

Finance

July 15, 2022

VIA EMAIL

Learning Labs, Inc.
PO Box 1419
Calhoun, GA 30703
ATTN: David B. Richardson, President/CEO

Reference: Bid No. 20-519, Catalog Discount – Career Technical & Agricultural Materials, Supplies and Equipment

Dear Mr. Richardson:

As a result of the excellent service provided by Learning Labs, Inc., the DeKalb County School District (“DCSD”) desires to renew the award of Bid No. 20-519, Catalog Discount – Career Technical & Agricultural Materials, Supplies and Equipment for one (1) year on the same terms, conditions and pricing as stated in the bid. The purpose of this letter is to obtain Learning Labs, Inc.’s acceptance of DCSD’s offer to renew the award of Bid No. 20-519, Catalog Discount – Career Technical & Agricultural Materials, Supplies and Equipment.

The renewal is subject to the DeKalb County Board of Education’s (“Board”) approval and will be effective from January 13, 2023 through January 12, 2024. Of course, we will notify you once the Board has approved the renewal. DCSD appreciates Learning Labs, Inc.’s consideration of this offer to renew the award of Bid No. 20-519, Catalog Discount – Career Technical & Agricultural Materials, Supplies and Equipment.

As outlined in the bid specifications, you are required to send three (3) published catalogs, CD or website identification to the Facilities Maintenance Department. Your catalog(s) must be addressed as follows:

ATTENTION: DeKalb County School District – Career Technology & Agricultural Education Department
1701 Mountain Industrial Blvd, Stone Mountain, GA 30083

If you provide paper catalogs, each catalog must have a brightly colored 3” x 5” (or larger) label affixed to the outside front cover. Your front cover label must adhere to the following format:

DeKalb County School District
Bid No. 20-519, Catalog Discount – Career Technical & Agricultural Materials, Supplies and Equipment \_\_\_\_\_% DISCOUNT
Discount varies, refer to individual PDF Files.
Valid through January 12, 2024 only.
Quotation Number \_\_\_\_\_
Exclusions Are: \_\_\_\_\_
Company Name Learning Labs, Inc.
Company Address PO Box 1419 Calhoun GA 30703
Company Representative Laura Holbert
E-Mail laura.holbert@lli.com
Company Webpage URL www.lli.com

Your label must be submitted via email to phyllis\_d\_jones@dekalbschoolsga.org for approval prior to catalog mailing.

If accepted, please submit a copy of your company's proof of insurance reflecting the coverage(s) stated within the original solicitation document, sign the acceptance below and email both documents to [phyllis\\_d\\_jones@dekalbschoolsga.org](mailto:phyllis_d_jones@dekalbschoolsga.org) no later than Friday, July 22, 2022. Insurance policy or policies must be maintained throughout the term of this agreement. A copy of the insurance requirements is included. Feel free to also fax the acceptance and your proof of insurance to Ms. Jones at 678-676-0170.

Best regards,

*Carla L. Smith*

Carla L. Smith  
Executive Director, Vendor Services

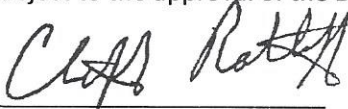
Enclosure: 1 – Insurance Requirements

c: Dr. Paul Cammick  
CLS/lw

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**ACKNOWLEDGMENT**

Learning Labs, Inc. hereby accepts DeKalb County School District's offer to renew the award of Bid No. 20-519, Catalog Discount – Career Technical & Agricultural Materials, Supplies and Equipment at the same prices, terms and conditions as the original award, until January 12, 2024. Learning Labs, Inc. understands that this acceptance is subject to the approval of the DeKalb County Board of Education.



Authorized Signatory

07/15/2022

Date

Cliff Ratliff

Name (Typed or Printed)

President

Title of Authorized Signatory



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
07/15/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> STARR-MATHEWS AGENCY 108 North Court St. P. O. Box 188 Calhoun GA 30703-0188		<b>CONTACT NAME:</b> Melinda Lankford <b>PHONE (A/C, No, Ext):</b> (706) 629-4441 <b>FAX (A/C, No):</b> (706) 629-3631 <b>E-MAIL ADDRESS:</b> mlankford@starrmathews.com	
<b>INSURED</b> Learning Labs, Inc. PO Box 1419 Calhoun GA 30703		<b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A:</b> Westfield Insurance Co NAIC # 24112 <b>INSURER B:</b> The Hartford 29424 <b>INSURER C:</b> <b>INSURER D:</b> <b>INSURER E:</b> <b>INSURER F:</b>	

