WAUNAKEE COMMUNITY SCHOOL DISTRICT
BOARD OF EDUCATION BUDGET COMMITTEE MEETING
Tuesday, November 3, 2026
7:30 AM

Waunakee Community School District
905 Bethel Circle
Waunakee, WI 53597

Members of the public may attend Board of Education meetings in-person, and will be asked to check in with District personnel when you arrive.

Public comments will be limited to 3 minutes. The Board will allow 30 Minutes for public comments.

Public comments may be sent to Rebecca McDonough at district_administrator@waunakee.k12.wi.us up to one hour before the start of the Board meeting. All comments will be reviewed by the Board members. Emailed comments will be reviewed by the board but not read out loud. Emailed comments sent during any part of the board meeting (Board Development, Closed session, Open session) will be forwarded to the board but may or may not be reviewed by the board until after the board adjourns. Comments must include the commentator's name, address, and must identify their connection to the District (if any) and any group they are representing in order to be considered by the Board.

If you would like to address the Board in-person during the public comments section of the meeting, you will be greeted in the lobby of the building, asked to check in with District personnel when you arrive so that you can be recognized and address the Board when your name is called.

A recording of the meeting will be posted on the District webpage within 24 hours of the meeting time.

AGENDA

I. **CALL TO ORDER**
II. **ROLL CALL**
III. **APPROVAL OF AGENDA AND ADDITIONS**
A motion will be necessary to approve the agenda as presented (or) with changes as recommended.
IV. **PUBLIC COMMENTS**
Individuals may use this time to comment on any items listed as part of the meeting agenda. A copy of Board Policy 187 —Public Participation at Board Meetings is enclosed for your reference. Past practice has allowed 30 minutes for this section of the agenda.
V. **2026-27 BUDGET**
The purpose of this agenda item is to review the budget changes approved on October 26th and to discuss an end-of-the-year fund balance goal. Included in this discussion will be an update on diesel fuel costs and potential impact on 2026-27 budget planning.

VI. **2027-2028 PLANNING**

A. Timeline 4

Attached please find the budget planning timeline for 2027-28.

VII. **OTHER ITEMS FOR DISCUSSION**

A. Request for Proposal for Transportation Services 5

The purpose of this agenda item is to discuss details for the upcoming request for proposal for transportation services. Attached please find the specifications sheet from the last bidding process in 2017. The specifications directly relate to the number of bids we will receive and the daily route rates. Administration provided an initial review in October with approval of the specifications in November. Administration would provide the draft request for proposal to the full board in December for approval and then would bring results back in February. Please find attached a revised 2027 specification sheet that administration is seeking feedback on.

B. BSN Partnership Agreement 7

The purpose of this agenda item is to request approval of the BSN partnership agreement. Attached please find the agreement that BSN has proposed for the district to consider. The highlights are:

1) $36,000 signing bonus in BSN product credit, contingent on purchasing at least $54,000 in merchandise within the first 24 months. We already typically spend around $100,000 between our HS, MS, and youth programs so we would meet this requirement already with them.

2) Equipment and apparel discounts ranging from 10-35%, depending on the product category.

3) Annual product rebates of 6-10% based on total annual spending.

4) Free online Sideline Store for apparel and merchandise.

5) Additional resources through BSN's SURGE girls' sports initiative and professional development opportunities for coaches and student-athletes.

6) Three-year agreement running July 1, 2026 - June 30, 2029, with automatic one-year renewals unless notice is provided.

7) Non-exclusive: our programs and coaches would still be able to use other vendors such as Badger Sporting Goods, Trending Now, etc. BSN would just like the opportunity to quote some items if possible.

They have also agreed to follow district branding guidelines. Nina Rouse will be present at the meeting to discuss further.

VIII. **FUTURE AGENDA ITEMS**

IX. **ADJOURN**

"Any person who has a qualifying disability as defined by the Americans with Disabilities Act who requires assistance with access or materials should contact the Waunakee Community School District Office at 849-2000, 905 Bethel Circle Drive Waunakee, WI 53597, at least twenty-four hours prior to the commencement of the meeting so that necessary arrangements can be made to accommodate the request."

