



EWING MARION

KAUFFMAN SCHOOL

**EWING MARION KAUFFMAN SCHOOL, INC.
FINANCE COMMITTEE MEETING PACKET
December 12th, 2022**

| CONTENTS | |
|------------------------------------------------------------------------------|----|
| Meeting Agenda | 2 |
| Meeting Minutes: 10.17.2022 | 3 |
| Treasurer's Report | 5 |
| Summary of Finance Items | 15 |
| Approval of Unbudgeted Capital Expense - Weight Room Equipment Documentation | 16 |

EWING MARION KAUFFMAN SCHOOL, INC.

FINANCE COMMITTEE - MEETING AGENDA

MEETING INFORMATION

Ewing Marion Kauffman School (Zoom meeting)

Monday, December 12th, 2022

Finance Committee Meeting (5:30 pm CT)

All board members will participate via conference call line

The conference line may be accessed through a Zoom video link or via telephone:

<https://us02web.zoom.us/j/3695951828>

Dial in number: +1 (669) 900-6833

Meeting ID: 369 595 1828

AGENDA

- **CALL TO ORDER**

- Welcome guests
- Review and discuss meeting agenda
- Action: Meeting minutes

- **FINANCE**

- Treasurer's Report
- Auditor Selection
- Approval of Unbudgeted Capital Expense - Weight Room Equipment

- **COMMUNITY FORUM**

- The Board will hear comments from community members regarding items on the agenda or other issues that should be brought to the Board's attention. Individual comments are limited to three minutes. It is anticipated the time allotted for the community forum will be no longer than fifteen minutes, unless time is extended by the Board Chair. Individuals who do not have an opportunity to speak during the allotted time will be given first opportunity at the next regularly scheduled Board of Directors meeting.

- **ADJOURN**

FUTURE MEETINGS

- Board Meeting: Wednesday, December 14 2022 (8:30 am CST)

**MINUTES OF REGULAR MEETING OF THE FINANCE COMMITTEE OF THE BOARD OF DIRECTORS OF
EWING MARION KAUFFMAN SCHOOL, INC.**

October 17, 2022

A regular meeting of the Finance Committee of the Board of Directors of Ewing Marion Kauffman School, Inc., a Missouri nonprofit corporation exempt from federal taxation under Internal Revenue Code § 501(c)(3), was held at the Ewing Marion Kauffman School in Kansas City, Missouri on October 17, 2022, pursuant to public notice provided at least 24 hours in advance. The meeting was held using audio-video technology with a link provided in the notice and with opportunities for all to hear and be heard and see and be seen.

Participating via Zoom technology such that all could hear and be heard and had the option of seeing and being seen were Kristin Bechard, Treasurer; Corey Scholes; Tracy McFerrin and Jerry Williams.

Also participating from the School such that all could hear and be heard and have the option of seeing and being seen were Tim Racer, legal counsel; Katie Pasniewski, Chief Operations Officer; Cat Cain, Director of Special Projects; and Jamie Berry from Ed Ops, the school's contracted financial manager.

No community members were present at the beginning of the meeting.

Ms. Bechard chaired the meeting and Mr. Racer served as secretary. Ms. Bechard called the meeting to order at 5:35 p.m., welcomed those in attendance, and previewed the agenda.

After discussion and upon motion duly made (McFerrin) and seconded (Scholes), the Committee unanimously approved the minutes from its meeting of September 1, 2022.

Ms. Pasniewski reviewed the Annual Compliance and Reporting Calendar that was set forth on page 4 of the agenda that was distributed to Committee members prior to the board meeting. This calendar showed the timing for the various financial reports that would be provided to the school board prior to June 30th, 2022. There was no action required as a result of this discussion.

