



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date: December 19, 2024

Agenda Section: Consent

Agenda Item Title: Approval of RFP 2024-04 Fine Arts Instructional Contracted Services

From: Tony Kingman, Chief Financial Officer

Additional Presenters if Applicable: N/A

Description: The South San Antonio Independent School District (District) has requested proposals from qualified agencies to assist with Fine Arts Instructional Contracted Services to include but not limited to music, art, cheer, dance, and any other extra-curricular activities to provide district wide services, on an “as needed basis.”

Historical Data: n/a

Recommendation: Recommend to Board of Trustees to approve the following agencies that have scored the recommended passing of 70% or better; Authors and More, Cheerleading Company Inc, Fred J. Miller, GraceNotes LLC, Rose Costumes, San Antonio Ballet School, Stanbury Uniforms, Study Smart Tutors, Superior Text, Techland Houston/CostumeWorx, Tieuel Legacy Entertainment, and Yoga Day. Each agency obtains their own specialty as it relates to the support of Fine Arts.

Purchasing Director and Approval Date: Victoria Cantu, December 10, 2024

Funding Budget Code and Amount:

Goals: 3. SSAISD will implement program initiatives and activities that reflect a commitment to preparing 100% of students for post-secondary educational or career paths.



RFP 2024-04 Fine Arts Instructional Contracted Services

<p>Wednesday, September 18, 2024</p>	<p>1st advertisement on Express Newspaper <i>(Per Texas Education Code, bidding opportunities are to be posted on the local newspaper at a minimal of 2 days, in a two week period)</i></p>
<p>Wednesday, September 25, 2024</p>	<p>2nd advertisement on Express Newspaper <i>(Per Texas Education Code, bidding opportunities are to be posted on the local newspaper at a minimal of 2 days, in a two week period)</i></p>
<p>Monday, September 30, 2024 3:00 pm</p>	<p>Vendor Questions due on Ionwave <i>(Interested vendors have the opportunity to ask questions regarding the bidding opportunities as it pertains to the scope of work, bid details, etc. All questions are to be submitted on Ionwave for public view)</i></p>
<p>Tuesday, October 1, 2024 3:00 pm</p>	<p>Addendum due <i>(Vendor questions are to be answered by this given date. All responses are posted on Ionwave for public view)</i></p>
<p>Monday, November 4, 2024 3:00 pm</p>	<p>Bid Opening</p> <p>1450 Gillette Blvd San Antonio, TX 78224</p> <p><i>(Committee Members are to refer to their invite sent via outlook calendar. The purpose of the Bid opening is to disclose the names of the proposals received. Interested Vendors must submit proposals by this given date)</i></p>
<p>Thursday, November 21, 2024 9am-12pm</p>	<p>Evaluation Meeting SSAISD Administrative Building, Board Room 101 1450 Gillette Blvd</p> <p><i>(Committee members will meet to discuss and score proposals received. Depending on the number of submissions received, an additional meeting will be needed. Laptops are needed.)</i></p>
<p>Wednesday, December 18, 2024</p>	<p>Recommendation(s) made to Board of Trustees SSAISD Board Meeting</p>



2024-04 Addendum 2

Fine Arts Instructional Contracted Services

Issue Date: 9/18/2024

Questions Deadline: 11/1/2024 03:00 PM (CT)

Response Deadline: 11/4/2024 03:00 PM (CT)

Contact Information

Contact: Victoria Cantu Director of Procurement

Address: Procurement Office

1450 Gillette Blvd.

San Antonio, TX 78224

Phone: (210) 977-7025 x3018

Email: victoria.cantu@southsanisd.net

Event Information

Number: 2024-04 Addendum 2
Title: Fine Arts Instructional Contracted Services
Type: Request for Proposal
Issue Date: 9/18/2024
Question Deadline: 11/1/2024 03:00 PM (CT)
Response Deadline: 11/4/2024 03:00 PM (CT)
Notes:

The South San Antonio Independent School District (SSAISD) requests interested parties to submit proposals for "Fine Arts Instructional Contracted Services."

This award is contingent upon funding and no guarantee of a minimum amount of work is implied or expressed by this Request for Proposal. Services required shall be determined solely by the needs of the District on a "as needed" basis. This contract is anticipated to be awarded to multiple vendors.

The contract shall be valid for three (3) year from the date of Board of Trustees approval with the option to renew for two (2) additional one (1) year periods based upon the original terms, conditions and pricing if mutually agreeable by both parties.

Should the District opt to exercise any renewal option years, the District reserves the right to re-negotiate pricing for potential cost savings during subsequent renewal periods.

Bid Attachments

SSAISD Terms and Conditions_.pdf

SSAISD Terms and Conditions

[Download](#)

Certificate of Interested Parties_1295.pdf

Vendor Required Document

[Download](#)

Conflict of Interest_SSAISD_2023.pdf

Vendor Required Document

[Download](#)

Edgar Certification.pdf

Edgar Certification

[Download](#)

Reference Sheet.pdf

Reference #1

[Download](#)

Reference Sheet.pdf

Reference #2

[Download](#)

Reference Sheet.pdf

Reference #3

[Download](#)

Vendor Evaluation Information.pdf

Vendor Evaluation Information

[Download](#)