December 1 -4	Review enrollment projection scenarios with the Budget Committee Review budget planning process with the Budget Committee
December 15	Review budget planning process with the Administrative Cabinet
January 4-8	Review expenditure projection scenarios and open enrollment capacity with the Budget Committee
January 11	Present open enrollment capacity to School Board for approval
February 1-5	Present draft of budget planning process to Budget Committee
February 8	Present FTE request to school board for approval
March 8	Present budget planning process to the School Board for approval
March 9	Distribute approved budget planning process to the administrative cabinet
March 15 – Apr. 15	Building/department level budget development
April 1-30	Preparation of the first draft of the budget Budget meetings with administrators as necessary
May 3-7	First draft of the budget to the Budget Committee
May 10	First draft of the budget to the School Board School Board approves 2026-27student fees School Board approves 2026-27 insurance benefits
May 11-31	Staff presentations on the budget process
June 1-4	Second draft of the budget to the Budget Committee
June 7	Second draft of the budget to the School Board
July 1	State equalization aid estimates released by DPI
July 5-9	Third draft of the budget to the Budget Committee
July 12	Third draft of the budget to the School Board Public hearing on the budget during School Board meeting School Board approves budget to allow for summer activity
August 23	Presentation of the approved budget at the annual school district Budget Hearing. Request public approval of the tax levy at the Annual Meeting.
September 17	Third Friday in September student count
October 15	State equalization aid certification released by DPI
October 25	School Board makes any changes to the budget and sets the tax levy on or before November 1
Before Nov. 10	Certify tax levy by the School Board Clerk

Specification	Administrative Recommendation
1. Length of the agreement	5 years**, alternate for 7 years**
2. School Board transportation policies (typically state required distances or additional services offered like in Waunakee)	No changes to existing policies
3. Existing transportation practices (double routing systems based on school start and end times)	No changes to existing practices
4. Terminal location (required in district terminal or not)	Require in-district terminal **within** district boundaries, **alternate out-of-district terminal**
5. Technology (routing system, GPS tracking, cameras, student id badges, smartphone apps, etc.)	Require routing system, GPS tracking, front and back cameras, and smartphone app (MyRide K-12 if possible)
6. Average age of busses (higher numbers result in cost savings but more maintenance/safety issues)	10 year average, no route busses over 12 years old**, alternate 7 year average, no route busses over 10 years old**
7. Staffing in bus terminal (how many managers and admin assistant staff)	Require Terminal Manager, Operations Manager/HR, 1 Certified Mechanics, 1 Admin Assistant/Dispatch, Safety Trainer - part time
8. Fuel purchasing (either by district or contractor, and sometimes with cost protections for both sides)	Require fuel purchasing by contractor with a $3.75 fuel clause, **alternate for non-diesel busses**
9. Number of spare busses available (which has a huge impact on number of field trips and co-curricular trips)	12 spare busses, with oldest age as 15 years, and ability to obtain additional busses as requested
10. Driver recruitment/salary and benefits/training (which has a huge impact on the cost of the contract, and the quality of the drivers)	Require 2 hour minimum pay, require copy of pay schedule, require copy of benefits schedule, require copy of training/safety program
11. Capacity of busses	Require all regular route busses to have a minimum capacity of 76 , 2 wheelchair routes with a 38 +2 and 52+2 capacity

Waunakee Community School District

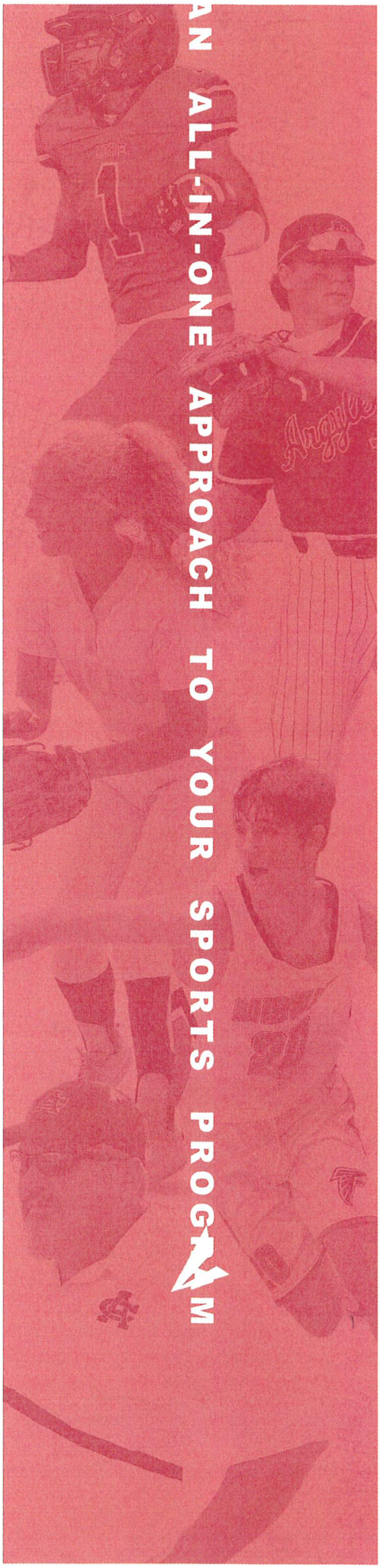
TRANSPORTATION BID MAJOR SPECIFICATIONS - 2017