Ms. Pasniewski then presented the Treasurer's Report reviewing the materials distributed along with the agenda prior to the meeting, starting on page 5. She reported that the school projected a \$13.57 million end of year cash balance, which is a slightly lower (roughly -3.4%) number than was set forth in the original projected budget prepared at the beginning of the school year. Ms. Pasniewski reviewed some of the reasons for that difference and indicated that recent legislative changes may result in the school receiving higher revenues from the state beginning in January which may close some of that gap by the end of the school year.

Ms. Pasniewski then reviewed some key performance indicators that the school is using to evaluate its financial health as set forth on pages 7 and 8 of the agenda distributed prior to the meeting. She noted that there are roughly 90 fewer students than projected to be enrolled (959 enrolled versus a projection of 1032), and that roughly 70 of those under enrollments come from the current 5th grade class. She noted that the school has had success backfilling 6th graders to account for that under enrollment in previous years. Ms. Pasniewski indicated there is a strategic review of this under enrollment of 5th graders to evaluate the reasons for this and what the school is doing to address that concern and that school leadership should be in a position to report back on this issue by the end of 2022. Ms. Pasniewski also noted there were roughly 3 more teachers on staff than originally projected but that leadership viewed this as a positive as there are some upcoming leaves that are anticipated and that the additional teachers will enable the school to meet staffing needs to accommodate those leaves and that there are currently 2 open positions. Ms. Pasniewski indicated that instructional staff comprise roughly 70% of the total staff.

Ms. Pasniewski also provided an overview of the Check Register calling out some key expenditures that she believed the board should be aware of.

Finally, Ms. Pasniewski discussed the efforts to recruit a Director of Finance to replace Jerrad Jones who left earlier this

year, as well as how the school has managed to fill the void with support from Ed Ops, its contracted financial service provider.

Discussion occurred throughout the presentation. After discussion and upon motion duly made (McFerrin) and seconded (Scholes), the Committee unanimously recommended that the Board approve the Treasurer's Report, including the check register.

There was no community forum because no community members were present.

There being no further business, the meeting adjourned at 6:03 p.m.

John Tyler, Secretary



EWING MARION
KAUFFMAN SCHOOL

October 2022 Financials

PREPARED DEC'22 BY



Contents



- Executive Summary
- Key Performance Indicators
- Forecast Overview
- Cash Forecast
- Appendix
- Check Register

- EMKS finishes October with a forecast of 256 days of cash on hand and a year end cash balance of \$14.41M, a \$230K improvement from the September close.

- **Income Statement Notes:**

- Revenue:

- Revenue continues to improve vs. the original forecast. While the primary driver is funding equity, October saw an increase in student transportation reimbursement of more than \$100K over the anticipated full year budget.

- **Income Statement Notes:**

- Expenses

- Expenses continue running about 4.6% ahead of forecast (\$895K).
 - ✓ 735K from salaries/benefits/retention stipends and higher than budgeted FTEs
 - ✓ 139K from student direct expenses, primarily associated with technology acquisitions
 - ✓ 20K in office and business expenses, from professional services paid out for search firms

Income Statement Notes:

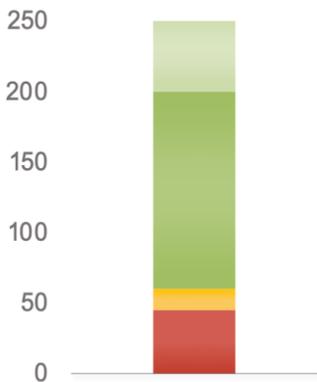
Change in Cash:

- Net increase of \$323K (a 16% improvement vs. original budget)
- With funding equity and transportation reimbursement increases, revenue is offsetting expense overruns and returning cash to the bottom line!

