



**Houghton
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Harcourt**

March 27, 2017

**Houghton Mifflin Harcourt Publishing Company
Presents:**

**School District of Clay County
FL Social Studies
Pricing Proposal**

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Appendix 1

Pricing Includes:

Social Studies

Grade 6

FL World History: Ancient Civilizations

Ala Carte Packages

Student Resources

Florida Student Edition (1,995 Copies)
Florida Guided Reading Workbook (5yr) – (2,900 copies)
Florida Online Student Access (5yr) – (153 Students)

Teacher Resources

Florida Teacher Edition
Florida Teacher Digital Management Center (5-yr)

Grade 8

FL U.S. History: Beginnings to 1877 FL

Ala Carte Packages

Student Resources

Florida Student Edition (1,785 Copies)
Florida Guided Reading Workbook (5yr) – (2,960 copies)
Florida Online Student Access (5yr) – (390 Students)

Teacher Resources

Florida Teacher Edition
Florida Teacher Digital Management Center (5-yr)

Grade 10

FL Modern World Studies

Ala Carte Packages

Student Resources

Florida Student Edition (1,225 Copies)
Florida Guided Reading Workbook (5yr) – (2,162 Copies)

Teacher Resources

Florida Teacher Edition
Florida Teacher Digital Management Center (5-yr)

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Grade 11

FL US History Reconstruction to Present

Ala Carte Packages

Student Resources

Florida Student Edition (1,225 Copies)
Florida Guided Reading Workbook (5yr) – (1,985 Copies)

Teacher Resources

Florida Teacher Edition
Florida Teacher Digital Management Center (5-yr)

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Appendix 2

Enrollment Counts used:

Grade	Product	Print SE's	Workbooks	Digital	Teachers
6	Ancient Civ	1,995	2,900	153	57
8	US History	1,785	2,960	390	57
10	Modern World	1,225	2,162	N/A	35
11	US History	1,225	1,985	N/A	35

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Appendix 3

Grade 6: World History – Ancient Civilizations

Program	Price	Purchased Quantity	Grand Total
FL Student Edition	\$42.25	1,995	\$84,288.75
FL Student Workbook (5 yr)	\$21.70	2,900	\$62,930.00
FL Online Interactive Student Edition (5 yr)	\$27.50	153	\$4,207.50
Florida Teacher Guide	\$63.40	57	\$3,613.80
Florida Teacher Digital Management Center	\$250.00	57	\$14,250.00
FL World History Ancient Civilizations - A La Carte Pricing Grand Total			\$169,290.05

Grade 8: United States History – Beginnings to 1877

Program	Price	Purchased Quantity	Grand Total
FL Student Edition	\$46.15	1,785	\$82,377.75
FL Student Workbook (5 yr)	\$22.15	2,960	\$65,564.00
FL Online Interactive Student Edition (5 yr)	\$30.05	390	\$11,719.50
Florida Teacher Guide	\$69.25	51	\$3,531.75
Florida Teacher Digital Management Center	\$250.00	57	\$12,750.00
FL United States History – Beginnings to 1877 - A La Carte Pricing Grand Total			\$175,943.00

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Grade 10: Modern World Studies

Program	Price	Purchased Quantity	Grand Total
FL Student Edition	\$60.40	1,225	\$73,990.00
FL Student Workbook (5 yr)	\$27.20	2,162	\$58,806.40
Florida Teacher Guide	\$90.60	35	\$3,171.00
Florida Teacher Digital Management Center	\$250.00	35	\$8,750.00
FL Modern World Studies - A La Carte Pricing Grand Total			\$144,717.40

Grade 11: United States History – Reconstruction to the Present

Program	Price	Purchased Quantity	Grand Total
FL Student Edition	\$60.40	1,225	\$73,990.00
FL Student Workbook (5 yr)	\$27.20	1,985	\$53,992.00
Florida Teacher Guide	\$90.60	35	\$3,171.00
Florida Teacher Digital Management Center	\$250.00	35	\$8,750.00
FL United States History – Reconstruction to the Present - A La Carte Pricing Grand Total			\$139,903.00

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**FLORIDA TRANSFORMATIVE EDUCATION
10 FOLIN LANE
LAFAYETTE, CA 94549**