2024-04 Fine Arts Instructional Contracted Services

Supplier	Rank	Score	Purchase Price	Reputation of the Vendor's Goods or Services	Quality of the Vendor's Goods or Services	Extent to which the Goods or Services Meets the District's Needs	Vendor's Past Relationship with the District	References	SWMBE Certifications	The total cost to the District to acquire the vendor's goods or services	Value added incentives beneficial to the District.
	1	100	30.00	10.00	10.00	20.00	5.00	5.00	6.00	5.00	9.00
Fred J. Miller Inc.	1	87.50	28.50	8.50	8.50	19.50	5.00	5.00	0.00	4.00	8.50
Yoga Day	2	86.50	27.00	9.50	9.50	17.50	5.00	5.00	0.00	4.50	8.50
Stanbury Uniforms, LLC.	3	85.00	28.50	8.50	8.50	18.50	4.00	5.00	0.00	3.50	8.50
GraceNotes, LLC.	4	84.00	28.00	8.00	8.50	19.00	3.00	5.00	0.00	3.50	9.00
Superior Text, LLC	5	84.00	27.50	9.00	9.00	18.50	5.00	5.00	0.00	3.00	7.00
Tieuel Legacy Entertainment	6	82.50	26.00	8.00	8.00	18.00	3.00	5.00	5.00	3.00	6.50
Rose Costumes	7	82.00	27.50	9.00	9.00	18.00	3.00	5.00	0.00	3.50	7.00
San Antonio Ballet School	8	80.00	23.50	8.50	6.50	17.50	2.50	4.50	5.50	3.00	8.50
Techland Houston_CostumeWorx	9	78.50	26.50	8.00	8.50	17.50	3.00	5.00	0.00	2.50	7.50
Authors and More	10	78.00	25.00	7.50	7.00	15.00	3.50	5.00	5.00	3.00	7.00
Study Smart Tutors, INc	11	77.50	25.00	7.50	7.00	17.50	3.00	5.00	0.00	4.50	8.00
Cheerleading Company, Inc	12	74.50	20.00	9.00	9.50	18.00	4.00	5.00	0.00	2.50	6.50
		81.67	26.08	8.42	8.29	17.88	3.67	4.96	1.29	3.38	7.71

Evaluators
Douglas, Christopher
Herrera, Rebecca



8765 Washington Church Rd.
Miamisburg, Ohio 45342

Phone: 937.434.1121
Toll Free: 800.444.3524
Fax: 877.356.3291
Web: www.fjminc.com

2024-04 Addendum 2 (Fine Arts Instructional Contracted Services)

Address:	Contact:
FJM Inc.	Jason Littleton
8765 Washington Church Road	Southwestern Region Representative
Miamisburg, OH 45342	Jason.Littleton@fjminc.com
800-444-3524	937-637-4121

Fred J. Miller, Inc. is a family-owned corporation located in Miamisburg, Ohio that was incorporated in 1974 for servicing the pageantry activity. Having been a Band Director, Mr. Miller along with his wife Marlene, were also associated with several other pageantry activities. It was natural for Mr. and Mrs. Miller to enter into a business that would service the artistic aspirations of young people.

FJM has produced band uniforms for over thirty years. We have gained a market share in an industry that has been dominated, for many decades, by only a handful of companies. Clearly, this is because we were the first to introduce a washable uniform. A uniform that exhibits distinctive design, holds its shape, fits the body, is durable and still has the feel of an athletic garment that moves in tandem with the demands of a marching band in the 21st century. This is the only type of uniform that we build.

Our team here at FJM has successfully built thousands of sets of uniforms for high schools and colleges all over the United States and several foreign countries. Many of our customers have ordered their second and third sets of uniforms, which certainly indicates satisfaction. We have many long-term employees (approximately 200) who are dedicated to what we do. Our Production Manager and most of our supervisors have had similar positions at other companies. They have combined their experience and ours to develop a strong and caring team of associates. If there is a skill that is lacking, we see that they receive the necessary training.

In October of 2005 we moved into a new 25,000 square foot facility to create efficient work areas that are both comfortable and conducive to producing a healthy and happy work environment. We use all the latest equipment. Our CAD and cutting system have been developed and manufactured by Gerber Technology, Inc. This system maintains complete pattern and cutting accuracy. Our embroidery machines, sewing machines and pressing equipment are all up to date and continually maintained.

Customer service is our highest priority before and after the project. We contact our uniform clients annually and encourage them all to contact us at any time for assistance or help.

FJM continues to be financially solid with no history of liens, claims, judgements, lawsuits, or debt. There has also never been an instance where our proposed services/products were terminated based on breach or default.

Cesario™
uniform collection

concert wear

drumline

colorguard

field equipment

summer clinics



8765 Washington Church Rd.
 Miamisburg, Ohio 45342

Phone: 937.434.1121
 Toll Free: 800.444.3524
 Fax: 877.356.3291
 Web: www.fjminc.com

PRICING This pricelist is an estimate of costs based on current orders. Actual pricing is dependent upon design, fabrics used and quantities.

Quoted Items

S.NO	Product Name	List Price (\$)	Quantity	Amount (\$)	Discount (\$)	Tax (\$)	Total (\$)
1	Cesario Jacket	195.00	1	195.00	0.00	0.00	195.00
	GEMINI Cesario Dress Shirt						
2	LONG SLEEVE STRUCTURED SLEEVE/COLLAR Cesario Lycra Shirt	75.00	1	75.00	0.00	0.00	75.00
3	LONG SLEEVE LYCRA STRETCH WT BAND LOGO Cesario Lycra Shirt	55.00	1	55.00	0.00	0.00	55.00
4	SHORT SLEEVE	45.00	1	45.00	0.00	0.00	45.00
5	Cesario Hip Drop	45.00	1	45.00	0.00	0.00	45.00
6	Cesario Bib Pants	75.00	1	75.00	0.00	0.00	75.00
7	Cesario Gauntlet	48.00	1	48.00	0.00	0.00	48.00
8	Apollo	42.00	1	42.00	0.00	0.00	42.00
9	Cesario Hat Wrap	55.00	1	55.00	0.00	0.00	55.00
10	Plume Garment Bags	36.00	1	36.00	0.00	0.00	36.00
11	DELUXE BAG- EMBROIDERED LOGO	25.00	1	25.00	0.00	0.00	25.00
12	Hanger	2.50	1	2.50	0.00	0.00	2.50
13	Shako Boxes Concert Dress	15.00	1	15.00	0.00	0.00	15.00
14	BLACK Tuxedo Jacket	65.00	1	65.00	0.00	0.00	65.00
15	CESARIO TUX JACKET TO BE WORN WT BIB PANTS	150.00	1	150.00	0.00	0.00	150.00

