



Catalina Foothills Unified School District #16
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BOARD AGENDA ITEM

ITEM NO: 5.11

BOARD MEETING DATE: Tuesday, May 12, 2026

CONSENT AGENDA ITEM: Approval of Expenditures for Replacement Technology – Deferred Payment Agreement with Apple Financial Services

SUBMITTED BY: Lynn Pence, Director of Educational Technology

PRESENTED BY: Sheryl Castro, Executive Director of Curriculum and Assessment

We are requesting Governing Board approval of a Deferred Payment Purchase Agreement with Apple Financial Services for the 2026 district-wide technology replacement cycle.

Since 2016, CFSD has utilized a Master Lease Purchase Agreement with Apple to manage technology refreshes. Historically, this leasing model was necessary to manage the high costs associated with iMac computers. However, the District is now transitioning to a student device model focused on iPads and Chromebooks. Because these devices carry a significantly lower unit cost, CFSD no longer requires a long-term lease-purchase structure. This transition allows the District to move toward outright purchase agreements, reducing long-term financing obligations.

A key advantage of continuing our partnership with Apple Financial Services is the ability to leverage their established buyback program. CFSD is expected to receive an estimated Apple Trade-In Credit of \$715,296.00. This credit will be applied directly to the total purchase price of the new equipment.

The total cost for this replacement cycle is \$779,744.79. By applying the estimated trade-in value, the District's remaining cash obligation is significantly minimized.

Under this agreement, the District will follow a deferred payment schedule rather than a traditional lease. This allows for the equipment to be inspected and the trade-in credit to be finalized before the final payment is due.

The District will utilize Capital Override monies to cover the remaining balance after the trade-in credit is applied. This cycle represents the fourth year of the 2022 Capital Override. If the final inspection of the trade-in units results in a credit lower than the \$715,296.00 estimate, the District will be responsible for the difference.

RECOMMENDED MOTION: I move that the Governing Board approve the deferred payment purchase agreement with Apple Financial Services in the amount of \$779,744.79 for the district-wide technology replacement cycle, noting that the final payment obligation will be offset by an estimated Apple Trade-in Credit of \$715,296.00, as presented.