

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

DATE/TIME OF INITIAL POSTING

APPROVED

By Joe Benjamin at 10:52 am, May 21, 2025

Joe Benjamin



DATE/TIME POSTING REMOVED

The products and/or services listed below and/or on the attached pages are believed to be of a unique or proprietary nature and therefore only available from one source. If you believe you have a 'like' product or service to offer, please submit your complete cost proposal including descriptive literature and detailed technical specifications by email to the attention of the buyer listed below. If you prefer you may mail your proposal to the buyer at:

School Administration Building
Attn: Purchasing Department
301 Fourth Street SW
Largo, FL 33770-3536
Buyer: Christina DiLeonardo-Rowan
Buyer's Email: dileonardoch@pcsb.org

Bid File Reference No.: 5630-7555

Bid Title: Discovery Source Inc.

This notice was posted on 05/21/2025. All proposals must be received by the buyer by no later than 4 p.m. E.T. on 05/30/2025. Proposals received after this deadline will not be considered.

Thank you for your interest in Pinellas County Schools.



The Discovery Source, Inc.
2270 Camino Vida Roble Ste D
Carlsbad, CA 92011
United States
thediscoverysource.com
orders@thediscoverysource.com

SALES QUOTE

Order number Q-000768
Date May 15, 2025
Sales Rep Kadie Dallas
Payment Terms Net 30

Billing Address

Pinellas County Schools
Pinellas County Schools Attention: Accounting Department
301 4th Street SW
Largo, FL
33770
USA

Shipping Address

John Crabb
Pinellas County Schools – Walter Pownall Service Center
11111 S. Belcher Road
Largo, FL
33773
USA
(727) 588-6097
BROWNANNI@pcsb.org

Billing Phone
(727) 588-6097

Email
BROWNANNI@pcsb.org

Contact
Annis Brown

Product	SKU	Quantity	Unit Price	Subtotal
1 Pyramid Model Preschool Classroom Kit This kits serves as an all-encompassing challenging behavior tool-kit for your programs, family child care centers and even families! English/Spanish Ages 2-5 Sole Source	PMC	150		
Subtotal				
Freight				
Total				

Freight Includes Shipping & Handling

- This quote includes packing, boxing, and shipping this order to a single location.
- Additional charges will apply for boxing or shipping to multiple locations or changes to shipping requirements.
- If your order contains any BOOK SETS, they will ship separately from the rest of your order. Please allow 3-5 weeks for delivery directly from Publisher.
- If a 'DELIVERY BY DATE' is provided, it is contingent on receiving the PO in time to process the order. Meeting the specified delivery date is not guaranteed.

Please email Purchase Orders to orders@thediscoverysource.com



THE DISCOVERY SOURCE

Sole Source Justification for Pyramid Model Preschool Kit and Related Products

Pyramid Model Preschool Classroom Kit, California Pyramid Model Preschool Classroom Kit, Classroom Visual Display Kit, Emotional Literacy Kit, Tucker Turtle Classroom Kit, Problem Solver Solution Kit, Super Friend Kit, Tucker Turtle at Home Kit, Problem Solver Solution at Home Kit, Tucker and Friends Hand and Finger Puppets

Evidence to support the materials are sole source and only available through the Discovery Source, Inc. Based in Vista, California has the Exclusive rights for creating and producing these products.

We write the content and design layout and artwork for each item in our Kits, and we do the publishing for all the print materials in our kits in California. We build each kit by hand in our Discovery Source warehouse and distribution center in Carlsbad, California.

We market and sell our materials exclusively through The Discovery Source and not through any other dealers or retailers. The only place you can purchase the Calming Kits & Pyramid Model Kits are from The Discovery Source.

Our professional development on Unpacking the Calming Kits and Pyramid Model Kits are only available through The Discovery Source Endorsed training professional.

The Discovery Source creates opportunities and solutions for early childhood educators to transform the way they support children and families in the most critical years of childhood development.



The Discovery Source is committed to creating effective teacher tools and professional development support by supplying unique and targeted early childhood materials that are, not only developmentally appropriate, but engaging and fun.

The idea of providing early childhood educators and practitioners with ready-made materials that support the development of Key Social-Emotional skills is one of the main goals of The Discovery Source products and kits.

