at the Host School for an event to which official(s) are assigned:

- a. An authorized Representative of the Host School shall greet the official(s) upon arrival.
- b. The Host School shall provide on their submitted schedule directions to the Host School and parking instructions to a secure place for the official(s) to park.
- c. The Host School shall provide a secure dressing facility which affords privacy, hot showers and a bathroom for the official(s) use during the event.
- d. The Host School shall provide the official(s) with free refreshments (i.e. water and sports drinks) at the beginning or during the event. A reasonable amount of meals will also be provided for events longer than four (4) hours.
- e. The Host School shall provide pre-event, during event, and post event security for the official(s). A Host School administrator shall, if necessary, escort the official(s) to and from the event area to prevent harassment.
- f. The Host School administrator shall indicate to the official(s) his/her seat location, should a situation develop where assistance from the Host School's administrator be needed during the event.
- g. School personnel including coaches shall not enter the officials' dressing facility or the shower facilities while the official(s) are present, unless specifically approved by the official(s).

Safety. The Host School shall take all reasonable steps to assure the safety of its physical plant and facilities and official(s) personal safety. This shall include reasonable barriers around the mat area for events where multiple mats are utilized. Should SOA assigned officials at any wrestling event determine that the environment around the mat area is unsafe, the officials may stop wrestling and withhold officiating services until the Host School administrator rectifies the unsafe conditions. The wrestling area "playing field" is the mat and 10 feet around it per the NFHS Rule Book. No individuals who are not wrestlers on deck, certified coaches or registered volunteer coaches should be permitted in that wrestling area, and only two (2) persons (certified coaches, registered volunteers, team wrestlers or photographers) in the corner during any match.

Any person, especially spectators, who approach an official in an inappropriate or hostile manner shall be removed by the Host School administrator at the direction of the official involved or the Coordinating Official for the event. Officials shall be paid in full should the officials determine that the environment around the mats is not safe and the Host School fails to be able to rectify the safety issues causing the officials to refuse officiating services for the event.

SOA Wrestling


Michael A. Ingrao, President

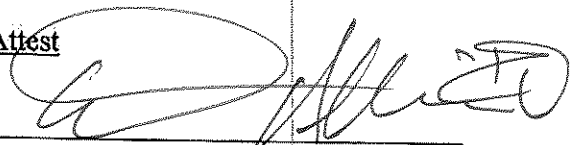
Date: 9/15/2025

Pinellas County School Board

Chairperson

Date: _____

Attest



Marc Allison, Director, Athletics

Date: 9/15/25

Approved As To Form:



School Board Attorneys Office

AGREEMENT FOR OFFICIATING SERVICES ("Agreement")

1. **PARTIES.** This Agreement is made and entered into by and between Pinellas Soccer Officials Association ("Association"), and The School Board of Pinellas County, Florida ("School").
2. **PURPOSE.** Association agrees to provide persons to perform officiating services ("Officials") for all non-practice/non-scrimmage soccer matches in the School's system, including, but not limited to, FHSA games and also soccer tournaments of Schools, and/or tournaments hosted by an individual public school in Pinellas County, and/or tournaments in which an individual public school participates in the County (all collectively "games"). In so providing Officials, Association shall be and remain an independent contractor. School understands and acknowledges that virtually all Officials of Association have full-time employment positions, which positions are often very demanding and sometimes require last-minute, unscheduled overtime; thus, it is not possible for Association to staff all games with three (3) Association provided Officials; however, Association will for all games provide at least the minimum number required by FHSA By-laws.
3. **TERM OF AGREEMENT.** This Agreement shall take effect and be effective upon execution by both Parties on and after the later date shown on the signature page below. Except for Section 7 and its attached Exhibit B, such Agreement shall be and remain in force until June 30, 2027, except as provided herein; provided that the Parties may mutually agree to amend the terms of the Agreement at any time in writing signed by both Parties. Concerning Section 7 and its attached Exhibit B, the Parties agree to, and shall, meet at mutually-convenient times and dates to discuss and bargain in good faith to a final resolution over such fees and expenses for the 2025-2027 seasons, which School agrees may be negotiated and agreed upon by School's staff, so long as any increase in such fees does not exceed ten percent (10%).
4. **GAMES SCHEDULES.** Concerning all games needing Association's officiating services, School shall, and agrees to, submit written game schedules to Association at least forty-five (45) days before the starting date of each game, as further detailed in Exhibit A, attached hereto, incorporated herein, and made a part hereof by reference.
5. **SCHEDULE CHANGES.** The parties agree to all the schedule change terms and conditions as set forth herein and also set forth in attached Exhibit A.
6. **GAME OFFICIAL ASSIGNMENT.** Assignment of Association Officials for School's games shall be made by the Association's Booking Commissioner in accordance with this Agreement and all FHSA requirements. Association's Booking Commissioner will assign the number of Officials that Booking Commissioner/Assignment Committee believes are required for School's game based on booking Commissioner/Assignment Committee's expertise and/or experience. In such regard, School shall, and agrees to, work with and to cooperate fully with Association's Booking Commissioner concerning game assignment, schedule changes, and related matters, and Association agrees to do likewise concerning School.
7. **FEES & EXPENSES FOR 2025-2027 SEASONS.** School shall, and agrees to, timely pay a \$300.00 per year accounting fee upon Agreement execution. In addition to such accounting fee, the School shall, and agrees to, also related booking fee(s), and officiating fees, all as follows*:

7.1	Travel Fee to/from a Game/Match Venue or Site per Official	\$0
7.2	Booking Fee per Game/Match Scheduled and Re-Scheduled** <i>**The booking fee shall apply on a per game/match basis, applying to all scheduled games/matches and also to all game/match schedule changes. For example, Association's Booking Commissioner books game "A", and later, School requests to change that game to a different day. Association's Booking Commissioner will reschedule such game to the requested differing-day and Association would then be due \$24 or \$20, i.e. \$12 or \$10 for the original booked date and \$12 or \$10 for the schedule change. See EXHIBIT A for further conditions.</i>	Varsity: \$12 JV: \$10
7.3	Officiating Fees per Official per Game	<i>Please see EXHIBIT B attached hereto and incorporated herein and made apart hereof by reference</i>
	<i>*In the event any of the fees for the relevant sport officiated stated in the 2025/2026/2027 FHSAA Officials Guidebook, section 902.01 "Fee" (or successor and/or replacement section(s)) is increased by FHSAA, then such high fee(s) shall become, and remain, a part of this Agreement.</i>	

8. **TOURNAMENTS.** All tournaments hosted by the School shall be subject to, and are a part of, this Agreement. All individual public schools in School's system hosting their own respective tournament shall pay the Officials within twenty-five (25) days of receipt of an invoice from the Association. Any individual public-school requiring negotiation shall notify Association of same, and thereafter subsequent negotiations shall be held between such entities concerning that school's tournament. Except as specifically negotiated and also agreed to in writing to the contrary, all individual public schools hosting their own respective tournament shall be subject to the terms and conditions of this Agreement, including, but not limited to, the terms and conditions of Section 10.
9. **PAYMENT TERMS AND CONDITIONS.** Invoices shall be sent by the Association to School's contact listed below. School shall pay this/these invoice(s) within its normal course of business. Payments are due within 45 days of invoice date and are subject to 12% late fee. In the event of untimely and/or partial payment or non-payment, Association shall have the right to forthwith terminate its services hereunder, with such termination not being a breach hereof, along with Association having the right to institute action to collect same.
10. **OFFICIALS' QUALIFICATIONS.** All Association-provided Officials shall be in compliance with the Jessica Lunsford Act, sections 1012.465, et seq. F.S., which requires all Contractual Personnel who are permitted access on school grounds when Students are present, have direct contact with Students, or have access to or control of School funds, to meet level 2 screening requirements as described in law.

11. **ADDITIONAL SCHOOL RESPONSIBILITIES.** Per FHSA Officials Guidebook section 600 (or successor/replacement section(s)), School is charged with, and agrees to abide by, the following responsibilities relative to Association's Officials when serving as host for an athletic contest to which the Officials are assigned:

11.1	An authorized Representative of the host school shall greet the Officials upon their arrival.
11.2	The host school shall provide a private, secure place for the Officials to park.
11.3	The host school shall provide a secure dressing facility which affords privacy.
11.4	The host school shall provide the Officials access to private shower facilities.
11.5	The host shall provide the Officials with free refreshments (i.e. water and/or sports drinks) during the halftime intermission and other appropriate times, such as at the end of game quarters.
11.6	The host school shall provide pregame, halftime, and post-game security for the Officials. A School Official or Principal's Designee must escort the Officials to and from the playing field or court to prevent harassment.
11.7	The host school Principal or Athletic Administrator shall indicate to the Referee or Umpire-in-chief his/her seat location, should a situation develop where assistance from such School Representative be needed during the game.
11.8	School Personnel, including Coaches, shall not enter the Officials' dressing facility or the shower facilities while the Officials are in attendance, unless so requested to enter by the Officials.

12. **SAFETY.** School shall take all reasonable steps to assure the safety of its physical plant and facilities and of Officials' personal safety.
13. **CONTACT INFORMATION.** Contact methods are defined below and shall be used anytime this Agreement herein references website, phone, mail, and/or electronic mail contacts:

School Contact Information:

Mr. Marc Allison
301 Fourth St. SW
P.O. Box 2942
Largo, FL 33779-2942
W: 727-588-6125
C: 727-638-2972
Email: AllisonW@pcsb.org

Association Contact Information:

Robert Ovalle
Suite #204-239
3665 East Bay Dr
Largo, FL 33771
C: 727-417-2896
Email: ovalle@yahoo.com

Association Booking Commissioner:

Richard Bruce
C: 727-348-0370
Email: PSOA.Assignor@gmail.com

14. **AGREEMENT TERM TO BE EXCLUSIVE.** School and all individual public schools hosting their own respective tournaments shall not contract with any other official or official's association for the purpose of officiating soccer matches. It is agreed between the Parties that this Agreement shall be exclusive to Association, and that Association shall be the sole entity utilized by School and by its individual public schools to provide such officiating services.

15. **LIABILITY.** The Parties agree to be fully responsible for their own acts of negligence, or their respective agents' acts of negligence when acting within the scope of their employment, and agree to be liable for any damages proximately caused thereby; provided, however, the Parties agree that School's liability is subject to the monetary limitations and defenses imposed by Section 768.28, F.S. Nothing herein is intended to serve as a waiver of sovereign immunity by School, nor shall anything herein be construed as consent by School to be sued by any third party for any cause or matter arising out of or related to this Agreement.

16. **BINDING TERMS AND CONDITIONS.** It is agreed that all terms and conditions set forth in this Agreement and its attached Exhibits shall be, and remain, binding on both Parties, and that each Party via its duly authorized Representative has full authority to execute this Agreement.

17. **TERMINATION.** Either Party may terminate this Agreement without cause by providing ninety (90) days written notice to the other Party. Except for Section 15, and also except for School's obligation to timely pay (per Section 7 and also its attached Exhibit B) in full or all services rendered by Association until the date of actual termination of this Agreement, the active duties under this Agreement shall cease after the expiration of the ninety (90) day period.

Association:

School:

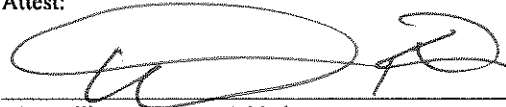

Michael Bishop, PSOA Treasurer

Laura Hine , Chairperson

Date: 9/17/25

Date: _____

Attest:


Marc Allison, Director, Athletics

Date: 9/17/25

Approved as to Form:


Office of General Counsel

Attachments: Exhibit A and Exhibit B

EXHIBIT A

Schedule Changes

School shall, and agrees to, submit any schedule additions, deletions, re-bookings, differing times and/or dates, or other changes (as collectively 'schedule change' or "schedule changes") through email to the Association's Booking Commissioner. However, any schedule change made within twenty-four (24) hours of (and wherever and whenever possible, forty-eight (48) hours before) the game's starting time shall be communicated by school via telephone, and also confirmed by the Association's Booking Commissioner, before any such schedule change shall become effective and binding on Association. School shall, and agrees to, pay full game fees and all other related fees for any game cancelled without a 24-hour advance notice. In addition, the schools and the district agree to pay the following fees for game changes or additions:

- Less than 48 hours before kickoff: \$25/change or addition
- Between 49 and 120 hours: \$15/change or addition
- All other changes(to include cancelations): \$12/change for Varsity match; \$10/change for JV
- All fees will be billed to the county athletics office.
- Game change fees become applicable 2 weeks prior to the season.
- Change fees do not include rainouts or county-wide school board decisions to close schools or cancel sporting events.

EXHIBIT B

Game Payment charges for 2025-2026

Junior Varsity: \$74/official (2 officials only)

Regular Season Varsity: \$89 for Center Referee; \$79 for each Assistant Referee

In the rare instance of only two officials, each shall receive \$89

PCAC Championships: Same as regular season Varsity matches

District Playoffs: \$99 for Center Referee; \$89 for each Assistant Referee

Paid by the District Host or Host School, not PCSB

Regional Playoffs: As determined by FHSAA

Paid by Host School, not PCSB



Pinellas Sports Officials Association

PSOS, Inc.
13223 110th Ave
Largo, FL 33774
Tax ID# 20-3218514
Patric Beauchamp- Treasurer
Phone: (727)595-3985
patricbeau@hotmail.com

1. **PARTIES.** This Agreement is made and entered into and by and between **Pinellas Sports Officials Association, Inc.** ("Association"), and **Pinellas County School Board** ("School").
2. **PURPOSE.** Association agrees to provide persons to perform officiating services ("Officials") for all Pre-Season and Regular-Season **varsity girls softball games** in the School's system, including, but not limited to, FHSAA games and also **varsity girls softball** tournaments of schools, and/or tournaments hosted by an individual public school in Pinellas County ("County"), and/or tournaments in which an individual public school participates in the County (all collectively "games"). In so providing Officials, Association shall be and remain an independent contractor. School understands and acknowledges that virtually all Officials of Association's have full-time employment positions, which positions are often very demanding and sometimes require last-minute, unscheduled overtime; however, Association will, for all games, provide at least the minimum number required by FHSAA By-laws.
3. **TERM OF AGREEMENT.** This Agreement shall take effect and be effective upon execution by both Parties on and after the later date shown on the signature page below. Except for Section 7 and its attached Exhibit B. Such Agreement shall be and remain in force until **June 30, 2026**, except as provided herein: provided that the Parties may mutually agree to amend the terms of the Agreement at any time in writing signed by both Parties. Concerning Section 7 and its attached Exhibit B, the Parties agree to, and shall, meet at mutually-convenient times and dates to discuss and bargain in good faith to a final resolution over such fees and expenses for the 205-2026__seasons.
4. **GAME-SCHEDULES.** Concerning all games needing Association's officiating services, School shall, and agrees to, submit written game schedules to Association at least **twenty-one (21)** days before the staring date of each game, and wherever and whenever possible,

twenty-eight (28) days beforehand, as further detailed in Exhibit A, attached hereto, incorporated herein, and made a part hereof by reference.