Cesario™
uniform collection

concert wear

drumline

colorguard

field equipment

summer clinics



Yoga Day

Vendor Information & Pricing Sheet

	Response						
Briefly describe the type of Services related to Fine Arts content that your agency provides.	The Yoga Day provides a unique program for children that not only addresses physical well being, but promotes mental well being, academic readiness, social and emotional intelligence, and tools for self regulation and self management.						
What are your qualifications?	Yoga Day was established in 2012, and since then we have worked in almost every school district in the San Antonio area as well as creating strong partnerships with local nonprofits such as Girls, Inc, Communities in Schools, and Empower House.						
Do you have a certification or license related to the services your agency offers? If so, please describe	We are a TEA certified organization. Most of our teachers have their teachers certification along with children's yoga and mindfulness training.						
Provide the estimated compensation amount for your service(s).	The estimated cost is \$60 a class or \$400 for a full day of instruction						
What is the length of your service? Example: Hourly, Full Day, Half Day	full day						
Have you ever worked with South San Antonio ISD? If so, please provide detailed services and timeline.	Yes - we have provided mindful movement instruction to all of the elementary schools in the district						
Have you worked with any other school districts? If so, please provide the district names along with detailed services provided and the timelimes.	We currently work with FSHISD, EISD, SAISD. In the past we have worked with NISD and NEISD						
Is there any value added incentives that are beneficial to the District that you would like to include in your proposal?	Along with full day instruction for students, each of our teachers offers at least one free session for teachers to be organized by each individual school						
	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">Name of Person Completing this form:</td> <td>Kristen McKenney Baggett</td> </tr> <tr> <td>Date:</td> <td>9/30/2024</td> </tr> <tr> <td>Email</td> <td>kristen@yogadayus.com</td> </tr> </table>	Name of Person Completing this form:	Kristen McKenney Baggett	Date:	9/30/2024	Email	kristen@yogadayus.com
Name of Person Completing this form:	Kristen McKenney Baggett						
Date:	9/30/2024						
Email	kristen@yogadayus.com						



**South San Antonio Independent School District
RFP: #2024-04 Fine Arts Instructional Contracted Services**

Vendor Name: Stanbury Uniforms, LLC.

Vendor Information & Pricing Sheet

	Response	
Briefly describe the type of Services related to Fine Arts content that your agency provides.	Stanbury markets its uniforms to middle school, high school, college and university marching bands and professional drum & bugle corps, worldwide. Our company philosophy is to provide each customer with quality uniforms, but most of all, to offer a pleasurable experience with our company throughout the process. We believe in strong partnerships that benefit each party and we have enjoyed much success working with this mindset.	
What are your qualifications?	Stanbury Uniforms' systems have been developed over 100+ years in business. We will use best practices in manufacturing, customer service and administration to deliver the highest quality product with exemplary service.	
Do you have a certification or license related to the services your agency offers? If so, please describe	N/A	
Provide the estimated compensation amount for your service(s).	N/A	
What is the length of your service? Example: Hourly, Full Day, Half Day	Our office hours in Brookfield, Missouri (Stanbury Uniforms' headquarters), are Monday through Friday from 8:00 a.m. to 4:30 p.m. Central Daylight Time.	
Have you ever worked with South San Antonio ISD? If so, please provide detailed services and timeline.	No, we have not previously worked with SSAISD.	
Have you worked with any other school districts? If so, please provide the district names along with detailed services provided and the timelines.	Leander ISD, Bryan ISD, Killeen ISD, San Antonio ISD, Katy ISD, Channelview ISD, La Joya ISD, Fort Bend ISD, Tomball ISD, Magnolia ISD, Spring Branch ISD, Poth ISD, among many other school districts.	
Is there any value added incentives that are beneficial to the District that you would like to include in your proposal?	Stanbury Uniforms pricing catalog attached reflects a 10% discount. Our Uniform Management System Program is available, please contact your representative. Eric will also come to your school and measure for new uniforms if requested.	
	Name of Person Completing this form:	Steve Roberts, General Manager
	Date:	31-Oct-24
	Email	stanbury.bids@stanbury.com
	Phone	(800) 826-2246

South San Antonio Independent School District
RFP: #2024-04 Fine Arts Instructional Contracted Services

Vendor Name: GraceNotes, LLC

Vendor Information & Pricing Sheet

Response

Briefly describe the type of Services related to Fine Arts content that your agency provides.	Online subscriptions to SightReadingFactory.com
What are your qualifications?	Creators of SightReadingFactory.com
Do you have a certification or license related to the services your agency offers? If so, please describe	We are the creators of SlightReadingFactory.com
Provide the estimated compensation amount for your service(s).	We offer educator subscriptions for \$35/year. Student accounts are \$2 each if you are ordering 100 or more accounts. Orders with less than 100 student accounts are based on a sliding scale that you can access on our website here: https://www.sightreadingfactory.com/pricing .
What is the length of your service? Example: Hourly, Full Day, Half Day	We provide online 1-year subscriptions to SightReadingFactory.com only
Have you ever worked with South San Antonio ISD? If so, please provide detailed services and timeline.	no
Have you worked with any other school districts? If so, please provide the district names along with	San Antonio ISD, Katy ISD, Cypress Fairbanks ISD, Arlington ISD, Plano ISD, Irving ISD, Birdville ISD, Mansfield ISD, Frisco ISD, Carrollton Farmers Branch ISD, Mesquite ISD, etc.
Is there any value added incentives that are beneficial to the District that you would like to include in your proposal?	Orders totaling \$300-\$599 = 10% discount Orders totaling \$600-\$999 = 15% discount Orders totaling \$1,000+ = 20% discount