Key Performance Indicators

Days of Cash

Cash balance at year-end divided by average daily expenses

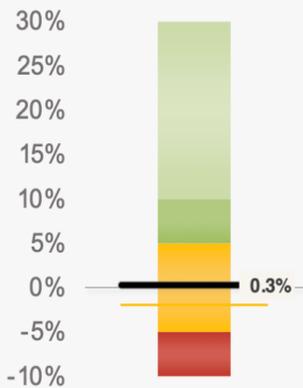


256 DAYS OF CASH AT YEAR'S END

The school will end the year with 256 days of cash. This is above the recommended 60 days

Gross Margin

Revenue less expenses, divided by revenue

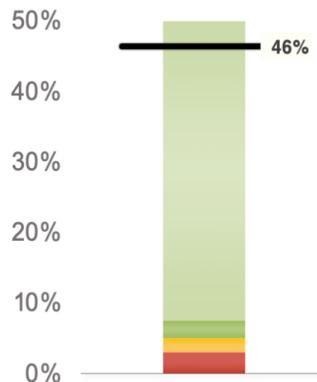


0.3% GROSS MARGIN

The forecasted net income is \$57k, which is \$436k above the budget. It yields a 0.3% gross margin.

Fund Balance %

Forecasted Ending Fund Balance / Total Expenses

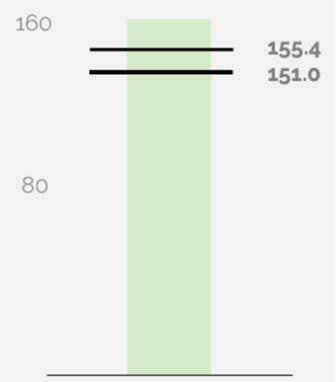


46.40% AT YEAR'S END

The school is projected to end the year with a fund balance of \$9,668,202. Last year's fund balance was \$9,611,585.

Staffing

Current vs. Budgeted Staffing



109.5% of BUDGET

The school is currently 4.4 FTEs over the budgeted enrollment of 151 FTEs. This includes 6 open positions.

Forecast Overview

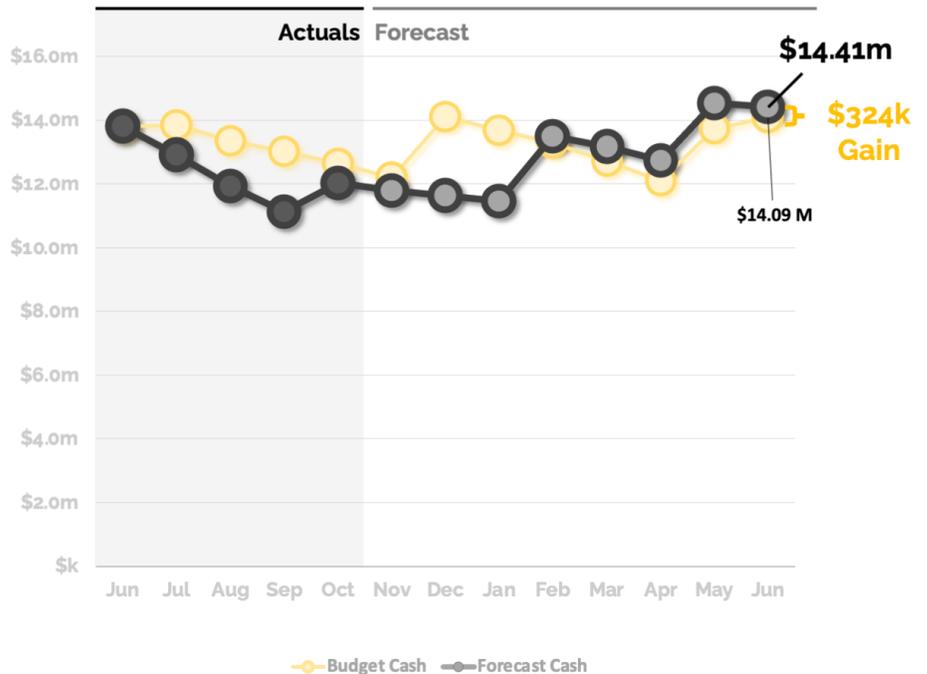
| | Forecast | Budget | Variance | Variance Graphic | Comments |
|-----------------------|---------------|----------------|----------------|------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Revenue | \$20.9m | \$19.5m | \$1.4m | | Improvement is due to adjustments to State revenue for funding equity and student transportation reimbursement, Prop C revenue, and interest expense which was not forecast. |
| Expenses | \$20.8m | \$19.9m | -\$984k | | YTD expenses are 4.6% higher than budgeted due to overages in salaries, student direct expenses, and facilities improvements. |
| Net Income | \$57k | -\$379k | \$436k | | |
| Cash Flow Adjustments | \$552k | \$664k | -\$112k | | Cash flow adjustments are tied to \$29K for teacher computers and \$83K for facilities improvements. |
| Change in Cash | \$609k | \$285k | \$324k | | Net change in cash is due to increased State funding for student equity offset by higher than budgeted expenses and capital purchases for computers and facility improvements. |