5. **SCHEDULE CHANGES.** The Parties agree to all the schedule-change terms and conditions as set forth herein and also set forth in attached Exhibit A.
6. **GAME OFFICIAL ASSIGNMENTS.** Assignment of Association Officials for School's games shall be made by the Association's Booking Commissioner in accordance with this Agreement and all FHSAA requirements. Association's Booking Commissioner will assign the number of Officials that Booking Commissioner/Assignment Committee believes are required for School's game based on Booking Commissioner/Assignment Committee's expertise and/or experience. In such regard, School shall, and agrees to, work with and to cooperate fully with Association's Booking Commissioner concerning game-assignments, schedule changes, and related matters, and Association agrees to do likewise concerning School.
7. **FEES & EXPENSES.** School shall, and agree to, timely pay, in accordance with Exhibit A and Exhibit B attached below.
8. **TOURNAMENTS.** All tournaments hosted by the County shall be subject to, and are a part of, this Agreement. All individual public schools in School's system hosting their own respective tournament shall be timely paid for by the host school. Any individual public school requiring negotiation shall notify Association of same, and thereafter subsequent negotiations shall be held between such entities concerning that school's tournament. Except as specifically negotiated and also agreed to in writing to the contrary, all individual public schools hosting their own respective tournament shall be subject to the terms and conditions of this Agreement, including, but not limited to, the terms and conditions of Section 10.
9. **PAYMENT TERMS AND CONDITIONS.** Invoices shall be sent by the Association to School's contact listed below. School shall pay this/these invoice(s) within its normal course of business. In the event of untimely and/or partial payment or non-payment, Association shall have the right to forthwith terminate its services hereunder, with such termination not being a breach hereof, along with Association having the right to institute action to collect same.
10. **OFFICIALS' QUALIFICATIONS.** All Association-provided Officials shall be in compliance with the Jessica Lunsford Act, sections 1012.465, et seq., F.S., which requires all Contractual Personnel who are permitted access on School grounds when Students are present, have

direct contact with Students, or have access to or control of School funds, to meet level-2 screening requirements as described in law.

11. ADDITIONAL SCHOOL RESPONSIBILITIES. Per *FHSAA Officials Guidebook* section 600 (or successor/replacement section(s)), School is charged with, and agrees to abide by, the following responsibilities relative to Association's Officials when serving as host for an athletic contest to which the Officials are assigned:

11.1. An authorized Representative of the host school shall greet the Officials upon their arrival.

11.2. The host school shall provide a private, secure place for the Officials to park (the Association should send School's contact the location of preferred parking).

11.3. The host school shall provide a secure dressing facility which affords privacy.

11.4. The host school shall provide the Officials access to private shower facilities.

11.5. The host school shall provide the Officials with free refreshments (i.e. water and/or sports drinks) during the halftime intermission and/or other appropriate times, such as at the end of game quarters.

o 11.6. The host school shall provide pregame, halftime, and post-game security for the Officials. A School Official or Principal's Designee must escort the Officials to and from the playing field or court to prevent harassment.

11.7. The host school Principal or Game Administrator shall indicate to the Referee or Umpire-in-chief his/her seat location, should a situation develop where assistance from such School Representative be needed during the game.

11.8. School Personnel, including Coaches, shall not enter the Officials dressing facility or the shower facilities while the Officials are in attendance, unless so requested to enter by the Officials.

12. SAFETY. School shall take all reasonable steps to ensure the safety of its physical plant and facilities and of Officials' personal safety.

13. CONTACT INFORMATION. Contact methods, as defined, shall be used anytime this Agreement herein references website, phone, fax, mail, and/or electronic mail contacts.

14. AGREEMENT TERM TO BE EXCLUSIVE. School and all individual public schools hosting their own respective tournaments shall not contract with any other official or officials association for the purpose of officiating **varsity girls' softball** games. It is agreed between the Parties that this Agreement shall be exclusive to Association, and that Association shall

be the sole entity utilized by School and by its individual public schools to provide such officiating services

15. LIABILITY. The Parties agree to be fully responsible for their own acts of negligence, or their respective agents' acts of negligence when acting within the scope of their employment, and agree to be liable for any damages proximately caused thereby; provided, however, the Parties agree that School's liability is subject to the monetary limitations and defenses imposed by Section 768.28, F.S.. Nothing herein is intended to serve as a waiver of sovereign immunity by School, nor shall anything herein be construed as consent by School to be sued by any third party for any cause or matter arising out of or related to this Agreement.
16. BINDING TERMS AND CONDITIONS. It is agreed that all terms and conditions set forth in this Agreement and its attached Exhibits shall be, and remain, binding on both Parties, and that each Party via its duly authorized Representative has full authority to execute this Agreement.
17. TERMINATION. Either Party may terminate this Agreement without cause by providing ninety (90) days written notice to the other Party. Except for Section 15, and also except for School's obligation to timely pay (per Section 7 and also its attached Exhibit B) in full for all services rendered by Association until the date of actual termination of this Agreement, the Parties' respective duties under this Agreement shall cease after the expiration of the ninety (90) day period.

Pinellas Sports Officials Association, Inc. ("Association")

Thom Tiedeman

President

9/17/25

Association Authorized Signature

Title

Date

[Signature] County SD 9/17/25

PINELLAS COUNTY SCHOOL BOARD ("School")

Chairperson

Association Authorized Signature

Title

Date

ATTEST:

Superintendent

Signature

Title

Date

Approved As To Form:

[Signature]
School Board Attorneys Office

Attachments: Exhibit A, and Exhibit B

EXHIBIT A

Booking Fees for Preseason and Regular Season			
		Fee per Home Game	Football per home game
Middle School (Per Gender):		\$8.00	\$15.00
Sub Varsity (Per Gender):		\$10.00	\$20.00
Varsity (Per Gender):		\$12.00	\$25.00
Wrestling Booking fees:		1-6 officials assigned - \$25	7-10 officials - \$50
		11-15 officials - \$75	16+ officials - \$100
Late Deadline to Submit Schedule or Enter Into Arbiter			
\$100.00			
Late Deadline to Submit Payment			
\$200.00			
Online Schedule Entry Fee: (Arbiter/other online software)	\$50.00	If school chooses to have association enter	
Official Scratches:	\$50.00	Per Official - Max 3 (if association allows scratches)	
Game Change Fees (unless related to weather/safety/security):			
10+ days before a match / game	\$0.00		
9 days and under before a match / game	\$25.00		

Game Day Cancellation complete referee crew will be paid, unless its relates to safety / security / weather

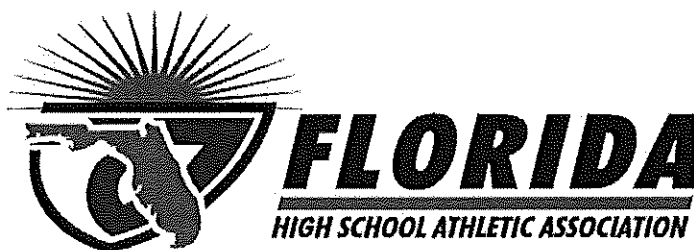


EXHIBIT B

Softball

Regular Season		Under 50 miles	50-74 miles	75+ miles
Varsity	\$	90.00	\$ 100.00	\$ 110.00
Sub-Varsity	\$	70.00	\$ 80.00	\$ 90.00
State Series				
District Tournament	\$	100.00		
Regional Tournament	\$	110.00		
FHSAA Finals	\$	120.00		



Pinellas Sports Officials Association

PSOS, Inc.
13223 110th Ave
Largo, FL 33774
Tax ID# 20-3218514
Patric Beauchamp- Treasurer
Phone: (727)595-3985
patricbeau@hotmail.com

1. PARTIES. This Agreement is made and entered into and by and between **Pinellas Sports Officials Association, Inc.** ("Association"), and **Pinellas County School Board** ("School").
2. PURPOSE. Association agrees to provide persons to perform officiating services ("Officials") for all non-practice/non-scrimmage middle school level volleyball matches in the School's system. In so doing, the Association shall and remain an independent contractor.
3. TERM OF AGREEMENT. This Agreement shall take effect and be effective upon execution by both Parties on and after the later date shown on the signature page below. Except for Section 7 and its attached Exhibit B. Such Agreement shall be and remain in force until June 30, 2026, except as provided herein: provided that the Parties may mutually agree to amend the terms of the Agreement at any time in writing signed by both Parties. Concerning Section 7 and its attached Exhibit B, the Parties agree to, and shall, meet at mutually convenient times and dates to discuss and bargain in good faith to a final resolution over such fees and expenses for the 2025 & 2026 season.
4. GAME-SCHEDULES. Concerning all games needing Association's officiating services, School shall, and agrees to, submit written game schedules to Association at least **twenty-one (21)** days before the starting date of each game, and wherever and whenever possible, **twenty-eight (28)** days beforehand, as further detailed in Exhibit A, attached hereto, incorporated herein, and made a part hereof by reference.
5. SCHEDULE CHANGES. The Parties agree to all the schedule-change terms and conditions as set forth herein and also set forth in attached Exhibit A.

6. GAME OFFICIAL ASSIGNMENTS. Assignment of Association Officials for School's games shall be made by the Association's Booking Commissioner in accordance with this Agreement and all FHSAA requirements. Association's Booking Commissioner will assign the number of officials that Booking Commissioner/Assignment Committee believes are required for the School's game based on Booking Commissioner/Assignment Committee's expertise and/or experience. In such regard, School shall, and agrees to, work with and to cooperate fully with Association's Booking Commissioner concerning game-assignments, schedule changes, and related matters, and Association agrees to do likewise concerning School.
7. FEES & EXPENSES. School shall, and agree to, timely pay, in accordance with Exhibit A and Exhibit B attached below.
8. TOURNAMENTS. All tournaments hosted by the County shall be subject to, and are a part of, this Agreement. All individual public schools in School's system hosting their own respective tournament shall be timely paid for by the host school. Any individual public school requiring negotiation shall notify the Association of the same, and thereafter, subsequent negotiations shall be held between such entities concerning that school's tournament. Except as specifically negotiated and also agreed to in writing to the contrary, all individual public schools hosting their own respective tournament shall be subject to the terms and conditions of this Agreement, including, but not limited to, the terms and conditions of Section 10.
9. PAYMENT TERMS AND CONDITIONS. Invoices shall be sent by the Association to School's contact listed below. School shall pay this/these invoice(s) within its normal course of business. In the event of untimely and/or partial payment or non-payment, Association shall have the right to forthwith terminate its services hereunder, with such termination not being a breach hereof, along with Association having the right to institute action to collect same.
10. OFFICIALS' QUALIFICATIONS. All Association-provided officials shall be in compliance with the Jessica Lunsford Act, sections 1012.465, et seq., F.S., which requires all Contractual Personnel who are permitted access on School grounds when Students are present, have direct contact with Students, or have access to or control of School funds, to meet level-2 screening requirements as described in law.
11. ADDITIONAL SCHOOL RESPONSIBILITIES. Per *FHSAA Official's Guidebook* section 600 (or successor/replacement section(s)), School is charged with, and agrees to abide by, the following responsibilities relative to the Association's officials when serving as host for an athletic contest to which the Officials are assigned:

11.1. An authorized Representative of the host school shall greet the officials upon their arrival.

11.2. The host school shall provide a private, secure place for the officials to park (the Association should send the School's contact the location of preferred parking).

11.3. The host school shall provide a secure dressing facility that affords privacy.

11.4. The host school shall provide the officials access to private shower facilities.

11.5. The host school shall provide the officials with free refreshments (i.e., water and/or sports drinks) during the halftime intermission and/or other appropriate times, such as at the end of game quarters.

o 11.6. The host school shall provide pregame, halftime, and post-game security for the officials. A School Official or principal's designee must escort the Officials to and from the playing field or court to prevent harassment.

11.7. The host school Principal or Game Administrator shall indicate to the Referee or Umpire-in-chief his/her seat location, should a situation develop where assistance from such School Representative be needed during the game.

11.8. School Personnel, including Coaches, shall not enter the Officials' dressing facility or the shower facilities while the Officials are in attendance, unless so requested to enter by the Officials.

12. SAFETY. School shall take all reasonable steps to ensure the safety of its physical plant and facilities and of officials' personal safety.

13. CONTACT INFORMATION. Contact methods, as defined, shall be used anytime this Agreement herein references website, phone, fax, mail, and/or electronic mail contacts.

14. AGREEMENT TERM TO BE EXCLUSIVE. School and all individual public schools hosting their own respective tournaments shall not contract with any other official or officials association for the purpose of officiating **middle school volleyball matches**. It is agreed between the Parties that this Agreement shall be exclusive to the Association, and that the Association shall be the sole entity utilized by the School and by its individual public schools to provide such officiating services

15. LIABILITY. The Parties agree to be fully responsible for their own acts of negligence, or their respective agents' acts of negligence when acting within the scope of their employment, and agree to be liable for any damages proximately caused thereby; provided, however, the Parties agree that the School's liability is subject to the monetary limitations and defenses imposed by Section 768.28, F.S.. Nothing herein is intended to serve as a waiver of

sovereign immunity by School, nor shall anything herein be construed as consent by School to be sued by any third party for any cause or matter arising out of or related to this Agreement.

16. BINDING TERMS AND CONDITIONS. It is agreed that all terms and conditions set forth in this Agreement and its attached Exhibits shall be, and remain, binding on both Parties, and that each Party, via its duly authorized Representative, has full authority to execute this Agreement.
17. TERMINATION. Either Party may terminate this Agreement without cause by providing ninety (90) days' written notice to the other Party. Except for Section 15, and also except for the School's obligation to timely pay (per Section 7 and also its attached Exhibit B) in full for all services rendered by the Association until the date of actual termination of this Agreement, *the Parties' respective duties under this Agreement shall cease after the expiration of the* ninety 90-day period.