Name of Person Completing this form: Nancy D'Alema

Date : 9/22/2024

Email : orders@sightreadingfactory.com

Phone: 888-433-7722

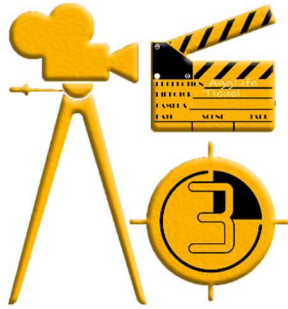


**South San Antonio Independent School District
RFP: #2024-04 Fine Arts Instructional Contracted Services**

Vendor Name: Superior Text, LLC

Vendor Information & Pricing Sheet

	Response	
Briefly describe the type of Services related to Fine Arts content that your agency provides.	We provide textbooks, music books & sheet music, play books and the like.	
What are your qualifications?	We have been a provider of these items for over 28 years and we have access to virtually every book that is "IN PRINT."	
Do you have a certification or license related to the services your agency offers? If so, please describe	NO	
Provide the estimated compensation amount for your service(s).	We charge for the books and there is no shipping charges except if there is an order for less than \$100 and for those shipments of less than \$100 there may be a fee.	
What is the length of your service? Example: Hourly, Full Day, Half Day	As needed to supply the books that are required	
Have you ever worked with South San Antonio ISD? If so, please provide detailed services and timeline.	Yes, we provide books to the District on a regular basis throughout the school year.	
Have you worked with any other school districts? If so, please provide the district names along with detailed services provided and the timelines.	Yes, we have worked with over 500 school Districts in Texas and over 3000 nationwide.	
Is there any value added incentives that are beneficial to the District that you would like to include in your proposal?	Our experience in providing the needed books is unmatched. Our focus on Customer Service has won us many contracts and continued business	
	Name of Person Completing this form:	Dennis L Saner
	Date:	4-Nov-24
	Email	bids@superiortext.com
	Phone	955-482-9762 ext #222



Tieuel Legacy Entertainment and Legacy Bridge Foundation will meet the needs of the South San Antonio Independent School District:

Vendor Rep and Services

Tieuel Legacy Entertainment is led by an experienced director and photographer skilled in coordinating with educational institutions, providing reliable and high-quality multimedia production services tailored to the needs of school districts. As the main point of contact, our vendor representative is available to address all questions, schedule meetings, and oversee project timelines, ensuring a seamless experience from consultation to delivery. Our services cover a broad range of multimedia needs, including event documentary production, promotional videos, and educational content creation, designed to enrich the learning environment and highlight district achievements effectively.

Quality of Vendor's Goods

My commitment to excellence is reflected in the high-quality production materials and equipment we employ for every project. Tieuel Legacy Entertainment uses professional-grade cameras, lighting, and audio equipment to capture and produce content that meets industry standards. Our final products undergo rigorous quality checks to ensure clarity, sound quality, and visual appeal. It's my goal for the district to receive exceptional media that showcases its initiatives and core educational values.

Extent of Meeting the District's Needs

Tieuel Legacy Entertainment provides tailored solutions to meet the specific multimedia needs of the district. From video production for special events and ceremonies to creating promotional content for school programs, I work closely with district representatives to align our services with educational goals. Our flexibility allows us to scale our services to meet both one-time and ongoing needs, ensuring that our solutions effectively support the district's communications, outreach, and educational initiatives.

Vendor's Past Relationship with District

Tieuel Legacy Entertainment has successfully collaborated with other districts on similar projects, bringing a proven track record of reliability, quality, and efficiency. While this may be our initial engagement with your district, our reputation for timely and professional service in other districts highlights our commitment to fostering positive, lasting relationships within the educational sector.

Reference Letters Included in This Submittal

In this submittal, we have included letters of reference from educational institutions and clients with whom we have partnered, demonstrating our dedication to high-quality service, professionalism, and adaptability. These references highlight our ability to handle projects with care, deliver on promises, and go above and beyond to meet client expectations, ensuring confidence in our ability to serve your district effectively.

Impact on the Ability of District to Comply with Laws and Rules Relating to HUB

Tieuel Legacy Entertainment is committed to supporting the district's efforts to comply with state laws and regulations regarding Historically Underutilized Businesses (HUB). As a certified HUB, we fulfill both state and local compliance requirements, contributing to the district's diversity and inclusion goals. Our status not only supports HUB participation metrics but also reflects our dedication to equitable practices within the community.

Total Long-Term Cost to District to Acquire Services

I offer competitive pricing for high-quality multimedia production services, designed to meet budgetary constraints without compromising quality. Bulk rates and discounts are available for many services. By investing in our services, the district benefits from professionally produced content that can be repurposed for years, providing significant value over time. Our transparent pricing and customizable service packages ensure that the district receives a cost-effective solution tailored to its long-term needs.

Any Other Relevant Factor (Offers, Programs, Value-Added Incentives to School District)

Tieuel Legacy Entertainment adds value through complementary services and educational programs (**Legacy Bridge Foundation**) aimed at student engagement and learning. We offer workshops and mentorship on media literacy, filmmaking, and digital storytelling, providing students with practical skills and insight into the media industry. Additionally, we offer discount programs for long-term partnerships and customized video packages that include consultation and creative development services, enhancing the district's communication efforts while fostering student interest in media production.

Contact me for any additional detail on these responses or if there are specific points you'd like to expand upon.

Sincerely,

Shawnré Tieuel

Shawnré Tieuel

Owner | Filmmaker | Photographer

CONTACT:

Shawnré Tieuel

Sole Proprietor

H.U.B. – Texas Comptroller Department

832-409-3476

LegacyBridgeFoundation@gmail.com

Tieuel Legacy Entertainment | Legacy Bridge Foundation

12134 Island Shore Cir.

Houston, TX 77095



**South San Antonio Independent School District
RFP: #2024-04 Fine Arts Instructional Contracted Services**

Vendor Name: Rose Costumes

Vendor Information & Pricing Sheet

	Response	
Briefly describe the type of Services related to Fine Arts content that your agency provides.	We provide theatrical costume rentals	
What are your qualifications?	We have been providing costumes for schools, individuals and theater programs since 1976	
Do you have a certification or license related to the services your agency offers? If so, please describe	N/A	
Provide the estimated compensation amount for your service(s).	Our costumes range in price from \$140.00 - \$185.00 for a 1-week rental	
What is the length of your service? Example: Hourly, Full Day, Half Day	We offer weekly rentals	
Have you ever worked with South San Antonio ISD? If so, please provide detailed services and timeline.	I do not believe we have.	
Have you worked with any other school districts? If so, please provide the district names along with detailed services provided and the timelimes.	We have worked with numerous schools over the years. But we predominantly work in the DFW area. Dallas ISD, Plano ISD, Frisco ISD, Leander ISD, Coppell ISD, Killeen ISD, Euless Hurtst ISD, Denton ISD, Houston ISD, Lewisville ISD to name a few.	
Is there any value added incentives that are benefical to the District that you would like to include in your proposal?	N/A	
	Name of Person Completing this form:	Annemarie Aldrich
	Date:	10/3/2024
	Email	Annemarie.aldrich@rosecostume.com
	Phone	(940) 566-1917



South San Antonio Independent School District
 RFP: #2024-04 Fine Arts Instructional Contracted Services

Vendor Name: San Antonio Ballet School

Vendor Information & Pricing Sheet

	Response								
Briefly describe the type of Services related to Fine Arts content that your agency provides.	San Antonio Ballet School provides high quality dance instruction through use of the American Ballet Theatre National Training Curriculum.								
What are your qualifications?	Each instructor employed by San Antonio Ballet School is either a current or former professional dancer.								
Do you have a certification or license related to the services your agency offers? If so, please describe	American Ballet Theatre National Training Curriculum (Recognized by the Department of Education) Progressing Ballet Technique								
Provide the estimated compensation amount for your service(s).									
What is the length of your service? Example: Hourly, Full Day, Half Day	45 minute to 1 hour classes in ballet, hip hop, & flamenco								
Have you ever worked with South San Antonio ISD? If so, please provide detailed services and timeline.	Yes, we provided dance instruction in partnership with SA Youth to all elementary schools in 2018-2019 & again in 2019-2020 but had to stop due to COVID								
Have you worked with any other school districts? If so, please provide the district names along with detailed services provided and the timelines.	Since 2017 we have provided dance instruction for SAISD, and currently teach daily classes at Essence Prep, St. George Episcopal								
Is there any value added incentives that are beneficial to the District that you would like to include in your proposal?	Performing arts improve education-up to 112% more likely to earn exceptional scores on standardized test and 49% of students who study arts are more likely to attend 4yr college or university								
	<table border="1"> <tr> <td>Name of Person Completing this form:</td> <td>Danielle Campbell Steans</td> </tr> <tr> <td>Date:</td> <td>10/16/24</td> </tr> <tr> <td>Email:</td> <td>info@sanantonioballetschool.com</td> </tr> <tr> <td>Phone:</td> <td>773-991-8563</td> </tr> </table>	Name of Person Completing this form:	Danielle Campbell Steans	Date:	10/16/24	Email:	info@sanantonioballetschool.com	Phone:	773-991-8563
Name of Person Completing this form:	Danielle Campbell Steans								
Date:	10/16/24								
Email:	info@sanantonioballetschool.com								
Phone:	773-991-8563								

TECHLAND/CostumeWorx

Phone: 832-518-5583

Website:

www.techlandhouston.com

www.costumeworx.com

Physical and Billing Address:

2420 Center Street Suite 100

Houston, TX 77007

Principal Officer:

Malcolm Hackney – President

Bright Star Productions, Inc.

Direct: 713-529-2757 x 587

General Manager:

Rob Leverone

Techland Houston/CostumeWorx

832-518-5583

Creative Director and Lead Designer

Gino Chelakis

Techland Houston/CostumeWorx

832-518-5584

Federal Taxpayer ID #: 82-5020637

Texas Sales Tax #: 1-76-0516605-1

Texas Corp. Charter #: 141264-0

Dunn and Bradstreet #: 93-327-5950

BSP Incorporated: 09/1996

Techland incorporated: 2/2019

Bank: Bright Star Productions, Inc.

IBC-International Bank of Commerce

5615 Kirby Drive

Houston, TX 77005

713-526-1211

Organization Type: 1st LLC 2nd S-Corp

Sales Inquiries:

sales@techlandhouston.com

Accounting Email:

accounting@techlandhouston.com

Accounts Receivable Email:

billing@techlandhouston.com

Proj. Sales & Consulting Manager

Michael Jones

832-518-5583

Sales Manager:

Jim Elliott

Techland Houston

832-518-5583

Projects and Installation Manager

Brandon McPherren

Techland Houston

832-518-5583

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Contract Number: 655 – 21

Contract Expiration Date: 11/2024



Authors and More Roster

List of presenters, authors and storytellers that I represent. They offer programming for student assemblies as well as workshops for teachers and administrators. I will list an estimate of performance fees next to their names. These prices and honorariums are always changing.