PAGE 7

Cash Forecast

256 Days of Cash at year's end

We forecast the school's year ending cash balance as **\$14m**, **\$324k** above budget.



PAGE 8

Annotated Financials

| | Year-To-Date | | | Annual Forecast | | | Remaining |
|-------------------------------|--------------------|--------------------|------------------|-------------------|-------------------|--------------------|--------------------|
| | Actual | Budget | Variance | Forecast | Budget | Variance | |
| Revenue | | | | | | | |
| Local Revenue | 603,171 | 409,413 | 193,757 | 1,255,932 | 1,228,240 | 27,692 | 652,761 |
| State Revenue | 7,296,871 | 3,132,714 | 4,164,157 | 10,774,439 | 9,398,143 | 1,376,296 | 3,477,568 |
| Federal Revenue | 1,159,759 | 1,175,590 | (15,832) | 3,458,764 | 3,458,563 | 200 | 2,299,005 |
| Private Grants and Donations | 73,849 | 73,349 | 500 | 4,793,896 | 4,793,396 | 500 | 4,720,047 |
| Earned Fees | 115,827 | 198,027 | (82,200) | 609,477 | 594,081 | 15,396 | 493,649 |
| Total Revenue | 9,249,477 | 4,989,094 | 4,260,383 | 20,892,507 | 19,472,424 | 1,420,083 ① | 11,643,031 |
| Expenses | | | | | | | |
| Salaries | 2,993,302 | 2,814,507 | (178,795) | 9,242,105 | 8,443,520 | (798,586) | 6,248,804 |
| Benefits and Taxes | 996,758 | 1,013,332 | 16,574 | 2,974,780 | 3,039,995 | 65,215 | 1,978,022 |
| Staff-Related Costs | 168,316 | 65,000 | (103,316) | 195,988 | 195,000 | (988) | 27,672 |
| Rent | 73,349 | 73,349 | - | 293,396 | 293,396 | - | 220,047 |
| Occupancy Service | 762,451 | 760,933 | (1,518) | 2,282,800 | 2,282,800 | 0 | 1,520,349 |
| Student Expense, Direct | 539,314 | 372,358 | (166,955) | 1,834,802 | 1,695,960 | (138,842) | 1,295,488 |
| Student Expense, Food | 177,556 | 251,793 | 74,237 | 839,310 | 839,310 | (0) | 661,755 |
| Office & Business Expense | 561,684 | 507,090 | (54,594) | 1,318,828 | 1,297,309 | (21,519) | 757,144 |
| Transportation | 375,694 | 445,541 | 69,847 | 1,485,135 | 1,485,135 | 0 | 1,109,441 |
| Total Ordinary Expenses | 6,648,422 | 6,303,902 | (344,520) | 20,467,144 | 19,572,425 | (894,719) | 13,818,722 |
| Net Operating Income | 2,601,055 | (1,314,808) | 3,915,863 | 425,363 | (100,001) | 525,364 | (2,175,691) |
| Extraordinary Expenses | | | | | | | |
| Equipment | 29,806 | - | (29,806) | 29,806 | - | (29,806) | - |
| Facility Improvements | 59,941 | - | (59,941) | 59,941 | - | (59,941) | - |
| Depreciation and Amortization | 89,838 | 93,000 | 3,161 | 278,999 | 278,999 | 0 | 189,161 |
| Total Extraordinary Expenses | 179,585 | 93,000 | (86,585) | 368,746 | 278,999 | (89,747) | 189,161 |
| Total Expenses | 6,828,007 | 6,396,902 | (431,105) | 20,835,890 | 19,851,424 | (984,466) ② | 14,007,883 |
| Net Income | 2,421,470 | (1,407,808) | 3,829,278 | 56,617 | (379,000) | 435,617 ③ | (2,364,852) |
| Cash Flow Adjustments | (4,206,808) | 477,901 | (4,684,709) | 551,974 | 663,901 | (111,927) | 4,758,782 |
| Change in Cash | (1,785,339) | (929,907) | (855,432) | 608,591 | 284,901 | 323,690 ⑤ | 2,393,930 |