Pinellas Sports Officials Association, Inc. ("Association")

Thom Tiedeman

President

Association Authorized Signature

Title

Date 9/15/25

[Signature] County AD

9/17/25

PINELLAS COUNTY SCHOOL BOARD ("School")

Chairperson

Association Authorized Signature

Title

Date

ATTEST:

Approved As To Form:

[Signature]
School Board Attorneys Office

Superintendent

Signature

Title

Date

Attachments: Exhibit A, and Exhibit B

EXHIBIT A

Booking Fees for Preseason and Regular Season			
		Fee per Home Game	Football per home game
Middle School (Per Gender):		\$8.00	\$15.00
Sub Varsity (Per Gender):		\$10.00	\$20.00
Varsity (Per Gender):		\$12.00	\$25.00

Wrestling Booking fees:		1-6 officials assigned - \$25	7-10 officials - \$50
		11-15 officials - \$75	16+ officials - \$100

Late Deadline to Submit Schedule or Enter Into Arbiter	
\$100.00	

Late Deadline to Submit Payment	
\$200.00	

Online Schedule Entry Fee: (Arbiter/other online software)	\$50.00	If school chooses to have association enter
Official Scratches:	\$50.00	Per Official - Max 3 (If association allows scratches)

Game Change Fees (unless related to weather/safety/security):	
10+ days before a match / game	\$0.00
9 days and under before a match / game	\$25.00

Game Day Cancellation complete referee crew will be paid, unless its relates to safety / security / weather

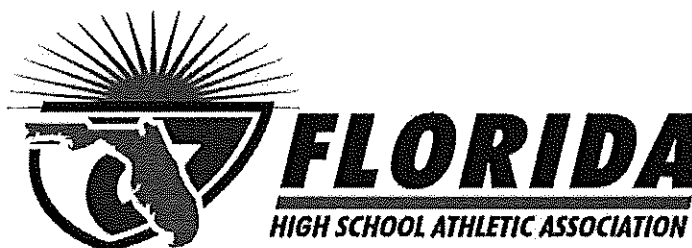


EXHIBIT B

Middle School Volleyball					
Volleyball (Both Genders)	Regular Season	Under 50 Miles	51-74 Miles	75+ Miles	Notes
	Middle School	\$60.00	N/A	N/A	Per Official
	Booking Fee	\$9.00	N/A	N/A	Per Event
	Travel	Included	N/A	N/A	N/A

AGREEMENT FOR OFFICIATING SERVICES- High School Volleyball

1. **PARTIES.** This Agreement is made and entered into by and between Sunshine Volleyball Officials Association and The School Board of Pinellas County, Florida.
2. **PURPOSE.** Association agrees to provide persons to perform officiating services ("Officials") for all non-practice /non-scrimmage high school volleyball games in the school's system, including, but not limited to, FHSAA game s and District Regional tournaments of Schools, and/or tournaments hosted by an individual public school in Pinellas County, and /or tournaments in which an individual public school participates in the County (all collectively "games"). In so providing Officials, Association shall be and remain an independent contractor. School understands and acknowledges that virtually all Officials of Association have full-time employment positions, which positions are often very demanding and sometimes require last-minute, unscheduled overtime; thus, it is not possible for Association to staff all games with forty (40) Association- provided Officials; however, Association will for all games provide at least the minimum number required by FHSAA By- laws.
3. **TERM OF AGREEMENT.** This Agreement shall take effect and be effective upon execution by both Parties on and at the later date shown the signature page below. Except for Section 7 and Section 15 and its attached Exhibit B, such Agreement shall be and remain in force until June 30, 2027, except as provided herein: provided that the Parties mutually agree to amend the terms of the Agreement at any time in writing signed by both Parties. Concerning Section 7 and its attached Exhibit B, the Parties agree to and shall, meet at mutually convenient times and dates to discuss and bargain in good faith to a final resolution over such fees and expenses for after the 2025-26 season which School agrees may be negotiated and agreed upon by School's staff however fees will not exceed the fee structure published by the FHSAA.
4. **GAMES SCHEDULES.** Concerning all games needing Association's officiating services, Pinellas County shall and agrees to submit excel game template (provided by Association) at least thirty (30) days before the starting date of each game, and wherever and whenever possible, forty-five (45) days beforehand as further detailed in Exhibit A, attached hereto, limited herein, and made a part here by reference. If the Association enters games on template, a fee of \$50.00 per level will be assessed (i.e. varsity, junior varsity, girl's middle school and boy's middle school).
5. **SCHEDULE CHANGES.** The parties agree to all the schedule change terms and condition as set forth herein, also set forth in attached Exhibit A.
6. **GAME OFFICIAL ASSIGNMENT.** Assignment of Association Officials for School's games shall be made by the Association's Booking Commissioner in accordance with this Agreement and all FHSAA requirements. Association Booking Commissioner will assign the number of Officials that the Booking Commissioner Assignment Committee believes are required for School's game based on booking Commissioner Assignment Committee's expertise and /or experience. In such regard, School shall, and agrees to, work with and to cooperate fully with Association's Booking Commissioner concerning game assignment schedule changes and related matters and Association agrees to do likewise concerning: School.

7. **FEES & EXPENSES FOR 2025-2027 SEASONS.** Pinellas County shall and agrees to, pay the following fees per year as stated below and in schedule B, attached hereto. All as follows:

7.1	Travel Fee to/from a Game/ Match Venue or Site per Official	Included in Game fee
7.2	Booking Fee per Game/Match Scheduled and Re-Scheduled*** <i>The booking fee shall apply on a per game/match basis, applying to all scheduled games/matches -and also to all game/match schedule changes. For example, Association's Booking Commissioner books game/match "A" and later, School requests to change that game/match to a different day. Association's Booking Commissioner reschedules such game/match to the requested differing-day. Association would then be due \$18.00 from School. i.e., \$9.00 for the original game/match booked, and \$9.00 for the schedule change.</i>	\$9.00
7.3	Officiating Fees per Official per Game	<i>Please see Exhibit B attached here and incorporated herein and made apart hereof by reference</i>
7.4	In the event any of the fees for the relevant sport officiated stated in the 2025-2027 FHSAA Officials Guidebook section 902.01 "Fee" for successor and/or replacement section(s) is increased, by FHSAA, then such higher fee(s) shall become, and supersede, Section 7 and Exhibit B of this Agreement.	

8. **TOURNAMENTS.** All tournaments hosted by the school shall be subject to and are a part of this Agreement. All individual public schools in School's system hosting their own respective tournament shall upon receipt of invoice, pay Official's fees. Any individual public-school requiring negotiation shall notify Association of same and thereafter subsequent negotiations shall be held between such entities concerning that school's tournament. Except as specifically negotiated and agreed to in writing to the contrary. all individual public schools hosting their own respective tournament shall be subject to the terms and conditions of this Agreement, including, but not limited to the terms and conditions of Section 10.
9. **PAYMENT TERMS AND CONDITIONS.** Invoices shall be sent by the Association to School's contact listed below. School shall pay this /these invoice(s) within its normal course of business. In the event of untimely and /or partial payment or non-payment, Association shall have the right to forthwith terminate its services hereunder with such termination not being a breach herein along with Association having the right to institute action to collect same.

10. OFFICIALS QUALIFICATIONS. All Association-provided Officials shall follow the Jessica Lunsford Act, sections 1012.465, et seq. F.S., which requires all Contractual Personnel who are permitted access on school grounds when Students are present have direct contact with Students, or have access to or control of School funds, meet level 2 screening requirements as described in law.
11. ADDITIONAL SCHOOL RESPONSIBILITIES. Per *FHSAA Officials Guidebook* section 600 (or successor/replacement section(s)). School is charged with, and agrees to abide by, the following responsibilities relative to Association's Officials when serving as host for an athletic contest to which the Officials are assigned:

11.1	An authorized Representative of the host school shall greet the Officials upon their arrival.
11.2	The host school shall provide a private secure place for the Officials to park.
11.3	The host school shall provide a secure dressing facility which affords privacy.
11.4	The host school shall provide the Officials access to private shower facilities.
11.5	The host shall provide the Official with free refreshments (i.e., water and/or sports drinks) during the intermission between sets and other appropriate times such as at the end of game.
11.6	The host school shall provide pregame, during the game, and post-game security for the Officials. A School Official or Principal's Designee must escort the Officials to and from the gym to prevent harassment if so, requested by the official(s).
11.7	The host school Principal or Game Administrator shall indicate to the Referee(s) seat location should a situation develop where assistance from some School Representative be needed during the match.
11.8	School Personnel, including Coaches, shall not enter the Officials' dressing facility or the shower facilities while the Officials are in attendance unless so requested to enter by the Officials.

12. SAFETY. School shall take all reasonable steps to assure the safety of its physical plant and facilities and of Officials' personal safety.
13. CONTACT INFORMATION. Contact methods are defined below and shall be used anytime this Agreement herein references website, phone, fax, mail, and/or electronic mail contacts:

School Contact Information:

Mr. Marc Allison
301 Fourth St. SW
P.O. Box 2942
Largo, FL 33779-2942
727-588-6125
Email: allisonw@pcsb.org

Association Contact Information:

Lynn Keiser – President
2642 Tifton Street South
Gulfport, FL 33711
727-667-0803
Email:
president@svoavolleyball.net

14. AGREEMENT TERM TO BE EXCLUSIVE. School and all individual public schools hosting their own respective tournaments shall not contract with any other official or official's association for the purpose of officiating volleyball games. It is agreed between the Parties that this Agreement shall be exclusive to Association, and that Association shall be the sole entity utilized by School and by its individual public schools to provide such officiating services.
15. LIABILITY. The Parties agree to be fully responsible for their own acts of negligence or their respective agents acts of negligence when acting within the scope of their employment and agree to be liable for any damages proximately caused thereby; provided however, the Parties agree that School's liability is subject to the monetary limit actions and defenses imposed by Section 768.28, F.S. Nothing herein is intended to serve as a waiver of sovereign immunity by School, nor shall anything herein be construed as consent by School to be sued by any third party for any cause or matter arising out of or related to this Agreement.
16. BINDING TERMS AND CONDITIONS. It is agreed that all terms and conditions set forth in this Agreement and its attached Exhibits shall be, and remain, binding on both Parties, and that each Party via its duly authorized Representative has full authority to execute this Agreement.
17. TERMINATION. Either Party may terminate this Agreement without cause by providing ninety (90) days written notice to the other Party. Except for Section 15, and except for School's obligation to timely pay (per Section 7 and its attached Exhibit B) in full or all services rendered by Association until the date of actual termination of this Agreement, the Parties respective duties under this Agreement shall cease after the expiration of the ninety (90) day period.

Association:

Lynn Keiser
Lynn Keiser, President

Date: 9/14/25

School:

Kevin K. Hendrick, Superintendent

Date: _____

Attest:

Marc Allison
Marc Allison Director, Athletics

Date: _____

Approved as to Form:

David Hopwood
Office of General Counsel

EXHIBIT A

Schedule Changes

Pinellas County shall and agrees to submit any schedule additions, deletions, re-bookings, differing times and/or dates, or other changes (as collectively "schedule change" or "schedule changes") in writing to the Association's Booking Commissioner. However, any schedule change made within twelve (12) hours of (and wherever and whenever possible twenty- four (24) hours before the game's starting time shall be communicated by The County Athletic Director via *email* and telephone, and confirmed by the Association's Booking Commissioner, before any such schedule change shall become effective and binding on Association. Pinellas County shall and agrees to pay full game fees and all other related fees for any game cancelled without a 24- hour advance notice. Further, due to School's and Association's respective need to conduct timely matches, a match may, at the Official's discretion, be forfeited if not begun within thirty (30) minutes of the scheduled starting time (unless there has been verbal communication between officials and said coach in transit).

EXHIBIT B

Officiating Fees for the 2025-2027 Season

Level	# of Officials	Per Official	Additional Terms and Conditions
Varsity (3/5)	2	\$ 84.00	
Varsity (2/3)	2	\$ 68.00	
Junior Varsity	2	\$ 64.00	
Middle School	1	\$ 55.00	
Booking Fee Per Match		\$ 9.00	
Annual Arbiter and Administrative Fee		\$ 300.00	

All levels: For any and all games forfeited after the start of a game, in which a Team has "no showed" or shown but with insufficient number of Players to properly and safely conduct the game and/or in which the starting time be thirty (30) minutes later than scheduled, School shall, and agrees to pay Association the corresponding , full above per-official fee times the number of Officials scheduled for that game, plus travel fees per Official times the number of Officials scheduled, and all related Commissioner booking per-game fees.

AGREEMENT FOR OFFICIATING SERVICES ("Agreement")
2025-2027 Basketball Seasons

1. **PARTIES.** This Agreement is made and entered into and by and between Pinellas Area Referees, Inc., Association and The School Board of Pinellas County School.
2. **PURPOSE.** Association agrees to provide persons to perform officiating services ("Officials") for all non-practice/non-scrimmage **basketball** games in the School's system, including, but not limited to, FHSA games and **basketball** tournaments of School's, and/ or tournaments hosted by a School (all collectively "games"). In so providing Officials, Association shall be and remain an independent contractor. School understands and acknowledges that virtually all Officials of Association's have full-time employment positions, which positions are often very demanding and sometimes require last-minute, unscheduled overtime; thus, it is not possible for Association to staff all games with **2** (two) Association-provided Officials; however, Association will for all games provide at least the minimum number required by FHSA By-laws.
3. **TERM OF AGREEMENT.** This Agreement shall take effect and be effective upon execution by both Parties on and after the later date shown on the signature page below. Agreement shall be and remain in force until June 30, 2027. Parties may mutually agree to amend the terms of the Agreement at any time in writing signed by both Parties.
4. **GAME-SCHEDULES.** Concerning all games needing Association's officiating services, School shall, and agrees to, submit **excel game template (provided by Association)** at least **thirty (30)** days before the starting date of each game, and wherever and whenever possible, **forty-five (45)** days beforehand, as further detailed in schedule changes. Association will only schedule a maximum of 35 games each day among all schools which have a contract with Pinellas Area Referee Association. If the Association enters games on template, a fee of \$50.00 per level will be assessed (i.e. boy's varsity, girl's varsity, boy's junior varsity, girl's junior varsity, boy's middle, and girl's middle).
5. **SCHEDULE CHANGES.** The Parties agree to all the schedule-change terms and conditions as set forth herein. School shall, and agrees to, submit any schedule additions, deletions, re- bookings, differing times and/or dates, or other changes (all collectively "schedule change" or "schedule changes") in writing to the **Association's Booking Commissioner and Treasurer**. However, any schedule change made within **twenty-four (24)** hours of (and wherever and whenever possible, **forty-eight (48)** hours before) the game's starting time shall be communicated by School via telephone, **and also followed up with an email to Association's Booking Commissioner and Treasurer**, before any such schedule change shall become effective and binding on Association. School shall, and agrees to, pay full game fees and all other related fees for any game cancelled without a **24-hour** advance notice. Further, due to School's and Association's respective need to conduct timely games, a game may, at the Official's discretion, be forfeited if not begun within **thirty (30)** minutes of the scheduled starting time.
6. **GAME OFFICIAL ASSIGNMENTS.** Assignment of Association Officials for School's games shall be made

by the Association's Booking Commissioner in accordance with this Agreement and all FHSA requirements. Association's Booking Commissioner will assign the number of Officials that Booking Commissioner/Assignment Committee believes are required for School's game based on Booking Commissioner/Assignment Committee's expertise and/or experience. In such regard, School shall, and agrees to, work with and to cooperate fully with Association's Booking Commissioner concerning game-assignments, schedule changes, and related matters, and Association agrees to do likewise concerning School.