SPECIFICATION	ADMINISTRATIVE RECOMMENDATION
1. Length of the agreement (typically 5 or 7 years)	7 years**, opt-out language included**
2. School Board transportation policies (typically state required distances or additional services offered like in Waunakee)	No changes to existing policies**, but discuss evaluation process**
3. Existing transportation practices (typically single routing or double routing 23 systems based on school start and end times)	No changes to existing practices**, but discuss evaluation process**
4. Terminal location (required in district terminal or not)	Require in-district terminal **within** district boundaries, **alternate out-of-district terminal**
5. Technology (routing system, GPS tracking, cameras, student id badges, smartphone apps, etc.)	Require routing system, GPS tracking, front and back cameras, and optional quote on smartphone app
6. Average age of busses (higher numbers result in cost savings but more maintenance/safety issues)	7 year average, no route busses over 10 years old**, alternate 10 year average, no route busses over 12 years old**
7. Staffing in bus terminal (how many managers and admin assistant staff)	Require Terminal Manager, Operations Manager/HR, 2 Certified Mechanics, 2 Admin Assistant/Dispatch, Safety Trainer - part time, Bus Washing/Cleaning - part time
8. Fuel purchasing (either by district or contractor, and sometimes with cost protections for both sides)	Require fuel purchasing by contractor with a $2.50 fuel clause
9. Number of spare busses available (which has a huge impact on number of field trips and co-curricular trips)	12 spare busses, with oldest age as 15 years, and ability to obtain additional busses as requested
10. Driver recruitment/salary and benefits/training (which has a huge impact on the cost of the contract, and the quality of the drivers)	Require 2 hour minimum pay, require copy of pay schedule, require copy of benefits schedule, require copy of training/safety program
11. Capacity of busses	Require all regular route busses to have a minimum capacity of 76 , 2 wheelchair routes with a 38 +2 and 52+2 capacity

BSN SPORTS

360 REWARDS

REWARDS THAT REALLY ADD UP.



360 REWARDS

At BSN SPORTS, we do more than just deliver quality uniforms, footwear, apparel and equipment for members, coaches and staff.

We listen. We get involved. We collaborate and strive to build lasting personal relationships. And we take this commitment very seriously.

We would consider it an honor to become a partner to Waunakee High School.

Thank you for allowing us to submit this proposal. We look forward to engaging with the entire Waunakee High School family and the possibility of this exciting and prosperous partnership.

BSN SPORTS is pleased to offer **Waunakee High School** the **BSN SPORTS REWARDS PROGRAM** for the purchase and supply of athletic apparel and equipment.

BSN Sports Product Pricing:

- BSN Sports Products 18% off catalog price
- BSN Sports Catalog Branded Products 10% off catalog price
- Team Footwear 30% off catalog price
- Team Custom Uniforms at Team Pricing 35% off catalog price
- Team Apparel/Stock Uniforms 35% off catalog price

Custom apparel, decorated apparel, and footwear from any other manufacturers offered by BSN SPORTS will be at team discount pricing. Decoration charges are not included in the above discounts. BSN Sports products are identified in the catalog with a black star icon next to the product code.