- **Marsha Diane Arnold** – Alva, FL – Children’s author, keynote, program on writing procedure. [\\$950 a day plus travel, hotel, per diem](#)
- **Roni Capin Rivera-Ashford** – Tucson, AZ – Author and illustrator that presents in English or Spanish, Teacher workshops. [\\$675 a program plus travel, hotel, car rental and per diem.](#)
- **Austin Reptile Shows** – Austin, TX – Reptile programs [Pricing starts at \\$150 an hour and goes to \\$300 an hour for a special event. Plus travel costs from the Austin area.](#)
- **Donna Jannell Bowman** – Austin, TX – Author, Bluebonnet list 2017. Non-fiction books, workshops. [\\$1500 plus travel costs from Austin.](#)
- **Carin Channing** – Austin, TX – Sessions on Doodling for expression [\\$800+ for 3 hours.](#)
- **Melanie Chrismer** – League City, TX – Author – Fiction and non-fiction books Teacher workshops. [\\$800+ for the day plus mileage and hotel and per diem if needed.](#)
- **Nancy Churnin** – Plano, TX – Award winning Author, Elementary and Middle School, [\\$1500 for a day of 3 presentations, \\$400 for a virtual visit.](#)
- **Willy Claflin** - California – 2011 Bluebonnet Winner for The Uglified Ducky – Author and storyteller [Wonderful storyteller. Fees: \\$2500- 3500 for the day of 3 presentations, plus airfare and airport shuttle, hotel, per diem. He does not drive and will have to be picked up.](#)
- **Margaret Clauder** – Arlington, TX – TCA – THE Bookworm, Mother Goose, Meteorologist Maggie. Provides curriculum guides for her programs. [\\$950 a day plus travel and per diem.](#)
- **Decee Cornish** – Ft. Worth, TX, - TCA – Storyteller, black history & multi- cultural workshop presenter, George Washington Carver, Gator Bill presenter [\\$1200+ for a day plus hotel and mileage.](#)
- **Kathy Culmer** – Kingswood, TX. – Black history storyteller [950+ for 4 programs plus mileage, hotel and per diem.](#)
- **Johnette Downing** – New Orleans, LA – Author and performer, educator workshops. [\\$1500-1700 a day plus travel, hotel and per diem.](#)
- **Tonya Duncan Ellis** – Missouri City, TX – Author of the Sophie Washington Series. [\\$250 a session plus travel](#)
- **Chris Espinosa** – Keller, TX – Author & writing workshops [Teacher and student workshops of 1 – 5 days. Prices range from \\$600 - \\$4000 depending on the length of the visit. Plus \\$150-\\$200 travel costs per day.](#)
- **hal evans** – Cypress, TX – Author of If I Weren’t Me, poetry workshops/assemblies [\\$1000 plus travel, hotel.](#)

118 Beach Mountain Cove, Georgetown, TX 78633
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September, 2024



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- **Peggy Purser Freeman** – Dallas, TX – Author and writing workshops \$500 - \$800 depending on the number of performances.
- **Purly Gates** – Driftwood, TX – Concerts, songwriter, musical programs \$300 to \$800 depending on the number of performances. Plus IRS mileage costs and a hotel
- **Matthew Gollub** -CA – Bilingual author with many books \$1600 plus travel, hotel, per diem.
- **John Grandits** – Maryland – 2014 Bluebonnet winner for Ten Rules You Absolutely Must Not Break if You Want To Survive the School Bus. \$1250+ per day plus airfare, hotel, car, per diem.
- **Keith Graves** – Austin, TX - 2011/2012 Texas 2X2 list for Chicken Big – Author with writing/drawing workshops \$1500 per day plus mileage, hotel, per diem.
- **Melanie Hope Greenberg** – NY, NY – Author who will skype \$ 1300+ plus airfare, hotel, per diem. Does not drive.
- **Gene & Peggy Helmick-Richardson** –Dallas, TX – Twice Upon a Time Storytellers Fees vary according to the specific program. \$450 - \$900 a day. Travel, hotel and per diem. If a program includes materials, then there is a cost for the materials
- **Jackie Mims Hopkins** – Magnolia, TX – Author, librarian - library themed books. \$1000 - \$1600 for a half day to a full day. Travel at .50 cents a mile, hotel and \$30 per diem.
- **Caroline Quiroga Hurtado** – NC – Carolina Storyteller, Bilingual storyteller, author \$475 - \$1500 plus travel costs
- **Donna Ingham** – Bertram, TX – TCA – Author and Texas storyteller, workshop presenter. \$900 for a day plus mileage @ .50, hotel and per diem.
- **Deborah KadairThomas** – Austin, TX – Author and illustrator of books with Cajun and or Texas themes, teacher workshops. \$750 per day plus mileage, hotel and per diem.
- **Elizabeth Kahura** – Austin, TX – TCA - African themed presentations \$800 - \$1400 depending on the number of programs. Plus mileage, hotel and per diem.
- **David A. Kelly** – Boston – Baseball Mysteries Series, Virtual -\$300, in person \$600 -1750 plus travel costs
- **Oba William King** – Forest Hills, TX – Storyteller, Drum Circle, Author, Literacy Nights. \$500 - \$1200 plus travel, hotel, per diem
- **Susie Kralovansky** – Austin, TX – Author with writing workshops, librarian \$1200+ plus travel, hotel and per diem.
- **Kat Kronenberg** – Austin, TX - Author of Dream Big, Love Big \$850+ plus travel
- **Vuthy “Woody” Kuon** – Ft. Worth, TX – Author, Illustrator with interactive performances. \$2500 per day plus travel, hotel, per diem. Book sales.
- **Deborah Lakritz:** - Mequon, WI – Biography of Debbie Friedman. \$350 per program plus travel, hotel, per diem.
- **Wendy Hinote Lanier**- Lindale, TX – Teacher, Author of non-fiction, picture & STEM books \$900 plus travel, hotel, per diem.
- **Kim Lehman** – Austin, TX – Storyteller and Bee lady with varied workshop presentations for students and adults \$975 plus supply costs if the presentation requires them. Mileage, hotel and per diem.