7. **FEES & EXPENSES.** School shall, and agrees to, timely pay a one-time \$300.00 accounting fee upon Agreement execution. In addition to such accounting fee, the School shall, and agrees to, also timely pay travel fees, related booking fee(s), and officiating fees, all as follows*:

7.1. Booking Fee per Game Scheduled and Re-Scheduled ** **\$ 9.00**

***The booking fee shall apply on a per game basis, applying to all scheduled games and to all game schedule changes. For example, Association's Booking Commissioner books game "A", and later, School requests to change that game to a different day. Association's Booking Commissioner reschedules such game to the requested differing-day. Association would then be due \$18.00 from School, i.e. \$9.00 for the original game booked, and \$9.00 for the schedule-change. Association's Booking Commissioner reschedules such game to the requested differing-day. Association would then be due \$18.00 from School, i.e. \$9.00 for the original game booked, and \$9.00 for the schedule-change.*

7.2 Officiating and Travel Fees per Official per Game

LEVEL	# of OFFICIALS	PER OFFICIAL	ADDITIONAL TERMS AND CONDITIONS
Varsity	2	\$ 93.00	
Varsity	3	\$ 93.00	
Junior Varsity	2	\$ 70.00	
Junior Varsity	3	\$ 70.00	At Association's Option, and Subject to Availability.
Middle School	2	\$ 55.00	
Middle School	1	\$ 67.00	At Association's Option, and Subject to Availability.

Game Length: All games played with 6:00 minute quarters will be considered a Middle School game and will be charged the Middle School rate per official. All games with 8:00 minute quarters will be considered a **Junior Varsity** or **Varsity** game and will be charged the Junior Varsity or Varsity rate per official.

All levels: For any and all games forfeited after the start of a game, in which a Team has "No Show" or shown but with insufficient number of players to properly and safely conduct the game, and/or in which the starting time be thirty (30) minutes later than scheduled, School shall, and agrees, to pay Association the corresponding, full, above per-Official fee times the number of Officials- scheduled for that game, plus travel fees per-Official times the number of Officials-scheduled, and all related Commissioner booking per-game fees.

** In the event any of the fees for the relevant sport officiated stated in the **FHSAA Officials Guidebook**, section 902.01 "Fee" (or successor and/or replacement section(s)) is increased by FHSA, then such higher fee(s) shall become, and remain, a part of this Agreement.*

8. **TOURNAMENTS.** All tournaments hosted by the School shall be subject to, and are a part of, this Agreement.
9. **PAYMENT TERMS AND CONDITIONS.** Invoices shall be sent by the Association to School's contact listed below. **School shall pay this/these invoice(s) within forty-five (45) calendar days of receipt.** In the event of untimely and/or partial payment or non-payment, Association shall have the right to forthwith terminate its services hereunder, with such termination not being a breach hereof, along with Association's having the right to institute action to collect same.
10. **OFFICIAL S' QUALIFI CAT IO NS.** All Association-provided Officials shall be in compliance with the Jessica Lunsford Act, sections 1012.465, et seq., F.S., which requires all Contractual Personnel who are permitted access on School grounds when Students are present, have direct contact with Students, or have access to or control of School funds, to meet level-2 screening requirements as described in law.
11. **ADDITIONAL SCHOOL RESPONSIBILITIES.** Per *FHSAA Officials Guidebook* section 600 (or successor/replacement section(s)), School is charged with, and agrees to abide by, the following responsibilities relative to Association's Officials when serving as host for an athletic contest to which the Officials are assigned:
- 11.1. An authorized Representative of the host school shall greet the Officials upon their arrival.
 - 11.2. The host school shall provide a private, secure place for the Officials to park (the Association should send School's contact the location of preferred parking).
 - 11.3. The host school shall provide a secure dressing facility which affords privacy.
 - 11.4. The host school shall provide the Officials access to private shower facilities.
 - 11.5. The host school shall provide the Officials with free refreshments (i.e. water and/or sports drinks) during the halftime intermission and other appropriate times, such as at the end of game quarters.
 - 11.6. The host school shall provide pregame, halftime, and post-game security for the Officials. A School Official or Principal's Designee must escort the Officials to and from the playing field or court to prevent harassment.
 - 11.7. The host school Principal or Game Administrator shall indicate to the Referee or Umpire-in-chief his/her seat location, should a situation develop where assistance from such School Representative be needed during the game.
 - 11.8. School Personnel, including Coaches, shall not enter the Officials' dressing facility or the shower facilities while the Officials are in attendance, unless so requested to enter by the Officials.
12. **SAFETY.** School shall take all reasonable steps to assure the safety of its physical plant and facilities and of Officials' personal safety.

13. **CONTACT INFORMATION.** Contact methods are defined below and shall be used anytime this Agreement herein references website, phone, mail, and/or electronic mail contacts.

School Contact Information:

Mr. Marc Allison
Athletic Director
301 Fourth Street SW
P.O. Box 2942
Largo, FL 33779-2942
allisonw@pcsb.org

Association Contact Information:

Brian Bostick
President
president@mvp-ar.net

Janielle McCullough
Secretary
secretary@mvp-ar.net

Djuna Myrick
Treasurer
treasurer@mvp-ar.net

14. **AGREEMENT TERM TO BE EXCLUSIVE.** School shall not contract with any other official or official(s) association for the purpose of officiating **basketball** (name of sport) games. It is agreed between the Parties that this Agreement shall be exclusive to Association, and that Association shall be the sole entity utilized by School and by its individual public schools to provide such officiating services
15. **LIABILITY.** The Parties agree to be fully responsible for their own acts of negligence, or their respective agents' acts of negligence when acting within the scope of their employment, and agree to be liable for any damages proximately caused thereby; provided, however, the Parties agree that School's liability is subject to the monetary limitations and defenses imposed by Section 768.28, F.S. Nothing herein is intended to serve as a waiver of sovereign immunity by School, nor shall anything herein be construed as consent by School to be sued by any third party for any cause or matter arising out of or related to this Agreement.
16. **BINDING TERMS AND CONDITIONS.** It is agreed that all terms and conditions set forth in this Agreement and its attached Exhibits shall be, and remain, binding on both Parties, and that each Party via its duly authorized Representative has full authority to execute this Agreement.
17. **TERMINATION.** Either Party may terminate this Agreement without cause by providing ninety (90) days written notice to the other Party. Except for Section 15, and also except for School's obligation to timely pay (per Section 7 and also its attached Exhibit B) in full for all services rendered by Association until the date of actual termination of this Agreement, the Parties' respective duties under this Agreement shall cease after the expiration of the ninety (90) day period.

Pinellas Area Referee, Inc. ("Association")



Association Authorized Signature

President

Title

9-13-25

Date



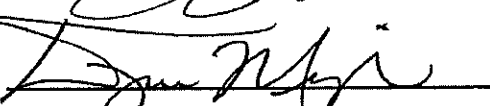
Association Authorized Signature

Secretary

Title

9.13.25

Date



Association Authorized Signature

Treasurer

Title

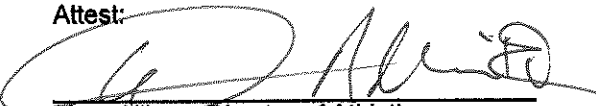
9/13/2025

Date

School Board of Pinellas County

Kevin K. Hendrick, Superintendent

Attest:



Marc Allison, Director of Athletics

Approved As To Form:


School Board Attorneys Office

Sunshine Football Officials Association, Inc.
P.O. Box 5302
Clearwater, Florida 33758

CONTRACT FOR OFFICIATING SERVICES ("CONTRACT")

1. PARTIES. This Contract is made and entered into by and between Sunshine Football Officials Association, Inc. ("SFOA"), a Florida corporation, and Pinellas County Schools ("SCHOOL"), collectively known as "Parties". For good and valuable consideration, the receipt of which the Parties acknowledge, the Parties each agree to be, and shall be, bound and obligated as follows.
2. PURPOSE. This Contract pertains to scholastic football-officiating services offered by SFOA and needed by SCHOOL. The services are to be and shall be provided by SFOA, acting as an independent contractor to SCHOOL. This Contract memorializes the understandings and agreements by and between the Parties concerning officiating services and related terms, conditions, and provisions.
3. EFFECTIVE DATES OF CONTRACT. This Contract shall have an effective term of one (2) years commencing on July 1, 2025, and ending on June 30, 2027 ("contracted term").
4. CERTAIN TERMS, CONDITIONS, AND PROVISIONS OF CONTRACT.
 - A. SFOA represents it is in compliance with Florida High School Athletic Association (FHSAA) sanctioning standards and regulations.
 - B. SFOA agrees to and shall supply football officials and clock operators (collectively "Officials") in good standing with FHSAA, and meeting FHSAA requirements.
 - C. SFOA agrees to and shall provide game Officials for each of SCHOOL's home football contests during the Contracted Term.
 - D. Upon SCHOOL's timely request, SFOA agrees to and shall also supply Officials to work on a pre-season basis. For any and all jamborees, SCHOOL agrees to and shall pay SFOA no less than full varsity 2025 Officials Fees and all other related expenses and fees, all as reflected under "VARSITY GAMES" in Exhibit A, affixed hereto and incorporated herein by reference.
 - E. Pursuant to the express and implicit terms hereof, at all times, SFOA and its members agree to and shall faithfully, and to the best of each official's respective ability, experience, and talent, perform all refereeing duties required of them, and from them, to the reasonable satisfaction of SCHOOL and also pursuant to FHSAA rules and regulations.

Sunshine Football Officials Association, Inc.
P.O. Box 5302
Clearwater, Florida 33758

- F. Assignments of Officials to SCHOOL's home football contests and jamborees shall be made by SFOA's Booking Commissioner in accordance with this Contract and FHSAA rules and regulations.

- G. At least four (4) weeks prior to the beginning of the 2025 football season, SCHOOL agrees to and shall provide SFOA with SCHOOL's complete home schedule of all jamborees and games and for all levels of play ("Submitted Schedule").

- H. SFOA reserves the right to reschedule games due to availability of officials after notifying School at least ten (10) days in advance.

- I. SCHOOL agrees to and shall submit in writing to SFOA's Booking Commissioner any schedule additions, deletions, or changes (collectively "Changes") by SCHOOL to the Submitted Schedule.
 - i. Any Changes made within twenty-four (24) hours of a scheduled-game starting-time shall be communicated by SCHOOL *by telephone* to Booking Commissioner, subject to confirmation and approval by the Booking Commissioner.

 - ii. Any change whatsoever made by SCHOOL less than six (6) hours prior to the scheduled game-time and game-date shall result in SCHOOL being charged 2025 Officials Fees and all other related expenses and fees, all as reflected in Exhibit A, with such being payable by SCHOOL.

 - iii. Pursuant to FHSAA guidelines, SCHOOL shall be charged corresponding fees as set forth below for the following SCHOOL actions:
 - a. Missed Deadline to Submit Schedule: \$100
 - b. Missed Deadline to Submit Payment - \$200
 - c. Schedule Entry Fee – Arbiter (If school chooses to have SFOA enter) \$50.00 per school.
 - d. Game Change less than 10 days before the game - \$25.
 - e. Game Day Cancellation, unless related to safety, security, or weather: full contest fee.

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- J. Once commenced, any game thereafter cancelled, postponed, suspended, rained-out, forfeited, or otherwise not then-played to completion, as well as any future, later-resumed, later-rescheduled, or later-continued, etc. game, shall each result in separate 2025 Officials Fees and all other related expenses and fees, all as reflected in Exhibit A, being billed to and payable by SCHOOL.
 - K. Per FHSAA Guidelines, and also as further contracted hereunder, SCHOOL shall provide: a suitable, safe, fair, and fit for its intended use game-site; substantial and also dedicated-to-task pre-game, half-time, and post-game security for SFOA officials; secured and safe parking and dressing facilities; adequate hot showers; air conditioning or heated comfort; and refreshments for half-time and post-game consumption.
 - L. SCHOOL shall not contract with any other official or officials' association for the purpose of officiating football contests involving any of SCHOOL's teams or substantial numbers of any of its teams' members, coaching staff, and so forth. It is agreed by and between the Parties, this Contract, and further, the rendition of such officiating services, shall be exclusive to SFOA.
 - M. SCHOOL shall indemnify and hold harmless, and notwithstanding the Contract Term, shall keep indemnified and held harmless, SFOA and all its individual members (including, but not limited to, officials and clock operators) from and against all liability, loss, damage, expense, suits, judgments, attorneys' fees and costs (collectively "liability and related aftermath") directly or indirectly arising out of, or related to, or in any way connected with the performance of this Contract, where such liability and related aftermath is directly or indirectly caused by, arising out of, or related in any way to the negligence of SCHOOL and/or any of SCHOOL's personnel, including but not limited to agents, coaches, contractors, subcontractors, staff, faculty, student-athletes, maintenance-crews, boosters, volunteers, employees, and any member(s) of the: band, cheerleaders, spirit team, color guard, drill team, flag bearers, and majorettes, and also mascots and any related animal serving or constituting a part of such mascot. School's obligations here under are subject to the monetary limitations and defenses contained in Section 768.28.F.S.
5. PAYMENT TERMS. All bookings shall be made on a fee basis and billed and specified in accordance with Exhibit A. Invoices shall be sent to SCHOOL by SFOA pursuant to and in accordance with Exhibit A. All payments from SCHOOL are and shall be due within forty-five (45) days from the date of SFOA's billing. Any untimely payment by SCHOOL shall result in, and SCHOOL agrees to pay, simple interest of five percent (5%) compounded per annum. Further, if SFOA

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shall have to institute collection action for any unpaid money and related interest, then SCHOOL agrees to and shall also pay for liability and related aftermath as noted hereinabove in sub-paragraph 4J.