We recognized that early childhood educators are amazing professionals that need all the support available to maintain a balanced Mental Health for themselves, in order to support the mental health of the children and families under their care.

That's why the materials that The Discovery Source developed are perfectly aligned with best evidence-based practices that includes Social Emotional materials; classroom kits, Social-Emotional Prompts, Social-Emotional posters, Social-Emotional books, and Calming materials that are represented in a diverse and inclusive graphics including children of all races and abilities' levels.

This is how:

We have partnered with experts to create these kits- Watch video of Director- Kath Wahl talking about our partnership. <https://youtu.be/Qh7hllgvE8s>



Pyramid Model Preschool Classroom Kit

Copyright 2020: ISBN # 978-0-9967969-9-6

SKUS:

1-pyramid-model-classroom-kit (English/Spanish) SKU: PMC

2-california-version SKU: CA-PMC

3-french-english SKU: PMC-FR

4-french-language-only SKU: PMC-FR2



The Pyramid Model Consortium has partnered with The Discovery Source to publish and distribute the recommended resources so teachers can begin to teach Social-Emotional Development skills immediately, more effectively, and with high fidelity implementation of the Pyramid Model Training.

Watch video of Pyramid Model Consortium Executive Director discussing the partnership with the Discovery Source: <https://youtu.be/wkrmaTLK0GU>



Children need positive relationships, and for over 20 years, The Pyramid Model has worked to support social and emotional development in early childhood classrooms. Through evidence-based research, innovative techniques, and global reach, The Pyramid Model Consortium empower children, birth to 5 years, to succeed in school and life.

The Pyramid Model is a positive behavioral intervention and support (PBIS) framework that uses systems-thinking and implementation science to promote evidence-based practices. The Pyramid Model for Supporting Social Emotional Competence in Infants and Young Children was created to help early educators build skills for supporting nurturing and responsive caregiving, create learning environments, provide targeted social-emotional skills, and support children with challenging behavior.

The ready-made materials are designed to make the implementation of strategies easy and effective as they support the development of targeted Social-Emotional skills.

The Pyramid Model Preschool Classroom Kit materials are organized in five (5) classroom kits as follows:

1. Classroom Visual Display Kit
2. Emotional Literacy Kit
3. Tucker Turtle Kit
4. Problem Solver Solution Kit
5. Super Friends Kit

Each classroom kit is designed to facilitate the daily practice of new Social-Emotional skills.



1. Classroom Visual Display Kit

SKUS:

1 - Classroom Visual Display Kit SKU: CVK

2 - California Version SKU: CA-CVK



Teaching children routines, rules, and expectations are key components to maximize children's learning and engagement.



The ready-made visual supports act like helpers in the classroom giving reference and guidance and helping children to better understand the expectations and how to behave throughout the day.

The Classroom Visual Display Kit includes:

- Positive Feedback Poster
- First & Then Board
- First & Then Cards
- Daily Schedule Cards
- Check-In center Boards
- Transition Instructions
- Transition Cards w/ring
- Stop & Go Signs + Instructions
- Stop & Go Cards
- Pyramid Model Poster
- Conversation Starters Poster

2. Emotional Literacy Kit

SKU: ELK



The ability to label emotions is a developmental skill that is not present at birth—it must be learned. Teachers can create an emotional literate classroom environment by providing visual and prompts that children can use to express feelings and emotions.

The Emotional Literacy Kit includes:

- Feelings Wheel (English & Spanish)
- Bingo Game Boards (English & Spanish)
- Feeling Cards (English & Spanish)
- Relaxation Thermometer (English & Spanish)



3. Tucker Turtle Classroom Kit

SKUS:

1. *tucker-turtle-classroom-kit* SKU: TTK
2. *tucker-turtle-kit-in-navajo* SKU: TTKN
3. *tucker-turtle-kit-in-chinese* SKU: TTKC



Teachers can provide young children with strategies to modify their thoughts and promote self-regulation starting with the Tucker Turtle Technique as visual tool, to help children to learn how to control their emotions and handle possible solutions.