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- **Debbie Leland** – College Station, TX – Author with writing workshops, librarian \$900 per day. Plus travel, hotel, per diem.
- **Mari Mancusi** – Austin – TLA Bluebonnet list, New Dragon City. \$1500 - \$2000 plus travel expenses of airfare, car rental, hotel, per diem.
- **J. Albert Mann** – Boston – Writing workshops, middle school author \$600 - \$1100 plus travel costs.
- **Matthew Marchant** – Austin, TX – The Shark Guy- All things shark related programs. \$700 plus travel of mileage, hotel, per diem.
- **Michele McAvoy** -New Jersey – Author with character building workshops, school program. \$1150 plus travel costs
- **Joe McDermott** – Austin, TX – TCA – Singer, performer Fees range from \$500 - \$2000 depending on the program. Mileage, hotel, per diem.
- **Tom McDermott** – Ft. Worth, TX – Author, songwriter, and performer \$1100 plus travel.
- **Hestor Moore** – Carrollton, TX – Author, Actress, Storyteller \$350 per program plus travel, hotel, per diem
- **Bernadette Nason** – Austin, TX – TCA – Red headed English Storyteller, Shakespeare, and workshop presenter \$900 to \$1500 depending on number of programs. Mileage, hotel and per diem.
- **Patricia Newman** – CA – Science (STEM) and writing programs \$1500 plus travel
- **Rickey Pittman** – Monroe, LA – Author and Storyteller – Bard of the South \$850 plus travel costs.
- **Rosie J. Pova** – Rockwall, TX – Author of multiple books \$400 - \$1350 plus travel, hotel, per diem.
- **Ramblin' Rita** – Celina, TX Ramblin' Rita's Texas Tales, \$400 per session plus travel.
- **Brett Roberts** – Lake Haltom City, TX – Prof Pops bubble show, Science of Bubbles, Motivational Magic. \$300+ per show, travel costs
- **Dal Sanders** – Dallas, TX – Seussology 101, Science, Magic, Friendship programs. \$525 - \$1000 plus travel, hotel, per diem
- **Patricia Saunders** – Garland, TX – Author, illustrator of 2 books \$500 - \$1000 plus travel costs, hotel, per diem
- **David Schwartz** – CA – Author of math & science books, How Much Is A Million? \$2000 a day plus travel, hotel & per diem
- **Mark Shelton** – Lewisville, TX – Music programs \$450 - \$900 plus travel, hotel, per diem.
- **Diane Z. Shore** – Marietta, GA – Author with programs for Pre-k – 6th grades \$500 - \$1000 plus travel, hotel, per diem
- **Toni Simmons** – Dallas, TX – TCA – Author, librarian, storyteller \$900 per day plus travel, hotel and per diem
- **Marie Sontag** – Richland Hills, TX – Author, Teacher, Middle School books, \$200 for virtual and \$500 per presentation plus travel, hotel, per diem

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- **Conrad J. Storad** – Ohio – Author of fiction and non-fiction books \$1000+ per day plus travel, hotel, per diem.
- **Scott Sutton** – Austin, TX – Author with writing and drawing presentations \$300 - \$750 plus travel, hotel, per diem. Prices vary with book sales..
- **Susan Johnston Taylor** – Austin, TX Poetry, Animals in Surprising Shades. \$450 per session plus travel costs from Austin.
- **Stef Wade** - – Brookfield, WI – 2019/2020 Texas 2 x 2 list for A Place for Pluto \$ 200 - \$400 for virtual visits, \$1500 plus travel, hotel, per diem.
- **Rosemary Wells** – CT – Award winning author – Max and Ruby books \$2500 plus travel, hotel, per diem.
- **Gary Whitaker** – Dallas, TX – Storyteller, The Storyman does presentations in costume. \$500 - \$1000 plus travel, hotel, per diem
- **Wildlife on the Move** – Arlington, TX – Animal programs \$300+ per program, travel fees
- **Dana Wright and Harriet Myrick** – Llano, TX – Author and Illustrator with a dual presentation for students and teachers. \$1000 plus mileage, hotel and per diem.
- **Sue Young** – Austin, TX – TCA - Bilingual storyteller, singer/songwriter Fees depend on the number of shows. Beginning at \$500 - \$1200 plus mileage, hotel and per diem.

TCA –On the TX Commission on the Arts roster – grant \$ available. <http://www.arts.texas.gov/>

I book authors and storytellers into schools and libraries. I make the job of bringing performers to your school/library easier by helping with your paperwork and joining the vendor lists. Contact me to book the above performers with Authors and More. Looking forward to working with you.

The author roster is always evolving and changing as well as the fees charged for visits. This is an approximation of those fees.

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September, 2024



South San Antonio Independent School District
RFP: #2024-04 Fine Arts Instructional Contracted Services

Vendor Name: STUDY SMART TUTORS, INC.

Vendor Information & Pricing Sheet

	Response
<p>Briefly describe the type of Services related to Fine Arts content that your agency provides.</p>	<p>Study Smart Tutors provides high quality, industry relevant, hands-on fine arts curriculum, work-based learning activities, mentors, teaching artists and professional development for teachers. Study Smart Tutors and InspireEDU has partnered with Digital Media Academy, a leader in STEAM education to deliver a robust and innovative arts curriculum that merges traditional educational methods with advanced digital technology. This partnership is dedicated to offering students a unique opportunity to engage with digital arts through a comprehensive program that covers various aspects of creative media. By combining rigorous academic support from Study Smart Tutors with the state-of-the-art technology and industry expertise from Digital Media Academy, students are empowered to explore and expand their artistic capabilities. The curriculum is carefully designed to enhance students' understanding of digital tools and techniques, fostering both creativity and technical proficiency.</p> <p>The curriculum aims to not only cultivate students' artistic talents but also to equip them with essential skills for the digital era, such as critical thinking, problem-solving, design thinking and innovative design. Through hands-on learning experiences and access to industry standard resources, students gain practical insights into the world of digital media, preparing them for future careers in creative industries. This collaborative initiative reflects a commitment to nurturing the next generation of digital artists and thinkers, offering pathways to success in fields such as graphic design, animation,</p>
<p>What are your qualifications?</p>	<p>Study Smart Tutors, Inc. is a privately held education firm headquartered in Los Angeles, California and has been providing enrichment programming, including in the Fine Arts, for over a decade. Since 2010, our company has delivered comprehensive programming across the United States. During this time, Study Smart Tutors has supported virtual and in-person enrichment programming in some of America's largest school districts and has worked with over 500 rural and urban schools, non-profit,</p>
<p>Do you have a certification or license related to the services your agency offers? If so, please describe</p>	<p>Our services are created and delivered by certified/credentialed teachers and our curriculum is industry aligned and leads to industry recognized certificates. A full description of staff and their relevant certificates and history is outlined in the narrative.</p>