Ms. Kelly Watt
Social Studies Curriculum Specialist
Clay County School District

April 8, 2017

Dear Ms. Watt,

Thank you for your interest in *The Gateway to American Government: The Bridge to Success on Florida's Civics EOC Test*. The following reflects the terms of our proposed sale at **adoption prices**:

Book	ISBN Number	Price per Book	Number of book ordered	Total
<i>The Gateway to American Government: The Bridge to Success on Florida's Civics EOC Test</i>	978-0-9894845-1-0	\$16.50	1,332	\$21,978.00
<i>Teacher's Guide PDF</i>				Free
<i>Civics Mini-Test Bank 300 questions</i>		\$2,000.00		Free
<i>Professional Development</i>				Free
			TOTAL:	\$21,978.00

Please feel free to contact us regarding any questions you may have concerning this proposal.

With best regards,

Gośka Jarrett, Office Manager –
Florida Transformative Education
Tel. (925) 906-9742
Fax (925) 939-6557
markjarrett@comcast.net
www.floridasocialstudies.com

HMH / SCHOOL DISTRICT OF CLAY COUNTY

FL SOCIAL STUDIES PROPOSAL

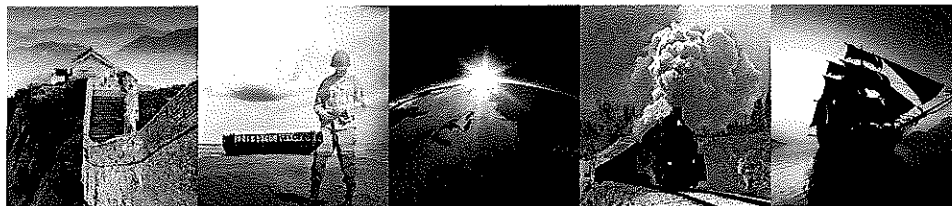
Summary	Delivery	Pricing	Partnership Discount*	Net Price
World History Ancient Civilizations FL	A La Carte Pricing	\$169,290.05	(\$33,858.01)	\$135,432.04
US History Beginnings to 1877 FL	A La Carte Pricing	\$175,943.00	(\$35,188.60)	\$140,754.40
Modern World Studies FL	A La Carte Pricing	\$144,717.40	(\$28,943.48)	\$115,773.92
US History – The Americans	A La Carte Pricing	\$139,903.00	(\$27,980.60)	\$111,922.40
FL Social Studies Total		\$629,853.45	(\$125,970.69)	\$503,882.76

*All 4 courses must be purchased to qualify for the Partnership Discount

**Pricing totals are based on enrollment provided by School District of Clay County at time of proposal offer as shown in Appendix 1. Change in enrollments and/or program mix will affect the price of the bundle total. Pricing is effective through September 31, 2017.

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SOCIAL STUDIES TECHBOOK

Discovery Education Social Studies Techbook for Florida is an all-in-one curricular resource that supports teachers and enhances student learning with dynamic digital media and a printed interactive student workbook. The inquiry-based format and rich multimedia content inspires the curiosity of all students and emphasizes informational text literacy, analytical writing, and problem solving skills that students will apply in college, career, and civic life. Social Studies Techbook saves teachers time in planning and in differentiating instruction by providing a comprehensive set of resources in one