① REVENUE: \$1.4M AHEAD

Due to equity funding, transportation reimbursement, Prop C and unbudgeted interest.

② EXPENSES: \$984K BEHIND

Due to higher than budgeted staffing costs and student technology expenses.

③ NET INCOME: \$436K ahead

④ CASH ADJ: \$112K BEHIND

Purchase of admin computers and facility improvements

⑤ NET CHANGE IN CASH: \$324K AHEAD

Monthly Financials

| Income Statement | Actual | | | | Forecast | | | | | | | | | TOTAL |
|-------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|------------------|------------------|-------------------|-------|
| | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | | |
| Revenue | | | | | | | | | | | | | | |
| Local Revenue | 168,751 | 156,087 | 135,601 | 142,732 | 81,595 | 81,595 | 81,595 | 81,595 | 81,595 | 81,595 | 81,595 | 81,595 | 1,255,932 | |
| State Revenue | 769,831 | 748,862 | 751,341 | 5,026,837 | 434,696 | 434,696 | 434,696 | 434,696 | 434,696 | 434,696 | 434,696 | 434,696 | 10,774,439 | |
| Federal Revenue | 229,706 | 307,120 | 326,440 | 296,492 | 287,376 | 287,376 | 287,376 | 287,376 | 287,376 | 287,376 | 287,376 | 287,376 | 3,458,764 | |
| Private Grants and Donations | 0 | 73,349 | 0 | 500 | 0 | 0 | 0 | 2,250,000 | 0 | 0 | 2,250,000 | 220,047 | 4,793,896 | |
| Earned Fees | 928 | 103,229 | 7,023 | 4,648 | 61,706 | 61,706 | 61,706 | 61,706 | 61,706 | 61,706 | 61,706 | 61,706 | 609,477 | |
| Total Revenue | 1,169,216 | 1,388,647 | 1,220,405 | 5,471,209 | 865,373 | 865,373 | 865,373 | 3,115,373 | 865,373 | 865,373 | 3,115,373 | 1,085,420 | 20,892,507 | |
| Expenses | | | | | | | | | | | | | | |
| Salaries | 647,746 | 716,896 | 944,284 | 684,375 | 751,445 | 760,400 | 760,400 | 760,400 | 760,400 | 760,400 | 760,400 | 934,960 | 9,242,105 | |
| Benefits and Taxes | 197,698 | 259,622 | 281,792 | 257,646 | 246,230 | 246,230 | 246,230 | 246,230 | 246,230 | 246,230 | 246,230 | 254,412 | 2,974,780 | |
| Staff-Related Costs | 133,396 | 3,285 | 20,543 | 11,092 | 3,459 | 3,459 | 3,459 | 3,459 | 3,459 | 3,459 | 3,459 | 3,459 | 195,988 | |
| Rent | 0 | 73,349 | 0 | 0 | 73,349 | 0 | 0 | 73,349 | 0 | 0 | 73,349 | 0 | 293,396 | |
| Occupancy Service | 205,568 | 182,905 | 181,880 | 192,098 | 190,044 | 190,044 | 190,044 | 190,044 | 190,044 | 190,044 | 190,044 | 190,044 | 2,282,800 | |