<p>Provide the estimated compensation amount for your service(s).</p>	<p>All instruction is priced at \$350/hour per instructor inclusive of 1-classroom of up to 25 students. Speciality curriculums listed below are additional (optional) costs. Content Creation for Career Development Course: (\$4,000/site license), Sound Academy Courses: (\$2,500/site license per course (3)), Young Producers Group Courses: (\$5,000/site), Graphic Design Studio: (\$5,000/site license), Graphic Design with Photoshop: (\$5,000/site license), 3DModeling w/Tinkercad: (\$5,000/site license), D Modeling w/Mayo: (\$5,000/site license), 3D Character Amination: (\$5,000/site license), Digital Drawing:(\$5,000/site license), Classical Amination: (\$5,000/site license), Rigged Amination: (\$5,000/site license), Game Design Studio: (\$5,000/site license), Game Design w/Fortnite: (\$5,000/site license), Work-Based Learning Guest Speaker Program (\$2,250/3x per semester), Work-Based Learning Job Shadow Program (\$1,250/semester), Work-Based Learning Mentor Program (\$125/hour/Mentor), Work-Based Learning Panel Discussion (\$1,200/per panel Discussion), Work Based Learning Student Work/Content Judge</p>	
<p>What is the length of your service? Example: Hourly, Full Day, Half Day</p>	<p>Study Smart Tutors offers a variety of music education enrichment courses that are customized to the needs of the district and the students it serves. Our workshop length and content are customizable based on the needs of each partner school. These courses are recommended for high school students with a class size average of 20 students and can be delivered both in-person or virtual. Sound Academy offers up to 12 hours of instruction and Young Produces and Visual Arts offers up to 100 hours. A sample outline of sequence is</p>	
<p>Have you ever worked with South San Antonio ISD? If so, please provide detailed services and timeline.</p>	<p>No</p>	
<p>Have you worked with any other school districts? If so, please provide the district names along with detailed services provided and the timelines.</p>	<p>Our programs have a proven track record of results in school districts across the United States such in Texas, Florida, Georgia, Maryland, California, Colorado, Arizona and includes Los Angeles Unified School District, Hayward Unified School District, Green Dot Public Schools, Oceanside Unified School District, Prince George County Public Schools, Norwalk Unified School District, Hawthorne School District, Anne Arundel County Public Schools. Study Smart Tutors, in partnership with Inspire EDU, has an extensive history of providing a range of Fine Arts education to students, educators, and families through our partner programs and direct partnerships with school(s). In particular, in the past three (3) years, our programs have been offered to high-need populations including Manual Arts High School, Helen Bernstein High School, Panorama High School, Southeast High School, Jefferson High School, Fremont High School, Santee Education Complex, South Gate High School, West Adams Preparatory Academy, Linda Marquez School of Social Justice, RFK</p>	
<p>Is there any value added incentives that are benefical to the District that you would like to include in your proposal?</p>	<p>Our services provide students with access to industry relevant information and prepares them for careers in the entertainment industry.</p>	
	<p>Name of Person Completing this form:</p>	<p>Jack Friedman</p>
	<p>Date:</p>	<p>October 14, 2024</p>
	<p>Email</p>	<p>jackf@studysmarttutors.com</p>
	<p>Phone</p>	<p>818-457-1728</p>

Cheerleading Company Proposal

About Us:

We are Spirit DEFINED! It is our ultimate mission to provide the highest quality uniforms and product at a fair price with unsurpassed industry knowledge and unparalleled customer service. Our friendly staff has over 50 years of experience in the cheer industry, and we are proud to still be a family business. Our president, Jim Hazlewood, entered the cheerleading business in 1966 when his brother-in-law, Lawrence (Herkie) Herkimer asked him to join him as partner and general manager of the original Cheerleader Supply Company. After retiring in 1986, Jim re-entered the world of cheerleading in 2000 by founding Cheerleading.com.

Today, the second generation of family continues the company traditions of quality, value and service with on trend and on time cheer and dance uniforms and accessories. Our friendly and responsive staff is here to assist you with every step of the ordering process! We pride ourselves on SERVICE with a SMILE! Our made-to-order uniform manufacturing time is the fastest in the industry, and we stock thousands of items ready for immediate shipment in our centrally located 40,000 square foot warehouse. We service large and small groups including elementary, middle and high school teams, recreation leagues, all star teams, international teams, sports associations, and college teams.

We are centrally located in Dallas, Texas, with a professional sales staff offering personalized service and rapid fulfillment and delivery throughout all of the United States, Canada and most International locations.

Cheerleading Uniforms to fit every budget, Dancewear, Dance Uniforms and Warmups

- Our staff has over 50 years of experience in the cheer industry and we are proud to remain a family owned and operated business with **Made in the USA** uniforms.
- Our family continues the company traditions of quality, value, and service with on trend and on time cheer and dance uniforms and accessories.
- Let us assist you in choosing your uniforms and finding the right package for your budget. Order Bow-to-Toe® with one sales team and one company.
- Our made to order uniforms are NOT "off the shelf" or "made in China"! You tell us your skirt length and top length and we customize it for you down to the last stripe on most styles at no extra charge!
- We offer a generous side seam allowance on most garments to allow for easy alterations if needed to get a more custom fit.
- Most styles available in youth and adult, with length options available on manufactured shells and skirts at no additional charge.
- We print each member's name in the garment tag of all custom manufactured shells, skirts, dance tops, Spirit Flex half tops, and polyester warm-ups to make distribution quick and efficient.
- Our uniform manufacturing time is one of the fastest in the industry. Click [here](#) to see our current manufacturing time!
- We stock thousands of items in our centrally located 40,000 square foot warehouse. We carry Nfinity, Softe, Asics, Kaepa, and much more!

- We service large and small groups including elementary, middle and high school teams, recreation leagues, all-star teams, international teams, sports associations, and college teams. Let us serve your team this year!
- Cheerleading.com and CC Dancewear have a long history in the spirit business. Our owners and many of our past and present employees were part of the original Cheerleader Supply Company family founded by Lawrence "Herkie" Herkimer. **We truly are #spiritdefined!**