FLORIDA SOCIAL STUDIES TECHBOOK - MIDDLE SCHOOL PRICING

COURSE TITLE	AVAILABLE FORMATS (DIGITAL/PRINT)	ISBN	QUANTITY	COST	SUBTOTAL
UNITED STATES HISTORY	DIGITAL: 5-YEAR LICENSE <i>Includes:</i> - 24/7 Access From Anywhere at Anytime - Free Teacher, Administrator & Parent Access - Professional Development - Technical & Customer Support - Single Sign On Integration Options Available - Teacher Professional Network - Student Engagement Programs	9781682201268	0	\$39.00	\$0.00
UNITED STATES HISTORY	PRINT: INTERACTIVE STUDENT RESOURCE	9781682201367	0	\$14.00	\$0.00
CIVICS AND GOVERNMENT	DIGITAL: 5-YEAR LICENSE <i>Includes:</i> - 24/7 Access From Anywhere at Anytime - Free Teacher, Administrator & Parent Access - Professional Development - Technical & Customer Support - Single Sign On Integration Options Available - Teacher Professional Network - Student Engagement Programs	9781682201275	2750	\$39.00	\$107,250.00
CIVICS AND GOVERNMENT	PRINT: INTERACTIVE STUDENT RESOURCE	9781682201374	2750	\$14.00	\$38,500.00
WORLD HISTORY	DIGITAL: 5-YEAR LICENSE <i>Includes:</i> - 24/7 Access From Anywhere at Anytime - Free Teacher, Administrator & Parent Access - Professional Development - Technical & Customer Support - Single Sign On Integration Options Available - Teacher Professional Network - Student Engagement Programs	9781682201282	0	\$39.00	\$0.00
WORLD HISTORY	PRINT: INTERACTIVE STUDENT RESOURCE	9781682201381	0	\$14.00	\$0.00
				GRAND TOTAL:	\$145,750.00

The Florida School Book Depository manages the direct shipments of Discovery Education Social Studies Techbook printed materials and therefore determines and coordinates any necessary shipping fees as they historically have done for all printed publisher materials.

FOR MORE INFORMATION, VISIT: WWW.DISCOVERYEDUCATION.COM/FLORIDA

- 1 - ● - Free 1:1 ratio
 2 - * - Free 1:Teacher for Elementary Grades K-3 (1:18)
 3 - † - Free 1:Teacher for Elementary Grades 4-5 (1:22)
 4 - ‡ - Free 1:Teacher for Secondary
 5 - § - Free 1:School - one time only
 6 - ○ - Free 1:District - one time only
 7 - # - Free only with initial adoption and purchase
 8 - ^ - Special ratio (See "Free Terms" column in contract for details)

United States History (# 2100310)

Florida Transformative Education

Gateway to U.S. History

Authors: Mark Jarrett and Robert Yahng

Copyright: 2016/2016

(Other-Mixed)

Course: United States History

ISBN	Item	Grade Level	Type	Price	FS1	FS2	Terms
978-0-9894845-4-1	Gateway to U.S. History (browser-based, secure access PDF)	11	Major Tool (Priced)	6.50			6.50 per student per annum for district-wide purchases. Available on a district-wide basis only, based on the number of students registered for Grade 11 U.S. History.
97809894845-6-5	Gateway to U.S. History Teacher's Guide	11	Major Tool Package Component	0.00			Free PDF for districts ordering our digital program or for teachers with 30 or more copies of our printed book (Ancillary Priced) in their classrooms
978-0-9894845-0-3	Gateway to U.S. History (printed book)	11	Ancillary (Priced)	16.50			\$16.50 per book inclusive of all shipping and handling.
978-0-9894845-2-7	Gateway to U.S. History Workbook Edition	11	Ancillary (Priced)	13.15			\$13.15 per book inclusive of all shipping and handling.

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10 FOLIN LANE
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Ms. Kelly Watt
Social Studies Curriculum Specialist
Clay County School District

March 10, 2017

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Thank you for your interest in *The Gateway to US History: The Bridge to Success on Florida's Civics EOC Test*. The following reflects the terms of our proposed sale at **adoption prices**:

Title	ISBN Number	Price per item	Number of books	Total
<i>The Gateway to U.S. History: The Bridge to Success on Florida's EOC Test</i>	978-0-9894845-0-3	\$16.50	1,718	\$28,347.00
<i>The Gateway to US History: The Bridge to Success on Florida's EOC Test/Workbook</i>	978-0-9894845-2-7	\$13.15	1,756	\$23,091.40
<i>US History Test Bank-500 questions</i>		\$3,500.00		Free
<i>Civics Mini-Test Bank-300 questions</i>		\$2,000.00		Free
<i>Teacher's Guide PDF</i>				Free
<i>Professional Development</i>				Free
			TOTAL:	\$51,438.40

Please feel free to contact us regarding any questions you may have concerning this proposal.

With best regards,

Gośka Jarrett

Office Manager, Florida Transformative Education

Tel. (925) 906-9742

Fax (925) 939-6557

markjarrett@comcast.net

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