| Student Expense, Direct | 42,583 | 248,162 | 159,492 | 89,077 | 80,513 | 80,513 | 80,513 | 80,513 | 238,175 | 362,335 | 292,413 | 80,513 | 1,834,802 | |
| Student Expense, Food | 0 | 17,705 | 139,057 | 20,793 | 82,719 | 82,719 | 82,719 | 82,719 | 82,719 | 82,719 | 82,719 | 82,719 | 839,310 | |
| Office & Business Expense | 100,913 | 254,737 | 155,265 | 50,769 | 94,643 | 94,643 | 94,643 | 94,643 | 94,643 | 94,643 | 94,643 | 94,643 | 1,318,828 | |
| Transportation | 0 | 42,379 | 188,230 | 145,085 | 138,680 | 138,680 | 138,680 | 138,680 | 138,680 | 138,680 | 138,680 | 138,680 | 1,485,135 | |
| Total Ordinary Expenses | 1,327,903 | 1,799,041 | 2,070,543 | 1,450,935 | 1,661,083 | 1,596,688 | 1,596,688 | 1,670,037 | 1,754,350 | 1,878,510 | 1,881,937 | 1,779,431 | 20,467,144 | |
| Operating Income | -158,688 | -410,394 | -850,138 | 4,020,274 | -795,710 | -731,315 | -731,315 | 1,445,336 | -888,977 | -1,013,137 | 1,233,436 | -694,011 | 425,363 | |
| Extraordinary Expenses | | | | | | | | | | | | | | |
| Depreciation and Amortization | 21,869 | 23,044 | 21,898 | 23,027 | 23,645 | 23,645 | 23,645 | 23,645 | 23,645 | 23,645 | 23,645 | 23,645 | 278,999 | |
| Facility Improvements | 22,011 | 23,777 | 2,935 | 11,218 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 59,941 | |
| Equipment | 29,806 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 29,806 | |
| Total Extraordinary Expenses | 73,687 | 46,820 | 24,833 | 34,245 | 23,645 | 23,645 | 23,645 | 23,645 | 23,645 | 23,645 | 23,645 | 23,645 | 368,746 | |
| Total Expenses | 1,401,590 | 1,845,861 | 2,095,376 | 1,485,180 | 1,684,728 | 1,620,333 | 1,620,333 | 1,693,682 | 1,777,995 | 1,902,155 | 1,905,582 | 1,803,076 | 20,835,890 | |
| Net Income | -232,374 | -457,214 | -874,971 | 3,986,029 | -819,355 | -754,960 | -754,960 | 1,421,691 | -912,622 | -1,036,782 | 1,209,791 | -717,656 | 56,617 | |
| Cash Flow Adjustments | -663,356 | -524,073 | 81,185 | -3,100,563 | 594,848 | 594,848 | 594,848 | 594,848 | 594,848 | 594,848 | 594,848 | 594,848 | 551,974 | |
| Change in Cash | -895,730 | -981,288 | -793,786 | 885,466 | -224,507 | -160,112 | -160,112 | 2,016,539 | -317,775 | -441,935 | 1,804,639 | -122,808 | 608,591 | |