6. SOLE AND ENTIRE AGREEMENT. This Contract contains the sole and entire agreement between the Parties and supersedes any and all other agreements between them. The Parties acknowledge and agree, neither of them has made any representations not specifically set forth herein, and each Party acknowledges and agrees he or it has relied on his or its own judgment. Any representations having heretofore been made by either of them to the other are null and void and of no effect, and further, that neither of them has relied thereon in connection with his or its dealings with the other.
7. WAIVER OR MODIFICATION INEFFECTIVE UNLESS AND UNTIL. No waiver or modification of this Contract or of any term, condition, or provision hereof shall be valid unless and until in writing and also duly executed by the chief administrative or other authorized officer of the Party to be charged therewith. Furthermore, no evidence of any waiver or modification shall be offered in litigation between the Parties arising out of or affecting this Contract or the terms, conditions, or provisions thereof, unless and until such a waiver or modification is in writing and duly executed as provided herein. The terms, conditions, and provisions of this paragraph may not be waived except as herein set forth.
8. CONTRACT GOVERNED BY LAW OF THE STATE OF FLORIDA. This Contract and all performance hereunder and all actions, suits, and other or special proceedings hereunder shall be governed by and construed in accordance with the laws of the State of Florida, including the Jessica Lunsford Act relating the background screenings required of SFOA agents, officials and employees. In any action, suit, or other or special proceeding that may be brought arising out of, in connection with, or by reason of this Contract, the laws of the State of Florida shall be applicable and shall govern to the exclusion of the law of any other forum without regard to and irrespective of the jurisdiction in which the suit, action, or other or special proceeding may be instituted.
9. FULL AUTHORITY AND AUTHORIZED ACT. In executing this Contract, the Parties each represent that he or it has the full and unrestricted authority to duly execute this Contract, and further, that such Contract is fully authorized, accepted, and also adopted by and binding upon each Party.
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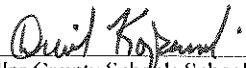
Sunshine Football Officials Association, Inc.
P.O. Box 5302
Clearwater, Florida 33758


SFOA President

10/12/25
Date


Pinellas County Schools Athletic Director

10/6/25
Date


Pinellas County Schools School Board Attorney

10/6/2025
Date

Pinellas County Schools Superintendent

Date

Pinellas County School Board Chairperson

Date

Sunshine Football Officials Association, Inc.
P.O. Box 5302
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EXHIBIT "A"

2025 OFFICIALS FEES -- (per *FHSAA Officials Guidebook**)

VARSITY GAMES

5-man Crew

3 Officials per <i>FHSAA Officials Guidebook</i> fee* @ \$64.00 per Official	5-man 192.00
<i>Guidebook</i> fee*	
1 Booking Fee per game	25.00

SUB VARSITY GAMES

3 Officials per <i>FHSAA Officials Guidebook</i> fee* @ \$59.00 per Official	\$ 177.00
1 Booking Fee per game	20.00

* - SFOA reserves the right to increase these fees to the figure(s) stated in or later amended or modified to so-state in the *2025-2026 Edition of the FHSAA Officials Guidebook* Section 902 with approval by the Director of Athletics for Pinellas County Schools. Maximum Pay Scale (when released by FHSAA) and to be effective to the date so-stated in such *Guidebook* Section.

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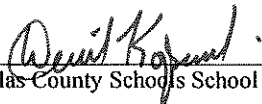
Sunshine Football Officials Association, Inc.
P.O. Box 5302
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(Vendor signed back copy)
SFOA President

Date


Pinellas County Schools Athletic Director

9/18/25
Date


Pinellas County Schools School Board Attorney

9/18/25
Date

Pinellas County Schools Superintendent

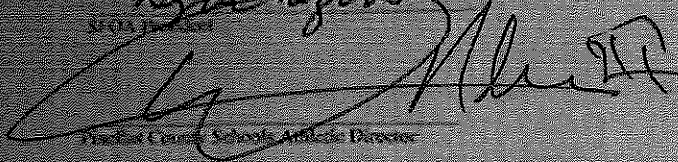
Date

Pinellas County School Board Chairperson

Date

Sunshine Football Officials Association, Inc.
P.O. Box 5302
Clearwater, Florida 33758


Sunshine Football Officials Association
Date: 9/17/25


Pinellas County Schools Athletic Director
Date: 9/17/25

Pinellas County Schools School Board Attorney

Date

Pinellas County Schools Superintendent

Date

Pinellas County School Board Chairperson

Date

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P.O. Box 5302
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EXHIBIT "A"

2025 OFFICIALS FEES -- (per *FHSAA Officials Guidebook**)

VARSITY GAMES

5-man Crew

5 Officials per <i>FHSAA Officials Guidebook</i> fee* @ \$125.00 per Official	\$ 625.00
1 Clock Operator per <i>FHSAA Officials Guidebook</i> fee*	77.00
1 Booking Fee per game	25.00

Optional 7-man crew

7 Officials per <i>FHSAA Officials Guidebook</i> fee* @ \$125.00 per Official	\$ 875.00
1 Clock Operator per <i>FHSAA Officials Guidebook</i> fee*	77.00
1 Booking Fee per game	25.00

SUB VARSITY GAMES

5 Officials per <i>FHSAA Officials Guidebook</i> fee* @ \$86.00 per Official	\$ 430.00
1 Clock Operator per <i>FHSAA Officials Guidebook</i> fee*	77.00
1 Booking Fee per game	20.00

* - SFOA reserves the right to increase these fees to the figure(s) stated in or later amended or modified to so-state in the *2025-2026 Edition of the FHSAA Officials Guidebook* Section 902 with approval by the Director of Athletics for Pinellas County Schools. Maximum Pay Scale (when released by FHSAA) and to be effective to the date so-stated in such *Guidebook* Section.

PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **October 28, 2025**

Contract No: 25-725-160

Title: Telecommunications Voice Services

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- ☐ Lowest Responsive Bid ☐ Request for Proposal ☐ Reject Bids ☒ Piggy-Back Bid per 6A-1.012 (6) ☐ Sale of Property
☐ Revised Award * ☐ Highest Point Score ☐ Re-Award (partial/whole) * ☐ State Contract per 6A-1.012 (5)
☐ Renewal of Contract ☐ Contract/Bid Termination * ☐ Contract Extension ☐ Sole Source ☐ Co-Op Bid
☐ Professional Services/Copyrighted Materials per 6A1.012 (11)* ☐ Direct Negotiation per 6A-1.012 (14) ☐ Emergency Ratification *

Contract Period: 10/28/25 thru 06/30/27

☐ N/A - One Time Purchase

Contract Value: \$ 150,000.00

Contract Type: ☐ Estimated Dollar Amount ☐ Firm, Fixed Dollar Amount ☒ Firm, Fixed Unit Prices ☐ Firm, Fixed Fees or Discounts

Renewal Options:

No. of Terms Remaining	☐ Length of Each Term	☒ Length of Each Term	☐ None
1	6-months	2 - year	

Rationale/Reason

Utilizing Osceola School District RFP #SDOC-25-P-001-LK for PCS telephone services through June 30, 2027. The contract provides a 4.6% reduction in monthly costs from \$6,300.00 to \$6,021.00 a month.

Submitted By: Joe Benjamin, NIGP-CPP, CPPO, CPPB
Title: Director, Purchasing Department

For: Districtwide

Requested By: Brian Doughty
Title: Director, Network & Telecommunications

Buyer: Barbara Molfetta
Purchasing Analyst

Contractor Name: Charter Communications
Address: PO Box 223085
Pittsburgh, PA 15251
Phone: 321-246-7334
Vendor ID: V-43021

(See Attached Tabulation)



SERVICE ORDER

THIS SERVICE ORDER ("Service Order"), is executed and effective upon the date of the last signature set forth in the signature block below ("Effective Date") and is by and between Charter Communications Operating, LLC on behalf of those operating subsidiaries providing the Service(s) hereunder ("Spectrum") and Customer (as shown below) and is governed by and subject to the **Piggyback Agreement between the Parties dated on or about the date hereof ("Service Agreement")**. Except as specifically modified herein, all other terms and conditions of the Service Agreement shall remain unamended and in full force and effect.

Spectrum Contact Information

Contact: Keith Boreham
Telephone: 3212467334
Email: keith.boreham@charter.com

Customer Information

Customer Name PINELLAS COUNTY SCHOOLS-		Order # 14821456
Address 301 4th St SW Largo FL 33770		
Telephone (727) 588-6364		Email: doughtyb@pcsb.org
Contact Name Brian Doughty	Telephone (727) 588-6364	Email: doughtyb@pcsb.org
Billing Address 301 4th St SW Largo FL 33770		
Billing Contact Name	Telephone	Email:

NEW AND REVISED SERVICES AT 1370 S Belcher Rd Unit Core Site B1 SIP, Clearwater FL 33764

Service Description	Order Term	Quantity	Monthly Recurring Charge(s)	Total Monthly Recurring Charge(s)
DID Block 100 Numbers	24 Months	5	\$0.00	\$0.00
200,000 Minutes	24 Months	1	\$2,241.20	\$2,241.20
Enterprise Trunking	24 Months	80	\$11.50	\$920.00
Trunk Group Overflow	24 Months	1	\$24.95	\$24.95
E911 Location Plus	24 Months	1	\$0.00	\$0.00
TOTAL*				\$3,186.15



NEW AND REVISED SERVICES AT 1370 S Belcher Rd Unit Core Site B2 SIP, Clearwater FL 33764

Service Description	Order Term	Quantity	Monthly Recurring Charge(s)	Total Monthly Recurring Charge(s)
DID Block 100 Numbers	24 Months	1	\$0.00	\$0.00
30,000 Minutes	24 Months	1	\$0.00	\$0.00
Enterprise Trunking	24 Months	80	\$11.50	\$920.00
Trunk Group Overflow	24 Months	1	\$24.95	\$24.95
TOTAL*				\$944.95

NEW AND REVISED SERVICES AT 301 4th St Sw Unit Core Site A1 SIP, Largo FL 33770

Service Description	Order Term	Quantity	Monthly Recurring Charge(s)	Total Monthly Recurring Charge(s)
Enterprise Trunking	24 Months	80	\$11.50	\$920.00
30,000 Minutes	24 Months	1	\$0.00	\$0.00
DID Block 100 Numbers	24 Months	5	\$0.00	\$0.00
Trunk Group Overflow	24 Months	1	\$24.95	\$24.95
E911 Location Plus	24 Months	1	\$0.00	\$0.00
TOTAL*				\$944.95

NEW AND REVISED SERVICES AT 301 4th St Sw Unit Core Site A2 SIP, Largo FL 33770

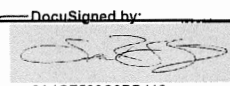
Service Description	Order Term	Quantity	Monthly Recurring Charge(s)	Total Monthly Recurring Charge(s)
DID Block 20 Numbers	24 Months	1	\$0.00	\$0.00
30,000 Minutes	24 Months	1	\$0.00	\$0.00
Trunk Group Overflow	24 Months	1	\$24.95	\$24.95
Enterprise Trunking	24 Months	80	\$11.50	\$920.00
TOTAL*				\$944.95

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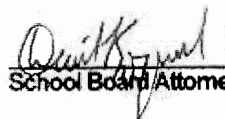


1. **TOTAL CHARGE(S).** TOTAL MONTHLY RECURRING CHARGES AND TOTAL ONE-TIME CHARGES ARE DUE IN ACCORDANCE WITH THE MONTHLY INVOICE.
2. **TAXES.** PLUS APPLICABLE TAXES, FEES, AND SURCHARGES AS PRESENTED ON THE RESPECTIVE INVOICE(S).
3. **SPECIAL TERMS.**
Any additional domestic and international long distance calls exceeding the minutes of use package will be charged at the rates listed at www.enterprise.spectrum.com. Toll Free calls exceeding the minutes of use package will be charged at the toll free rate plan associated with the toll free number.

By signing below, the signatory represents they are duly authorized to execute this Service Order.

Authorized Signature for Customer	Charter Communications Operating, LLC By: Charter Communications, Inc. its Manager
By:	By:  DocuSigned by: 6A40E598C6B6413...
Name:	Name: Sean Fleming
Title:	Title: Director of Vertical Sales
Date:	Date: 9/25/2025

Approved As To Form:


School Board Attorneys Office

PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **October 28, 2025**

Contract No: 25-208-159

Title: ThinkCERCA ELA Supplemental,
Reading & Writing Licenses

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- ☐ Lowest Responsive Bid ☐ Request for Proposal ☐ Reject Bids ☐ Piggy-Back Bid per 6A-1.012 (6) ☐ Sale of Property
☐ Revised Award * ☐ Highest Point Score ☐ Re-Award (partial/whole) * ☐ State Contract per 6A-1.012 (5)
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Contract Period: 8/1/25 thru 06/30/26

☐ N/A - One Time Purchase

Contract Value: \$ 73,000.00

Contract Type: ☐ Estimated Dollar Amount ☐ Firm, Fixed Dollar Amount ☒ Firm, Fixed Unit Prices ☐ Firm, Fixed Fees or Discounts

Renewal Options:	No. of Terms Remaining	☐ Length of Each Term	☒ Length of Each Term	☐ None
	unlimited	6-months	1 - year	

Rationale/Reason

We will be using ThinkCERCA to support our Bridging the Gap plan by providing reading and skills practice lessons to L1 and L2 students in their reading classroom.

Bidders Solicited: ____ Bids Received: ____ Late Bids: ____ Rejected Bids: ____ ☒ N/A - Bids Not Required

Submitted By: Joe Benjamin, NIGP-CPP, CPPO, CPPB
Title: Director, Purchasing Department

For: 9-12 Language Arts

Requested By: Britt Moseley
Title: 9-12 Language Arts Specialist

Buyer: Barbara Molfetta
Purchasing Analyst

Contractor Name: ThinkCERCA.com Inc
Address: Dept CH 17303
Palatine, IL 60055
Phone: 330-518-6682
Vendor ID: V-40313

(See Attached Tabulation)

AGREEMENT
between
THE SCHOOL BOARD OF PINELLAS COUNTY, FLORIDA
and
ThinkCERCA

THIS AGREEMENT (hereinafter "Agreement") is made and entered into this 28th day of October, 2025, by and between THE SCHOOL BOARD OF PINELLAS COUNTY, FLORIDA (hereinafter "the School Board" or "Board") and ThinkCERCA (hereinafter "Contractor").

For and in consideration of the mutual promises, covenants and obligations contained herein, the School Board hereby retains the Contractor to undertake the activities described in Attachment A. The parties agree as follows:

1. Term of Project: The project period will begin August 1, 2025, and end June 30, 2026. The parties reserve the right to extend this Agreement for a specified period of time by written amendment.
2. Scope of Work: The scope of work is described in Attachment A. To the extent that the terms of Attachment A conflict with the terms of this main Agreement, the terms of this main Agreement shall control.
3. Compensation (*must be greater than \$50,000.00*): The School Board agrees to pay the Contractor \$73,000.00 for full and satisfactory performance of services under this Agreement. This Agreement is contingent upon continued funding of the Pinellas County Referendum. The following terms shall govern payments:
 - a) Payments will be made in quarterly installments.
 - b) Contractor will submit quarterly invoices within 30 days following the close of each quarter containing the original signature of an authorized official of the Contractor.
 - c) Invoices shall be accompanied by documentation sufficient to demonstrate adequate and timely progress toward completion of deliverables.
 - d) Contractor shall provide, upon request, expenditure documentation in detail sufficient for a proper pre- and post-audit.
 - e) All invoices, and deliverables, must be approved in writing by the School Board's Project Contact and the Director of Special Projects prior to payment by the School Board.
 - f) The School Board will issue payment within 15 days of receiving an invoice and all supporting documentation.
4. Independent Contractors: By this Agreement the parties intend to establish between themselves the relationship of mutually independent contractors. Each party and the officers, employees, agents, subcontractors or other contractors thereof shall not be deemed by virtue of this Agreement to be the officers, agents, or employees of the other party.
5. Non-Discrimination: Work under this Agreement will be in compliance with all applicable statutory requirements and School Board policies, including antidiscrimination policies, and Section 202, Executive Order 11246, as amended by Executive Order 11375, and regulations published by the U.S. Department of Labor implementing Section 504 of the Rehabilitation Act of 1973, Public Law 93-112, as amended. The parties agree to comply with all federal, state and local laws prohibiting discrimination and assure each other that neither will discriminate against any

employee or applicant for employment or registration in a course of study because of race, color, religion, creed, sex, sexual orientation, national origin, handicap, marital status, or age.