Tucker Turtle Kit includes:

- Tucker Turtle Scripted Story (English & Spanish)
- Tucker Turtle Technique Poster (English & Spanish)
- Tucker Turtle Steps Cards (English & Spanish)
- Tucker Turtle Puppet



4. Problem Solver Solution Kit

SKUS:

1 - Problem Solver Solution Kit SKU: PSK

2 - California Version SKU: CA-PSK



Supporting social problem-solving empowers children to resolve disagreements in a more independent and effective way. The ready-made Problem Solver Solution cards and poster provides a structure to help children successfully address peer conflicts.

The Problem Solver Solution Kit includes:

- Problem Solving Scripted Story (English & Spanish)
- Problem Solving Steps Poster (English & Spanish)
- (10) Large Solution Kit Cards
- (10) Solution Wrist Cards w/ring (English & Spanish)
- (8) Problem Solving Steps Wrist Cards w/ring



5. Super Friend Kit

SKUS:

1-super-friend-kit SKU: SFK

2-california-version SKU: CA-SFK

3-Cape ONLY SKU: SFC



Friendship's skills are important to help children's self-confidence, school readiness, and developing positive relationships with peers. Listening, learning how, and practicing these skills could be part of daily routines. The "I can be a Super Friend" scripted social story highlights friendship and the skills for successful relationships.

Super Friend Kit includes:

- Super Friend Scripted Story (English & Spanish)
- Friendship Skills Poster (English & Spanish)
- Super Friend Cape



AT HOME KITS



Tucker Turtle at Home Kit

SKU: THK



Created, Published, and sold only through The Discovery Source

One of our best-selling Social Emotional classroom resources is now available for families! In the Tucker the turtle scripted social story, Tucker has impulse control issues: When he gets mad, he kicks, yells, and hits his family and friends. That all changes when Tucker learns to “think like a turtle” instead. He keeps his body and hands to himself and stays quiet while taking three deep, calming breaths. Then, he starts to consider ways he can improve the situation that upset him—and just like that, Tucker has better control over his emotions.

Tucker Turtle at Home Includes:

- Tucker Turtle at Home Scripted Story
- Turtle Puppet
- Tucker Turtle Technique Wrist Cards / Ring



Problem Solver Solution at Home Kit

SKU: PSHK



Create, Published, and sold only through The Discovery Source
One of our best-selling Social Emotional classroom resources is now available for families!
Parents and care providers can help children become more independent by teaching them the steps for solving a problem. The problem-solving scripted story helps children understand these three problem-solving steps.

**Problem Solver Solution At Home Kit Includes:**

- Problem Solver at Home Solution Scripted Story
- Perforated Problem Cards w/ Ring
- Perforated Problem Story cards

Summarizing, as recently reported in “A Resource Guide for Developing Integrated Strategies to Support the Social and Emotional Wellness of Children” by the CDC Administration for Children and Families in January 2021, Early childhood programs that provided strong social and emotional foundation using The Pyramid Model have increased benefits in the following areas:

Benefits for children:

- Better physical health—improving social and emotional skills promotes healthier lifestyles, reduces risky behavior such as substance use, and has been linked with a
- lower body mass index (Bavarian et al., 2016; Moffitt et al., 2011)
- Improved academic achievement and increased school readiness
- Increased ability to follow classroom rules and routines Enhanced attention span and
- ability to persist at challenging tasks, which predicts greater enjoyment of school
- Reduced problem behaviors
- Elevated rates of high school graduation and productive employment (Jones et al., 2015)
- Benefits for families include the following:
- Enhanced confidence in their parenting skills
- Increased understanding of social and emotional wellness
- Improved ability to manage children’s difficult behaviors

Benefits for early learning programs include the following:

- Increased family engagement
- Increased staff “competence and confidence in the support of children”
- Reduced turnover in the program
- Reductions in child challenging behavior
- Increases in children’s social skills
- Increased satisfaction of program staff and families
- Changes in classroom and program climate



Other Products:

Tucker and Friends Hand and Finger Puppets

SKU: TSHP



These puppets are designed, created, and produced in North America by The Discovery Source and are only available through The Discovery Source directly.

Bring Tucker Turtle's scripted story to life by incorporating Tucker's friends hand puppets! Children can use Tucker and his friends to role play, use their imaginations and language skills to express their emotions and discuss solutions for playing together nicely at Sunny Stream School.