| | Previous Year End 6/30/2022 | Current 10/31/2022 | Year End 6/30/2023 |
|----------------------------------|--------------------------------|-----------------------|-----------------------|
| Assets | | | |
| Current Assets | | | |
| Cash | 13,801,775 | 12,016,436 | 14,410,367 |
| Accounts Receivable | 761,541 | 4,065,851 | 376,640 |
| Other Current Assets | 133,376 | 406,912 | 133,376 |
| Total Current Assets | 14,696,693 | 16,489,199 | 14,920,383 |
| Noncurrent Assets | | | |
| Facilities, Net | 936,665 | 1,018,786 | 1,018,786 |
| Operating Fixed Assets, Net | 165,422 | 105,390 | -83,772 |
| Total Noncurrent Assets | 1,102,087 | 1,124,176 | 935,014 |
| Total Assets | 15,798,780 | 17,613,375 | 15,855,397 |
| Liabilities and Equity | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Other Current Liabilities | 4,365 | -7,244 | 4,365 |
| Accounts Payable | 851,091 | 487,565 | 851,091 |
| Accrued Salaries and Benefits | 231,739 | 0 | 231,739 |
| Total Current Liabilities | 1,087,195 | 480,321 | 1,087,195 |
| Total Long-Term Liabilities | 0 | 0 | |
| Total Liabilities | 1,087,195 | 480,321 | |
| Equity | | | |
| Unrestricted Net Assets | 14,711,585 | 14,711,585 | 14,711,585 |
| Net Income | 0 | 2,421,470 | 56,617 |
| Total Equity | 14,711,585 | 17,133,055 | 14,768,202 |

Check Register – October 2022



- **Vendor: ADO Professional Solutions, Inc.**
 - **Spend: \$3,912.76 – Temp-to-Perm staffing**
- **Vendor: Advantage Tech, Inc.**
 - **Spend: \$3,139.50 – Temporary IT staff**
- **Vendor: FBKC Sports Tenant LLC**
 - **Spend: \$7,160.40 – Gym rental**
- **Vendor: Husch Blackwell LLP**
 - **Spend: \$5,670.00 – Legal services – non-citizen employment**
- **Kahrs Law Office, P.A.**
 - **Spend: \$537.00 - Wage garnishment**
- **Teach for America**
 - **Spend: \$70,000 – Fees for TFA Corps members**
- **Multiple Individuals**
 - **Spend: Varying amounts – Referees and athletic event workers**