**COVERAGES****CERTIFICATE NUMBER:** 2021-22**REVISION NUMBER:**


THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			CWP003964J	10/01/2021	10/01/2022	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			CWP003964J	10/01/2021	10/01/2022	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Medical payments \$ 5,000
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 0			CWP003964J	10/01/2021	10/01/2022	EACH OCCURRENCE \$ 2,000,000 AGGREGATE \$ 2,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		N/A	20WBCAA8DRY	10/01/2021	10/01/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Employee Theft			CWP003964J	10/01/2021	10/01/2022	Coverage Limit 250,000 Deductible 500

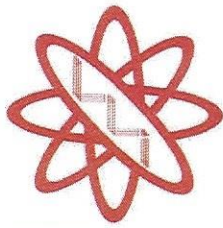
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Commercial General Liability Expanded Endorsement, CG 71 35 11 12; Waiver of Transfer of Rights of Recovery Against Others to Us, CG 24 04A 05 09; Additional Insured Vendors CG 20 15 24 13; Business Auto Expanded Endorsement, CA 70 78 10 13; Commercial Liability Umbrella Coverage Form CU 00 01 04 13

**CERTIFICATE HOLDER****CANCELLATION**

Dekalb County Schools 1701 Mountain Industrial Blvd. Stone Mountain, GA 30083	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
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**Learning Labs**  
Incorporated

PO Box 1419, Calhoun, Georgia 30703-1419  
Local: (706) 629-4624  
Toll Free: (800) 334-4943  
FAX: (706) 629-6761  
E-mail: sales.dept@lli.com

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*Training Systems for Industry & Schools*

## Discount Structure

**Dekalb County School District**

**Bid #20-519**

**Catalog Discount – Career Technical & Agricultural Materials, Supplied and Equipment  
Term Contract from January 13, 2023 through January 12, 2024**

**BirdBrain Technologies**

Discount = 2%

Freight:

Shipping cost for hardware/equipment is 5%

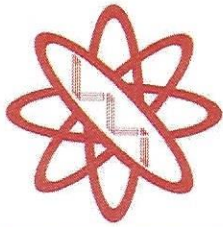
Shipping cost for software/curriculum is 1%

Added Value:

On-site technical support and service provided at no additional charge during warranty period (1 year). Toll free telephone technical support provided for the life of the equipment.

Note: Installation and in-depth training and/or workshops are available for an additional fee.

Note: Pricing is included in the catalog itself. There is not a separate price sheet for this.



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**Clean Air America, Inc.**

Discount = 1%

Freight:

Shipping cost for hardware/equipment is 5%

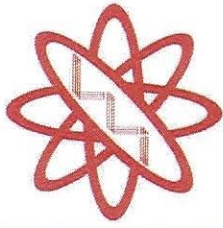
Shipping cost for software/curriculum is 1%

Added Value:

On-site technical support and service provided at no additional charge during warranty period (1 year). Toll free telephone technical support provided for the life of the equipment.

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### **CM-Labs**

Discount = 0%

Freight:

Shipping cost for hardware/equipment is 5%

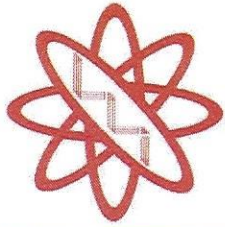
Shipping cost for software/curriculum is 1%

Added Value:

On-site technical support and service provided at no additional charge during warranty period (1 year). Toll free telephone technical support provided for the life of the equipment.

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### **DJI Education**

Discount = 0%

Freight:

Shipping cost for hardware/equipment is 5%

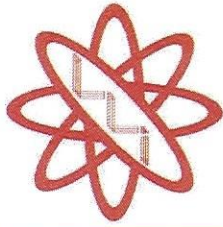
Shipping cost for software/curriculum is 1%

Added Value:

On-site technical support and service provided at no additional charge during warranty period (1 year). Toll free telephone technical support provided for the life of the equipment.

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**Catalog Discount – Career Technical & Agricultural Materials, Supplied and Equipment  
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**Pi-top**

Discount = 2%

Freight:

Shipping cost for hardware/equipment is 5%

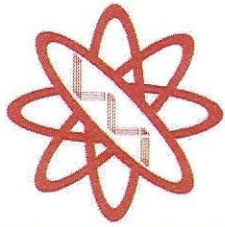
Shipping cost for software/curriculum is 1%

Added Value:

On-site technical support and service provided at no additional charge during warranty period (1 year). Toll free telephone technical support provided for the life of the equipment.

Note: Installation and in-depth training and/or workshops are available for an additional fee.

Note: Pricing is included in the catalog itself. There is not a separate price sheet for this.



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### **Sneak-On-the-Lot**

Discount = 0%

Freight:

Shipping cost for hardware/equipment is 5%

Shipping cost for software/curriculum is 1%

Added Value:

On-site technical support and service provided at no additional charge during warranty period (1 year). Toll free telephone technical support provided for the life of the equipment.

Note: Installation and in-depth training and/or workshops are available for an additional fee.

Note: Pricing is included in the catalog itself. There is not a separate price sheet for this.