Other Incentives:

- If rewards deal is signed by agreed date, an Early Signing Bonus of $36,000 from BSN to be used at once. Any signing bonus is contingent on Waunakee High School making net purchases of at least (1.5) times the signing bonus value within 24 months of the Agreement's effective date. If Waunakee High School does not reach this minimum, BSN SPORTS may invoice Waunakee High School for the value of the products received through the signing bonus, priced at Waunakee High School's team discount.
- BSN SPORTS will provide and service at no charge a Sideline Store, a 365/24 e-commerce platform.
- SURGE MEMBERSHIP: BSN SPORTS exclusive girls sports' program. The mission is to galvanize coaches and empower female athletes giving them access to every tool in our toolbox they need to build Strength, Unity, Resilience, Growth, and Equity in girls' sports. By being a rewards partner, members will have FREE access to: •Password protected online tools for coaches and female athletes including professional development •Uniquely designed leadership and curriculum Exclusive girls' sports products •SURGE branding opportunities and logo usage SURGE annual awards to be featured on social media •Access to free webinars.
- Professional & Character Education Courses for Waunakee High School. These courses can be used at any point during the duration of the deal. These courses will include videos, lessons plans and discussion guides to use with your students.

Product Rebates can be redeemed anytime (as defined in the BSN product rebate section). Unused Product Rebate amounts, as of 5 PM CST on the last day of each period, are forfeited by the Customer. As a result, Product Rebate amounts cannot be carried from one period to the next.

BSN Product Rebate: Subject to the terms below, Customer will receive a Product Rebate selected from a list of products, inclusive of applicable freight charges, provided by BSN SPORTS subject to availability at the time of

order. Product Rebates may not be used to reduce outstanding balances. Product Rebates are available after the requirements below are met.

Waunakee High School will receive the following rebate on all purchases made through BSN for the length of the agreement (at catalog price):

Annual Spend Amount	Annual Rebate Amount
$60,000+	10% of annual spend in BSN Sports equipment or apparel at catalog price.
$40,000 - $59,999	8% of annual spend in BSN Sports equipment or apparel at catalog price.
$20,000 - $39,999	6% of annual spend in BSN Sports equipment or apparel at catalog price.

Maximum annual product rebate will be the amount above, inclusive of any manufacturer incentives.
Orders with discounts greater than stated above will be excluded.
Any decoration or customization to rebate product is paid for by the Customer.
All purchases will be made through BSN SPORTS. Only products purchased through BSN SPORTS will be eligible for the Product Rebate. All of Customer's accounts payable owing to BSN SPORTS must be paid within the payment terms provided by BSN SPORTS to receive Product Rebate.

My Team Shop: BSN SPORTS' online player pay site is expected to be used by all varsity programs. Other programs including club sports, intramurals and other organizations will be encouraged to participate. My Team Shop products may be discounted less than team sales pricing. My Team Shop sales will be included in the Spending Level Totals and are a great way to maximize rebate amounts.

Shipping:

- The Athletic Program will pay standard shipping for standard shipments and be quoted freight charges on all truck or expedited orders.

Discount terms based on pricing table:

Custom apparel and decorated apparel from other manufacturers will be at the then-current team discount pricing.

Terms and Conditions:

- Disclosing any of this information outside of the above parties could make the agreement null and void.
- BSN SPORTS acknowledges the usage of local decorators for specific items that are agreed upon.
- BSN is not responsible for Manufacturers Comp Funds if not used by manufacture's required dates.

- BSN Sports has the right of first refusal.

Additional Terms and Conditions
Early Signing Bonus of $36,000 is at retail/catalog pricing.

At the expiration of the Initial Term, this BSN Rewards Program will automatically renew for successive one (1) year periods (each a "Renewal Term" and collectively with the Initial Term the "Term") unless a party provides the other party with written notice of its intent not to renew this BSN Rewards Program at least ninety (90) days prior to the expiration of the then current Term. Each 12-month period during the Initial Term or any Renewal Term shall be defined as an Agreement Year.

Term: The initial term of this BSN Rewards Program shall be for 3 years (the "Initial Term") commencing on the date this BSN Rewards Program is signed by an authorized officer of both parties and ending on the 3 years anniversary of such date.

Length of Agreement: 3 Year(s) - July 01, 2026 - June 30, 2029
Signature

Waunakee High School	**BSN Sports**
Date:	Date:
Signature:	Signature:
Signer Name: Nina Rouse	BSN Signer: Steve Kittleson
Signer Title: Athletic Director	BSN Title: Area Sales Manager