6. Retention of Records: The Contractor agrees to maintain records of all documents relating to this Agreement for three (3) years after final payment is made and any other pending matters are closed, and to submit documentation as requested by the School Board for audit purposes.
7. Termination:
 - A. Without Cause: Either party may terminate this Agreement without cause upon at least thirty (30) days written notice to the other party.
 - B. With Cause: The failure of either party to comply with any provision of this Agreement shall place that party in default. Prior to terminating this Agreement, the non-defaulting party shall notify the defaulting party in writing, making specific reference to the provision that gave rise to the default. The defaulting party shall then be entitled to a period of ten (10) working days from receipt of such notice in which to cure the default. If the default is not cured within the ten (10) day period, the non-defaulting party shall serve a written notice of termination on the defaulting party, which shall become effective ten (10) calendar days from that party's receipt of such notice. The failure of either party to exercise this right shall not be considered a waiver of such right in the event of any further default or non-compliance.
 - C. Amount Payable Upon Termination: In case of termination, only the percent of satisfactory progress actually achieved to the date of termination will be due and payable to the Contractor.
8. Intellectual Properties: The work products produced under this Agreement shall become the sole and exclusive property of the School Board. The Contractor hereby surrenders any and all claims of any kind, type or nature to patent rights or intellectual properties with respect to any discovery or invention or data developed under this Agreement.
9. Access to Records: The Contractor shall allow public access by the School Board, the U.S. Department of Education, the Comptroller General of the United States, and others as applicable, to all documents, papers, letters or other material subject to the provisions of Chapter 119, Florida Statutes, made or received by the Contractor in conjunction with this Agreement.
10. Liability: (Note: This paragraph shall apply to Contractors who are not governmental entities to which the doctrine of sovereign immunity applies with respect to the performance of this Agreement.) Contractor agrees for itself, its successors and/or assigns, to indemnify and hold the Board, its officers, agents, and employees, harmless from and against any and all suits, claims, demands, actions, causes of action, judgments, liabilities, losses, damages, attorneys fees, court costs or expenses of any kind arising out of or relating to the negligence of the Contractor, its officers, agents and employees, in connection with the performance of this Agreement.

(Note: This paragraph shall apply to Contractors who are governmental entities to which the doctrine of sovereign immunity applies with respect to the performance of this Agreement.) The Board and Contractor agree to be fully responsible for their own acts of negligence, or their respective agents' acts of negligence when acting within the scope of their employment, and agree to be liable for any damages resulting from said negligence subject to the monetary

limitations and defenses provided by Section 768.28, Florida Statutes. Nothing herein is intended to serve as a waiver of sovereign immunity by the Board and Contractor. Nothing herein shall be construed as consent by the Board and Contractor to be sued by third parties for any matter arising out of or relating to this Agreement.

11. Confidentiality: Contractor agrees that, subject to the requirements of Chapter 119, Florida Statutes, any data collected in the evaluation of instructional personnel and the resulting analysis of that data will be kept confidential and all electronic analysis of data will be performed on secure, password protected computers. Contractor shall, subject to the requirements of Chapter 119, Florida Statutes, maintain confidentiality and safeguard the analysis of any data gathered as a result of this Agreement, and will not, without prior consent of the Board, disclose any findings or analysis derived from non-public information to anyone not a party to this Agreement. Upon termination of the Agreement, Contractor shall, at the election of the Board, either destroy or return to the Board all such information in its possession, if any, and confirm the same in writing to the Board, all of which shall be accomplished within thirty (30) days of the termination of this Agreement.

Pursuant to the terms of this Agreement, Contractor may be receiving from the Board personally identifiable student information, the confidentiality of which is protected under the Family Educational Rights and Privacy Act as well as under Sections 1002.22 and 1002.221, Florida Statutes. The parties agree that Contractor is a school official for purposes of the federal Family Educational Rights & Privacy Act (FERPA), and that Contractor will abide by FERPA, COPPA, and all other federal and state student privacy laws and regulations. Contractor acknowledges and agrees that, in accordance with these laws, it may use such information only for the purposes for which the disclosure was made and may not redisclose the information to any party without the prior written consent of the Board. Contractor shall not allow anyone to obtain access to personally identifiable information from education records except in strict accordance with the requirements, if any, established by the Board in writing. Upon termination of the Agreement, Contractor shall erase, destroy, or render unreadable all PCS data in its entirety in a manner that prohibits its physical reconstruction through the use of commonly available file restoration utilities and certify that these actions have been completed within thirty (30) days of the termination of this agreement or within seven (7) days of the request of an agent of PCS, whichever shall come first.

The Contractor agrees to comply with Section 501.171, Florida Statutes (the State of Florida Database Breach Notification process), and all applicable laws that require the notification of individuals in the event of unauthorized release of personally identifiable information or other event requiring notification. In the event of a breach of any of the Contractor's security obligations or other event requiring notification under applicable law ("Notification Event"), the Contractor agrees to notify Board immediately and assume responsibility for informing all such individuals in accordance with applicable law and to indemnify, hold harmless, and defend Board and its trustees, officers, and employees from and against any claims, damages, or other harm related to such Notification Event.

The Contractor agrees that any and all Board data will be stored, processed, and maintained solely on designated servers and that no Board data at any time will be processed on or transferred to any portable or laptop computing device or any portable storage medium, unless that storage medium is in use as part of the Contractor's designated backup and recover processes. All servers,

storage, backups, and network paths utilized in the delivery of the service shall be contained within the states, districts, and territories of the United States unless specifically agreed to in writing by a Board officer with designated data, security, or signature authority. An appropriate officer with the necessary authority can be identified by Board for any general or specific case. The Contractor agrees to store all Board backup data stored as part of its backup and recovery processes in encrypted form, using no less than 128-bit key.

The Contractor shall employ industry best practices, both technically and procedurally, to protect Board data from unauthorized physical and electronic access in accordance with §501.171, Florida Statutes. Methods employed are subject to annual review and approved by Board. The Contractor agrees to:

- Hold the student records and information in strict confidence and not use or disclose except as required by this Agreement or required by law and that except when the parent of a student provides prior written consent for its release, all shared student records will be disclosed only to employees of the agency who have a need to access the information in order to perform their official duties as authorized by law. Absent consent from the parent or eligible student, student records and information will not be disclosed except as allowed by the laws; and
- Safeguard the student records through administrative, physical, and technological safety standards to ensure adequate controls are in place to protect these records in accordance with FERPA's privacy requirements and that all shared student records it discloses will carry a warning regarding the confidential nature of such information and protocols concerning further dissemination consistent with this Agreement; and
- Continually monitor its operations and take all actions necessary to assure that the student information and records are safeguarded in accordance with the terms of this Agreement.

Notwithstanding any provision to the contrary contained in this Agreement between Contractor and the Board, Contractor and its officers, employees, agents, representatives, contractors and subcontractors shall indemnify and hold the Board and its officers and employees harmless for any violation of these confidentiality covenants, including, but not limited to, defending the Board and its officers and employees against any complaint, administrative or judicial proceeding, payment of any penalty imposed upon the Board, or payment of any and all costs, damages, judgments or losses incurred by or imposed upon the Board arising out of the breach of this covenant by Contractor or an officer, employee, agent, representative, contractor or subcontractor of Contractor to the extent and only to the extent that Contractor shall either intentionally or negligently violate the provisions of this covenant or applicable law. This provision shall survive the termination of or completion of all performance or obligations under this Agreement and shall be fully binding upon the Contractor until such time as any proceeding brought on account of these covenants is barred under any applicable statute of limitations.

12. Reporting requirements: The School Board may require annual reporting of expenditures and program activities paid for with program funds.
13. Energy Policy and Conservation Act: The Contractor will comply with mandatory standards and policies relating to energy efficiency contained in the Florida state energy conservation plan issued in compliance with the Energy Policy and Conservation Act, Pub.L. 94-163, 89 Stat. 871.

14. Jessica Lunsford Act: The Contractor agrees to comply, at its own cost, with the Florida Jessica Lunsford Act (see sections 1012.465, et seq., Florida Statutes), and/or other Florida laws relating to background screening, to the extent those laws are applicable. Contractor may find further information about the Jessica Lunsford Act and its possible applicability on the School Board's website at www.pcsb.org.

15. Contact Persons: The Board and the Contractor designate the following persons to direct this project:

Contractor Contact: Mary McKenna, CEO
875 N. Michigan Avenue
Suite 3100, PMB 1416
Chicago, IL 60611

Board Project Contact: Britt Moseley, (High School Language Arts Specialist)
P.O. Box 2942
Largo, FL 33779-2942

Board Administrative Contact: N/A, (title)
Student and Community Support Services
P.O. Box 2942
Largo, FL 33779-2942

16. Prohibition of Lobbying: The funds provided under this Agreement may not be expended for the purpose of lobbying.

17. Notices: Any notice required under this Agreement shall be delivered to the designated representative of the other party by certified mail, return receipt requested, or in person with proof of delivery.

18. Applicable Law; Venue: This Agreement and the rights and obligations of the parties shall be governed by and construed according to the laws of the State of Florida. Venue for purposes of any action brought to enforce or construe this Agreement shall lie in the state or federal court whose jurisdiction includes Pinellas County, Florida.

19. Public Records: Section 119.0701, Florida Statutes, requires that the Contractor comply with Florida's public records laws with respect to services performed on behalf of the School Board. Specifically, the statute requires that the Contractor:

- a. Keep and maintain public records required by the School Board to perform the service.
- b. Upon request from the School Board's custodian of public records, provide the School Board with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119 of the Florida Statutes or as otherwise provided by law.
- c. Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the

- term of this Agreement and following completion of the Agreement if the Contractor does not transfer the records to the School Board.
- d. Upon completion of the Agreement, transfer, at no cost, to the School Board all public records in the possession of the Contractor or keep and maintain public records required by the School Board to perform the service. If the Contractor transfers all public records to the School Board upon completion of the Agreement, the Contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Contractor keeps and maintains public records upon completion of the contract, the Contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the public agency, upon request from the public agency's custodian of public records, in a format that is compatible with the information technology systems of the public agency.
 - e. A request to inspect or copy public records relating to this Agreement must be made directly to the School Board. If the School Board does not possess the requested records, the public agency shall immediately notify the Contractor of the request, and the Contractor must provide the records to the School Board or allow the records to be inspected or copied within a reasonable time.
 - f. The failure of the Contractor to comply with these provisions, if applicable, shall constitute a default and material breach of this Agreement, which may result in immediate termination, with no penalty to the School Board and may also result in penalties under Section 119.10, Florida Statutes.
 - g. IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES TO THE CONTRACTOR'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS, ANGELA BROWN, SUPERVISOR OF RECORDS MANAGEMENT AT 727-793-2701 X 2021, 2929 COUNTY ROAD 193, CLEARWATER, FL 33759, brownangel@pcsb.org.
20. Signatures Required: This Agreement is valid and enforceable only upon being fully executed by authorized persons whose signatures are required in order to bind the parties.
21. Captions: The captions to the paragraphs of this Agreement are for the convenience of reference only, do not form a part of this Agreement, and shall not affect its interpretation.
22. Entire Agreement; Modifications: This Agreement constitutes the entire Agreement of the parties, and is intended as a complete and exclusive statement of the promises, representations, negotiations, discussions and agreements that have been made in connection with this subject. No modification or amendment to this Agreement shall be binding on the parties unless the same is in writing and signed by the chief executive or administrative officers of the parties.
23. E-Verify
- a. Pursuant to Section 448.095, F.S., Contractor shall use the U.S. Department of Homeland Security's E-Verify system to verify the employment eligibility of all employees hired during the term of this Agreement.
 - b. Subcontractors
 - (i) Contractor shall require all subcontractors performing work under this Agreement to use the E-Verify system for any employees they may hire during the term of this Agreement.

- (ii) Contract shall also require all of its Subcontractors to provide Contractor with an affidavit stating the subcontractor does not employ, contract with, or subcontract with an unauthorized alien, as defined by Section 448.095, F.S. (2020).
 - (iii) Contractor shall provide a copy of such Subcontractor affidavits to the School Board upon receipt and shall maintain a copy for the duration of the Agreement.
- c. Contractor must provide to School Board evidence of compliance with Florida law regarding E-Verify. Evidence may consist of, but is not limited to, providing notice of Contractor's E-Verify number coupled with an affidavit that all of Contractor's Subcontractors similarly comply with the law.
- d. Failure to comply with these provisions is a material breach of the Agreement, and School Board may choose to immediately terminate the Agreement at its sole discretion without penalty. Further, in accordance with Florida law, if School Board gains a good faith belief that Contractor and/or any of its Subcontractors are violating this or other applicable laws during the course of the performance of work under the Agreement, School Board may be required to terminate the Agreement. Under the circumstances described in this subsection d., Contractor is liable for all costs associated with School Board as a result of the termination of the Agreement, including but not limited to higher costs for the same services and costs of re-procurement.

REMAINDER OF THIS PAGE INTENTIONALLY LEFT BLANK

IN WITNESS WHEREOF, the parties have set their hands and seals, on the date first above written.

THE SCHOOL BOARD OF PINELLAS COUNTY, FLORIDA

By: _____
_____, Chairperson

Date: _____

Attest: _____
Kevin K. Hendrick, Superintendent

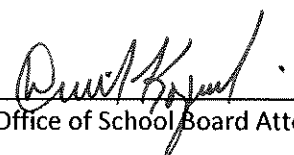
Witness:

THINKCERCA

By:  _____
CEO, Mary McKenna

Date: September 30, 2025

Approved as to Form:



Office of School Board Attorney

FUNDING SOURCE: Referendum



25-26, FL, PINELLAS COUNTY SCHOOL DISTRICT, RENEWAL

Issued

September 21, 2025

Expires

December 20, 2025

ThinkCERCA

875 N. Michigan Avenue
Suite 3100, PMB 1416
Chicago, IL 60611
US

Franchesca Warren
franchesca@thinkcerca.com

Pinellas County School District

301 4TH ST SW
LARGO, FL 33770
United States

Elaine Goller
gollerel@pcsb.org

Britt Moseley
moseleyb@pcsb.org
727-588-6000 ext. 1420

Rita Vasquez
vasquezr@pcsb.org
(727) 588-6000

Products & Services

Products & Services	Quantity	Unit price	Price	Detail
ThinkCERCA ELA Supplemental, Reading & Writing ELA curriculum for grades 3-12, Tier 2 Interventions for Literacy	4,500	\$22.00	\$67,500.00 after \$31,500.00 discount	
A La Carte: Two (2) Consecutive Days On-Site Two (2) consecutive days on-site. Specific focus will be determined with the client and the success manager.	1	\$5,500.00	\$5,500.00	
One-time subtotal				\$73,000.00
			after \$31,500.00 discount	
Total				\$73,000.00

Contract Schedule

Contract Start Date: July 1, 2025

Contract End Date: June 30, 2026

Terms and Conditions

This Order Form is governed by the terms and conditions of ThinkCERCA's Subscription Agreement. By signing this Order Form, you are warranting that you are authorized to purchase the products and services purchased hereunder on behalf of the Customer. Upon signature by you and submission to ThinkCERCA.com Inc, this Order Form and the terms and

conditions of the Subscription Agreement shall become legally binding on the Customer. Without limiting the foregoing, upon ThinkCERCA's acceptance of this Order Form, Customer shall be obligated to pay all fees payable hereunder. Subscriptions are non-cancelable.

Comments

Signature

Signature

Date

Printed name

PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **October 28, 2025**

Contract No: 25-208-158

Title: VCore Solutions fourDscape®
Software System

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- ☐ Lowest Responsive Bid ☐ Request for Proposal ☐ Reject Bids ☐ Piggy-Back Bid per 6A-1.012 (6) ☐ Sale of Property
☐ Revised Award * ☐ Highest Point Score ☐ Re-Award (partial/whole) * ☐ State Contract per 6A-1.012 (5)
☐ Renewal of Contract ☐ Contract/Bid Termination * ☐ Contract Extension ☐ Sole Source ☐ Co-Op Bid
☒ Professional Services/Copyrighted Materials per 6A1.012 (11)* ☐ Direct Negotiation per 6A-1.012 (14) ☐ Emergency Ratification *

Contract Period: 7/1/25 thru 6/30/26

☐ N/A - One Time Purchase

Contract Value: \$ 144,780.00

Contract Type: ☐ Estimated Dollar Amount ☒ Firm, Fixed Dollar Amount ☐ Firm, Fixed Unit Prices ☐ Firm, Fixed Fees or Discounts

Renewal Options:

No. of Terms Remaining	☐ Length of Each Term	☒ Length of Each Term	☐ None
	6-months	1 - year	

Rationale/Reason

The VCore Solutions fourDscape® will work with the Public Safety, Emergency Preparedness Bosch panels that are being reconfigured by Mallory Safety and Supply, LLC. It is an integrated lockdown software system for the district that provides real time security management. The software platform will provide elements needed to support the use of the existing Emergency portal.

Bidders Solicited: ____ Bids Received: ____ Late Bids: ____ Rejected Bids: ____ ☒ N/A - Bids Not Required

Submitted By: Joe Benjamin, NIGP-CPP, CPPO, CPPB **For:** School Safety and Security
Title: Director, Purchasing Department

Requested By: Sean Jowell **Buyer:** Barbara Molfetta
Title: Director, Safety and Security Purchasing Analyst

Contractor Name: VCore Solutions LLC
Address: 25 Melville Park Rd, Ste 110, Melville, NY 11747
Phone: 516-490-0798 Email: info@vcoresolutions.com
Vendor ID: V-43761

Description	Total
VCore Solutions fourDscape® software platform with Integrated Lockdown Control Panel Module License and Remote Support/Maintenance/Minor Updates	\$144,780.00

PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **October 28, 2025**

Contract No: 24-BM-012

Title: Virtual Reality Welding Simulator

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- ☐ Lowest Responsive Bid ☐ Request for Proposal ☐ Reject Bids ☐ Piggy-Back Bid per 6A-1.012 (6) ☐ Sale of Property
☐ Revised Award * ☐ Highest Point Score ☐ Re-Award (partial/whole) * ☐ State Contract per 6A-1.012 (5)
☒ Renewal of Contract ☐ Contract/Bid Termination * ☐ Contract Extension ☐ Sole Source ☐ Co-Op Bid
☐ Professional Services/Copyrighted Materials per 6A1.012 (11)* ☐ Direct Negotiation per 6A-1.012 (14) ☐ Emergency Ratification *

Contract Period: 10/28/25 thru 10/27/26 ☐ N/A - One Time Purchase

Contract Value: \$ 96,270.00

Contract Type: ☐ Estimated Dollar Amount ☐ Firm, Fixed Dollar Amount ☒ Firm, Fixed Unit Prices ☐ Firm, Fixed Fees or Discounts

Renewal Options:

No. of Terms Remaining	☐ Length of Each Term	☒ Length of Each Term	☐ None
1	6-months	1 - year	

Rationale/Reason

The Career, Technical, and Adult Education (CTAE) department is utilizing CAP grant funds to purchase virtual welding machines for the school. These machines will allow freshman or first year students to gain hands-on experience and develop foundational welding skills in a safe, controlled environment without the use of hazardous tools or the waste of costly materials. Once students demonstrate proficiency with the virtual welders, they will transition to working with real welding equipment, ensuring a smoother and safer progression in their skill development.

Bidders Solicited: Bids Received: Late Bids: 0 Rejected Bids: 0 ☒ N/A - Bids Not Required

Submitted By: Joe Benjamin, NIGP-CPP, CPPO, CPPB **For:** Career, Technical, and Adult Education Department

Title: Director, Purchasing Department

Requested By: Michael McCullough **Buyer:** Barbara Molfetta
Title: Curriculum Specialist, CTAE Department **Purchasing Analyst**

Contractor Name: AIRGAS USA LLC
Vendor ID: V-29915
Address: 12650 49th Street N, Clearwater, FL 33762
Phone: 727-572-8737
Email: Michael.servedio@airgas.com

Virtual Reality Welding Simulator Bid #24-BM-012			
Description	Qty	Unit Cost	Total
Lincoln Electric VRTEX® 360 Compact Virtual Reality Welding Simulator	3	\$32,090.00	\$96,270.00

PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: October 28, 2025

Contract No: 25-422-156

Title: Furniture, Classroom

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- ☐ Lowest Responsive Bid ☐ Request for Proposal ☐ Reject Bids ☐ Piggy-Back Bid per 6A-1.012 (6) ☐ Sale of Property
☐ Revised Award * ☐ Highest Point Score ☐ Re-Award (partial/whole) * ☐ State Contract per 6A-1.012 (5)
☐ Renewal of Contract ☐ Contract/Bid Termination * ☐ Contract Extension ☐ Sole Source ☒ Co-Op Bid
☐ Professional Services/Copyrighted Materials per 6A1.012 (11)* ☐ Direct Negotiation per 6A-1.012 (14) ☐ Emergency Ratification *

Contract Period: 10/25/25 thru 12/31/2026 ☐ N/A - One Time Purchase

Contract Value: \$ 500,000.00 (Estimated)

Contract Type: ☒ Estimated ☐ Firm, Fixed ☐ Firm, Fixed ☐ Firm, Fixed
Dollar Amount Dollar Amount Unit Prices Fees or Discounts

Renewal Options:

No. of Terms Remaining	☐ Length of Each Term	☐ Length of Each Term	☒ None
0	6-months	1 - year	

Rationale/Reason

Virco was awarded a bid for these products in 2025 for a 3-year term. When requesting pricing for various district projects, the Virco representative will sometimes quote better pricing utilizing the Omnia Cooperative contract number: R-TC-18004, saving the district money. This award utilizing the Omnia Cooperative contract number: R-TC-18004 will allow us to utilize both contract awards, depending upon which one offers the best line item pricing to the district.

Bidders Solicited: ____ Bids Received: ____ Late Bids: ____ Rejected Bids: ____ ☒ N/A - Bids Not Required

Submitted By: Joe Benjamin, NIGP-CPP, CPPO, CPPB **For:** Countywide
Title: Director, Purchasing Department

Requested By: Joe Benjamin, NIGP-CPP, CPPO, CPPB **Buyer:** Hope Olda
Title: Director, Purchasing Department

Contractor Name: Virco, Inc
Address: 2027 Harpers Way
Torrance, CA 90501
Contact: Sylvia Joyer
Phone: 800-448-4726 x1277
Email: sylviajoyer@virco.com
Vendor ID: v-3016

Always reference T/C code “VRC2” on your TERMS purchase requisitions or Bid # 25-422-156 on your internal purchase orders to ensure you receive our contract price. Orders should be assigned to buyer #065.

VIRCO, INC

Provide, deliver and if requested, install classroom furniture countywide Pricing will be based on the following tiered percentage discounts per US Communities Master Agreement for Zone 7 through Prince William County Public Schools, Contract #R-TC-18004.

Line Item	Net Order Size	Percentage Discount for Tailgate Delivery	Percentage Discount for Inside Delivery (No Installation)	Percentage Discount for Full Service (Delivered & Installed)
1	\$0 - \$1,000	74.5%	73.1%	72.0%
2	\$1,001 - \$4,000	74.5%	73.1%	72.0%
3	\$4,001 - \$15,000	74.5%	73.1%	72.0%
4	\$15,001 - \$40,000	74.5%	73.1%	72.0%
5	\$40,001 - \$100,000	74.5%	73.1%	72.0%
6	\$100,001 - 250,000	74.5%	73.1%	72.0%
7	\$250,001 and up negotiated			

PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **October 28, 2025**

Contract No: 25-072-154

Title: Motor Vehicles: Ford Truck F350

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- ☐ Lowest Responsive Bid ☐ Request for Proposal ☐ Reject Bids ☐ Piggy-Back Bid per 6A-1.012 (6) ☐ Sale of Property
☐ Revised Award * ☐ Highest Point Score ☐ Re-Award (partial/whole) * ☒ State Contract per 6A-1.012 (5)
☐ Renewal of Contract ☐ Contract/Bid Termination * ☐ Contract Extension ☐ Sole Source ☐ Co-Op Bid
☐ Professional Services/Copyrighted Materials per 6A1.012 (11) * ☐ Direct Negotiation per 6A-1.012 (14) ☐ Emergency Ratification *

Contract Period:

☒ N/A - One Time Purchase

Contract Value: \$ 51,105.18

Contract Type: ☐ Estimated Dollar Amount ☒ Firm, Fixed Dollar Amount ☒ Firm, Fixed Unit Prices ☐ Firm, Fixed Fees or Discounts

Renewal Options:

No. of Terms Remaining	☐ Length of Each Term 6-months	☐ Length of Each Term - year	☒ None
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Rationale/Reason

Utilizing State of Florida Contract #25100000-23-STC to purchase one (1) 2026 Ford truck to replace one (1) end of life vehicle for maintenance.

Bidders Solicited: ____ Bids Received: ____ Late Bids: ____ Rejected Bids: ____ ☒ N/A - Bids Not Required

Submitted By: Joe Benjamin, NIGP-CPP, CPPO, CPPB **For:** Maintenance Department
Title: Director, Purchasing Department

Requested By: Michael Hewett **Buyer:** Angelo Molfetta, NIGP-PPA
Title: Director of Maintenance Purchasing Analyst

Contractor Name: Step One Automotive Group
Address: 4060 Ferdon Blvd
Crestview, FL 32536
Contact: Mark Sampson
Phone: 360-826-2294
Email: msampson@steponeauto.com
Vendor ID: 41402

Motor Vehicles (25100000-23-STC)					
Price Quote Form (PQF)					
(STATE AGENCIES MUST ALSO SUBMIT FORM MP6304)					
Updated 3/5/2024					
Awarded Contractor Information					
Contractor Name:		STEP ONE AUTOMOTIVE GROUP			
Street Address:		4080 S FERDON BLVD			
City, State, Zip:		CRESTVIEW FL 32536			
Contact Person:	MARK SAMPSON	Title:	MUNICIPAL AND GOVERNMENT FLEET ACCOUNTS MANAGER		
Original Quote Date:	9/12/25	Revised Quote Date:			
Phone #s:	Primary: 360-826-2294	Secondary:			
Email Address:	MSAMPSON@STEPONEAUTO.COM				
Fax #:					
Contractor's Purchase Order #:					
Requesting Customer Information					
Agency/Eligible User Name:		PCSB			
Contact Person:		MATTHEW BOYD			
Phone #s:	Primary: 727-608-6456	Secondary:			
Email Address:	BOYDMAT@pcsb.org				
Fax #:					
Secondary Contact for Customer (Optional)					
Contact Person:					
Phone #s:	Primary:	Secondary:			
Email Address:					
Fax #:					
INFORMATION IN THIS SECTION MUST MATCH THE INFORMATION ON THE AWARDED COST SHEET.					
UNSPSC Commodity Code:	Group	Sub-Group	Line Number		
25101600	6 MEDIUM DUTY TRUCKS	B CAB CHASSIS	11		
Brand	Model	Cost Plus % (#.#%)			
FORD	2026 F350 4X2 REG CAB CHASSIS DRW XL 169" W/BASE 7.3L V8 G 10 SP AUTO F3G	2.90%			
MOTOR VEHICLE					
COST PLUS % MUST BE EQUAL TO OR LESS THAN THE COST PLUS % SHOWN ON THE AWARDED COST SHEET.					
Motor Vehicle Description		Cost (per unit)	Total Customer Price		
2026 F350 4X2 REG CAB CHASSIS DRW XL 169" W/BASE 7.3L V8 G 10 SP AUTO F3G		\$49,324.00	\$ 50,754.40		
Non-standard accessories, components, equipment, features, parts, etc. that are attached to or provided with the vehicle when it is shipped from the Manufacturer:					
TOTAL COST: Motor Vehicle (per unit)			\$ 50,754.40		
OEM OPTIONS					
COST PLUS % MUST BE EQUAL TO OR LESS THAN THE COST PLUS % SHOWN ON THE AWARDED COST SHEET.					
OEM Option Description	Manufacturer/Brand	Cost (per unit)	Customer Price (per unit)	Quantity (per Motor Vehicle)	Total Customer Price
F350 4X2 CHASSIS CAB DRW/169					
169 INCH WHEEL BASE					
7.3L DEVCT NA PFI V8 ENGINE					
OXFORD WHITE					
VINYL 40/20/40 SEATS					
MEDIUM DARK SLATE					
PREFERRED EQUIPMENT PKG.640A					
.XL TRIM					
.AIR CONDITIONING -- CFC FREE					
.AM/FM STEREO MP3/CLK			\$ -		\$ -
10-SPEED AUTO TOROSHIFT					
.LT245/75R17E BSW ALL-SEASON					
3.73 RATIO NON LTD SLIP AXLE					
14000# GVWR PACKAGE					
60 STATE EMISSIONS					
SIRIUSXM W/360L (3 MOS TRIAL)					
40 GAL AFT OF AXLE FUEL TANK					
DUAL BATTERY					
CONN PKG: 1 YR INCL W/FORD APP					
REAR VIEW CAMERA & PREP KIT		\$468.00	\$ 481.57	1	\$ 481.57
FUEL CHARGE		\$26.00	\$ 26.75	1	\$ 26.75
NET INVOICE FLEET OPTION (B4A)		\$7.00	\$ 7.20	1	\$ 7.20

DESTINATION & DELIVERY			\$2,595.00	\$ 2,670.26	1	\$ 2,670.26
Acc. Code ID: 10 Contract/Ref #: 15-227T Description: undefined Concession Amount:				\$ -	1	\$ (2,200.00)
FORD FLEET SPECIAL ADJUSTMENT				\$ -	1	\$ (635.00)
				\$ -		\$ -
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TOTAL COST: OEM Options (per Motor Vehicle)				\$ -		\$ 350.78

NON-OEM OPTIONS

COST PLUS % MUST BE EQUAL TO OR LESS THAN THE COST PLUS % SHOWN ON THE AWARDED COST SHEET.

[illegible]

BODY TRANSFER AND 3rd PARTY BODY INSTALLATIONS

[illegible]

TOTAL COST: Body Transfer and 3rd Party Body Installations (per Motor Vehicle)

Customer Order Total with Cost % Applied Where Applicable

Total Vehicles Quoted (with the same OEM and Non-OEM Options)

GRAND TOTAL

Contractor Comments:	
Customer Comments:	
*UNSPSC = United Nations Standard Products and Services Commodity Code. Refer to the Discount Sheet for the code(s) applicable to each Group and Sub-Group.	

*UNSPSC = United Nations Standard Products and Services Commodity Code. Refer to the Discount Sheet for the code(s) applicable to each Group and Sub-Group.

PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **October 28, 2025**

Contract No: 25-AM-016

Title: Motor Vehicle Parts: Common

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- ☒ Lowest Responsive Bid ☐ Request for Proposal ☐ Reject Bids ☐ Piggy-Back Bid per 6A-1.012 (6) ☐ Sale of Property
☐ Revised Award * ☐ Highest Point Score ☐ Re-Award (partial/whole) * ☐ State Contract per 6A-1.012 (5)
☐ Renewal of Contract ☐ Contract/Bid Termination * ☐ Contract Extension ☐ Sole Source ☐ Co-Op Bid
☐ Professional Services/Copyrighted Materials per 6A1.012 (11)* ☐ Direct Negotiation per 6A-1.012 (14) ☐ Emergency Ratification *
☐ RFQu

Contract Period: 11/15/25 thru 11/14/26 ☐ N/A - One Time Purchase

Contract Value: \$ 300,000.00

Contract Type: ☒ Estimated Dollar Amount ☐ Firm, Fixed Dollar Amount ☐ Firm, Fixed Unit Prices ☒ Firm, Fixed Fees or Discounts

Renewal Options:

No. of Terms Remaining	☐ Length of Each Term	☒ Length of Each Term	☐ None
2	6-months	1 - year	

Rationale/Reason:

This contract provides firm pricing for common repair parts for the maintenance and repair of district owned vehicles and school buses throughout the district.

Bidders Solicited: 477 Bids Received: 8 Late Bids: 0 Rejected Bids: 0 ☐ N/A - Bids Not Required

Submitted By: Joe Benjamin, NIGP-CPP, CPPO, CPPB **For:** Vehicle Maintenance Department
Title: Director, Purchasing Department

Requested By: TMark Hagewood **Buyer:** Angelo Molfetta, NIGP-PPA
Title: Director, Transportation Department Purchasing Analyst

Contractor Name: Fleet Acquisitions LLC
Address: 6510 Golden Groves Lane
Tampa, FL 33610
Contact: Bob Palm
Phone: 813-621-1734
Email: bpalm@fleetproducts.com
Vendor ID: 7501

Contractor Name: Parts Authority LLC
Address: 3 Dakota Drive Suite 110
New Hyde Park, NY 11042
Contact: Dave LaBarre
Phone: 410) 789-6571 Ext: 7532
Email: dlabarre@partsauthority.com
Vendor ID: 43622

Contractor Name: Sun State International Trucks LLC
Address: 6020 Adamo Drive
Tampa, FL 33619
Contact: Matt Belmore
Phone: 813) 621-1331
Email: matthew.belmore@sunstateintl.com
Vendor ID: 2162

The discounts that are offered by the bidder are to be deducted from the manufacturer pricelists and shall apply to other like items supplied by such manufacturer, not listed here, that may also be purchased during the contract period.

FLEET PRODUCTS (V-7051)

Group 1A - Passenger car & Light Trucks: Engine & Transmission Mounts, Gasket Sets, Gasket Materials, Water Pumps (New), Belts, Caps, Clamps, Freeze Plugs, Hoses, PCV Valves, Thermostats, and Sensors

Item # / Description	Manufacturer Part Number	Manufacturer	Discount
PW584 / Water Pump	41120	Gates	78.50%
43504 / Water Pump	43504	Gates	78.50%
33509 / Thermostat	33509	Gates	78.50%
31527 / Radiator Cap	31527	Gates	78.50%
MS90131 / Intake Gasket	MS90131	Fel-Pro	56.26%
VS50504R-1 / Valve Cover Gasket	VS50504R-1	Fel-Pro	61.35%

Group 1B - 1.5 Ton Vehicles & Larger: Engine & Transmission Mounts, Water Pumps (New)

Item # / Description	Manufacturer Part Number	Manufacturer	Discount
5C4Z8501AA / Water Pump	PW662	Motorcraft	64.20%
41199HD / Water Pump	RW2060	Haldex	64.16%
42318HD / Water Pump	RW6313	Haldex	64.16%
10R4429 / Water Pump	43569HD	Gates	78.95%
4955394 / Water Pump	RW2060	Haldex	62.96%

Group 2A - Caps, Ignitions, Ignition Wire, Regulators, Rotors, Solenoids, Spark & Glow Plugs

Item # / Description	Manufacturer Part Number	Manufacturer	Discount
SP530 Spark Plug	SP530X	Motorcraft	63.42%
DG-508 Ignition Coil	FD503	Standard	66.67%
SP479X Spark Plug	SP479X	Motorcraft	63.44%

Group 2B - Circuit Breakers, Sockets, Switches (Brake, Back-up, Micro, Push-Pull, Rocker, Turn Signal, Dimmers), Flashers, Fuses, Head Lamps, Lighting Bulbs, Lenses, Alarms, Horns, Battery Cables, Wire, Cable Ends, Gauges, Sending Units, Hour & Amp Meters

Item # / Description	Manufacturer Part Number	Manufacturer	Discount
11173 Trailer Connector	82-1033	Cole Hersee	61.92%
H6054 Halogen Headlamp	H6054	Wagner	73.11%
1157 Lighting Bulb	1157	Wagner	71.67%
1111A Marker Lamp	12200Y	Signal Stat	74.18%
344A Turn Signal Lamp	4744AA	Peterson	76.00%
90152 Marker Lens	90152	Grote	61.63%
41-722 Back-up Alarm	575	Pollock	69.89%
211823-05 Strobe Light	7945C	Ecco	68.89%
732510 14-GA Black Wire	87-7002	Grote	60.59%
736103 Battery Terminal End	82-5712	Grote	60.76%
3186 Battery Terminal Bolt	84-9289	Grote	60.36%

PARTS AUTHORITY (V- 43622)**Group 3 – Fuel Pumps (New), Strainers, Control Cables, Mechanic Wire, Throttle Cable, Throttle Pedal, Carburetors**

Item # / Description	Manufacturer Part Number	Manufacturer	Discount
10160 Wire Bailing	10160	Dorman	65%
FG0098 Fuel Pump	FG0098	Delphi	69%
PFS1054 Fuel Pump	SP1025MP	Delphi	69%
PFS1460 Fuel Pump	SP1010MP	Motorcraft	67%
PFS594 Fuel Pump	SP1000MP	Motorcraft	67%
PFS998 Fuel Pump	10172	Delphi	69%
86820975 Fuel Pump	86820975	GM	62%

FLEET PRODUCTS (V-7051)

Group 4 - Hubs, U-Joints, Yokes, Bolts, Gaskets, Lug-Nuts, slip Yokes, Studs, Wheel Drive Bearings & Seals, Ball Joints, Bushings, Idlers, Pitman Arms, Stabilizers, Tie Rod Ends, Drag Links, King Pins, Power Steering Pumps & Hoses, CV Joints & Boots, Knuckles, Shock Absorbers, Struts, Coil Springs, Leaf Springs

Item # / Description	Manufacturer Part Number	Manufacturer	Discount
E4969L Studs	E4969L	Euclid	59.95%
R005652L Studs	E5652L	Euclid	59.93%
SPL1001X U-Joint	UJ460	SKF	72.22%
5-178 U-Joint	UJ331	SKF	72.23%
47686 Rear Bearing	47686	Timken	66.66%
39520 Rear Race	39520	Timken	66.68%
K80197 Ball Joint	K80197	Moog	67.3%
ES2079S Tie Rod End	ES2079S	Moog	67.29%
RP10401X Pump	RP10401X	Hallex	62.96%
36498 P/S Hose	36498	Gates	77.78%
66861 Absorber	66861	Monroe	74.84%
AMS6923 Absorber	66923	Monroe	77.15%
65143 Absorber	65143	Monroe	77.25%
65488 Absorber	65488	Monroe	74.94%

Group 5 – Brass Fitting and Cooper Tubing for Air & Hydraulic Systems (Compression Type and Quick Disconnect), Connectors, Grease Fittings, Grommets, O-Rings, Pins, Taps, Terminals, Grade 8 Fasteners, Chemical Additives, Brake Fluid, Cleaners, Greases, Lubricants, Penetrating Oils, Polishes, Sealants, Silicones, Waxes

Item # / Description	Manufacturer Part Number	Manufacturer	Discount
10843-6-6 / Brass Fitting	G25200-0606	Gates	75.47%
10643-6-6 / Brass Fitting	G25170-0606	Gates	71.53%
10643-8-8 / Brass Fitting	G25170-0808	Gates	75.46%
12150 / Terminals	83-2205	Grote	59.46%
8495 / Cotter Pins	CP316-150	Western Wire Products	80.95%
4322 / O-Rings	4322	Auveco	77.78%
14005 / 1/4" x 1" Bolts	825-100	Distributor Sales	83.67%
14061 / 5-16" x 2" Bolts	831-200	Distributor Sales	83.12%
36105 / 3/8" Nuts	N837	Distributor Sales	83.93%
16PB / Penetrating Oil	16PB	PB Blaster	78.43%
80065 / High Tack Sealant	80065	Permatex	65.56%
M44-34 / Brake Fluid	M4434	Gunk	67.63%

Group 6 - Compressors, Condensers, Evaporators, Fans, Motors

Item # / Description	Manufacturer Part Number	Manufacturer	Discount
15-6798 / Condenser (New)	4544C	Global Parts Distributors	78.49%
37-10871 Drier	07-3063G	MEI	65.59%
54-0061801 Condenser Fan	06-3112V	MEI	78.5%
YF3620 Accumulator	1411876	Global Parts Distributors	78.49%
58152 Compressor	6511461	Global Parts Distributors	78.49%
YCC437 Compressor	6512997	Global Parts Distributors	78.49%

SUNSTATE INTERNATIONAL TRUCKS (V- 2162)**Group 7 – Windshield Wiper Arms, Blades, Refills, Pumps (New), Mirrors, Mirror Bracket, Mirror Heads, Seat Belts**

Item # / Description	Manufacturer Part Number	Manufacturer	Discount
31-22 / Wiper Blade	ANCO3122	ANCO	35.42%
31-24 / Wiper Blade	ANCO3124	ANCO	23.92%
31-20 / Wiper Refill	ANCO3120	ANCO	35.42%
52-500 / Mirror Head	ZR52500	ROSCO	28.12%
56-14 / Mirror with Brackets	ZR5614	ROSCO	26.48%
56-72 / Mirror Head	ZR5672	ROSCO	43.14%

FLEET PRODUCTS (V-7051)**Group 8A – Remanufactured Injector Pumps, Remanufactured Injectors**

Item # / Description	Manufacturer Part Number	Manufacturer	Discount
IHC #1848718C92 Injector	AP66918	Alliant	69.04%
IHC #AP66976 Injector	AP66976	Alliant	69.04%
IHC #1882258C93 High Pressure Oil Pump	AP63696	Alliant	67.80%
AP55519 Injector	AP55519	Alliant	68.97%

Group 8B – Remanufactured Turbochargers

Item # / Description	Manufacturer Part Number	Manufacturer	Discount
Warner/Schwitzer #1850493C91	12639900001	Alliant	65.52%
3786775WX	3786775HX	Alliant	63.22%
3798315RX	AP90952	Alliant	70%

PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **October 28, 2025**

Contract No: 23-192-063

Title: Floor Care Products

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- ☐ Lowest Responsive Bid ☐ Request for Proposal ☐ Reject Bids ☐ Piggy-Back Bid per 6A-1.012 (6) ☐ Sale of Property
☐ Revised Award * ☐ Highest Point Score ☐ Re-Award (partial/whole) * ☐ State Contract per 6A-1.012 (5)
☒ Renewal of Contract ☐ Contract/Bid Termination * ☐ Contract Extension ☐ Sole Source ☐ Co-Op Bid
☐ Professional Services/Copyrighted Materials per 6A1.012 (11)* ☐ Direct Negotiation per 6A-1.012 (14) ☐ Emergency Ratification *

Contract Period: 12/06/25 thru 12/05/26 ☐ N/A - One Time Purchase

Contract Value: \$ 125,000.00

Contract Type: ☒ Estimated ☐ Firm, Fixed ☒ Firm, Fixed ☐ Firm, Fixed
Dollar Amount Dollar Amount Unit Prices Fees or Discounts

Renewal Options:

No. of Terms Remaining	☐ Length of Each Term	☐ Length of Each Term	☒ None
	6-months	- year	

Rationale/Reason

This contract secures the firm pricing of floor care products for use throughout the district.

Bidders Solicited: ____ Bids Received: ____ Late Bids: ____ Rejected Bids: ____ ☒ N/A - Bids Not Required

Submitted By: Joe Benjamin, NIGP-CPP, CPPO, CPPB **For:** Warehouse Department
Title: Director, Purchasing Department

Requested By: Michael Ulbrich **Buyer:** Jena Grage
Title: General Manager, Facilities & Operations

Contractor Name: American Chemical & Building Maintenance Supply
Address: 1775 - 5th Avenue N
St. Petersburg, FL 33773
Contact: Scott Zirkle
Phone: 727-822-8181
Email: scott@amchem.net
Vendor ID: 109

Provide and deliver floor care products to Pinellas County Schools Warehouse, Walter Pownall Service Center with firm pricing for the contract period as needed.

ITEM NO.	DESCRIPTION	TERMS ITEM NO.	CLASS, BRAND & PRODUCT NUMBER BID	STANDARD SHIPPING CONTAINER	MINIMUM ORDER QUANTITY	UNIT PRICE
1	Floor Finish, General	48531702	NCL One Coat 25 #0510-21	5 Gallon	1	\$63.80
2	Cleaner, Floor, Neutral	48531492	NCL Image #0927-21	5 Gallon	1	31.64
3	Floor Finish Stripper	48531498	NCL Bare Bones #1058-21	5 Gallon	1	60.71