Ewing Marion Kauffman School Check Register - October 2022 by Date

| Payee Type: | Vendor | Check Type: Automatic Payment | | | Entity Name | Check Amount | |
|--------------|------------|-------------------------------|------|-----------|--------------|----------------------------------------------------------|-------------------|
| Check Number | Check Date | Cleared | Void | Void Date | Entity ID | | |
| 5311 | 10/04/2022 | X | | | ARROWSTAGE | Busco, Inc. | 2,030.00 |
| 5312 | 10/04/2022 | X | | | CBIZINSINC | CBIZ Benefits & Insurance Services Inc | 585.00 |
| 5313 | 10/04/2022 | X | | | FBKCARENA | FBKC Sports Tenant LLC | 1,835.40 |
| 5314 | 10/04/2022 | X | | | KIPPFFOUND | KIPP Foundation | 450.00 |
| 5315 | 10/04/2022 | X | | | INNOPTIONS | Linda Kirkpatrick | 853.00 |
| 5316 | 10/04/2022 | X | | | MORGHUNT | Morgan Hunter Education, LLC | 3,558.80 |
| 5317 | 10/04/2022 | | | | NOTABLEINC | Notable Inc | 2,700.00 |
| 5318 | 10/04/2022 | X | | | PERFFOODGR | Performance Food Group Inc | 17,470.82 |
| 5319 | 10/04/2022 | X | | | TSCHANGCHI | CHI-YOUNG TSCHANG | 3,125.00 |
| 15309 | 10/04/2022 | X | | | ADVTECH | Advantage Tech, Inc. | 633.75 |
| 15310 | 10/04/2022 | X | | | COMMERCE | COMMERCE BANK | 69,859.71 |
| 15311 | 10/04/2022 | X | | | EDOPS | Education Business Solutions Inc | 16,933.25 |
| 15312 | 10/04/2022 | X | | | PLATINUM | Jaymie Huffman | 6,300.00 |
| 15313 | 10/04/2022 | X | | | JONESJERR | Jerrad Jones | 1,968.75 |
| 15314 | 10/04/2022 | X | | | QUINNCAR | Carlin Quinn | 1,800.00 |
| 15315 | 10/04/2022 | X | | | SCHOOLMINT | SchoolMint, Inc. | 6,991.03 |
| 15316 | 10/04/2022 | X | | | SIPVINE | sipVine, Inc. | 598.50 |
| 15317 | 10/04/2022 | X | | | AJILON | ADO Professional Solutions, Inc. | 2,026.26 |
| 15318 | 10/04/2022 | X | | | AMERFOOD | American Food and Vending Corp. | 30,800.36 |
| 15319 | 10/04/2022 | X | | | TEACHAMER | Teach for America, Inc. | 70,000.00 |
| 5320 | 10/06/2022 | X | | | CASTATED | California State Disbursement Unit | 392.00 |
| 5321 | 10/06/2022 | X | | | CRITESKRI | Kristin Crites | 290.00 |
| 5322 | 10/06/2022 | X | | | GUARDIAN | The Guardian Life Insurance Co | 11,374.32 |
| 5323 | 10/06/2022 | X | | | KAHRSRAW | KAHRS LAW OFFICE, P.A. | 537.00 |
| 5324 | 10/06/2022 | X | | | LAXTONJOH | Johanna Laxton | 260.00 |
| 15320 | 10/06/2022 | X | | | FIDWORKPL | Fidelity Workplace Investing LLC | 30,124.85 |
| 15321 | 10/06/2022 | X | | | FIDWORKPL | Fidelity Workplace Investing LLC | 3,509.14 |
| 15322 | 10/06/2022 | X | | | UNITEDHEA | United Healthcare Insurance Company | 113,664.82 |
| 5325 | 10/14/2022 | X | | | ARROWSTAGE | Busco, Inc. | 2,975.00 |
| 5326 | 10/14/2022 | X | | | FIRSTSTUDE | First Student, Inc. | 55,511.25 |
| 5327 | 10/14/2022 | X | | | MORGHUNT | Morgan Hunter Education, LLC | 964.80 |
| 15488 | 10/14/2022 | X | | | ADVTECH | Advantage Tech, Inc. | 945.75 |
| 15489 | 10/14/2022 | X | | | YEAGERDAN | Danielle Yeager | 2,520.00 |
| 15490 | 10/14/2022 | X | | | AJILON | ADO Professional Solutions, Inc. | 1,886.50 |
| 15491 | 10/14/2022 | X | | | CUSHMAN | Cushman & Wakefield U.S., Inc | 164,212.21 |
| 102020221 | 10/20/2022 | X | | | COMMERCE | COMMERCE BANK | 47,505.32 |
| 5328 | 10/24/2022 | X | | | ARROWSTAGE | Busco, Inc. | 2,030.00 |
| 5329 | 10/24/2022 | X | | | COASTALCL | Coastal Cloud Holdings LLC | 175.00 |
| 5330 | 10/24/2022 | X | | | COMPUTLOG | Computer Logic Group, Inc. | 300.00 |
| 5331 | 10/24/2022 | X | | | DANIELJON | Daniel Jones & Associates | 11,125.00 |
| 5332 | 10/24/2022 | X | | | MORGHUNT | Morgan Hunter Education, LLC | 1,085.40 |
| 5333 | 10/24/2022 | X | | | PERFFOODGR | Performance Food Group Inc | 3,979.71 |
| 5334 | 10/24/2022 | X | | | POLSINELLI | Polsinelli PC | 452.00 |
| 5335 | 10/24/2022 | X | | | PUBLICSCH | Public School Retirement System of the School Dist of KC | 286.00 |
| 5336 | 10/24/2022 | X | | | RANGELJOHN | John Rangel | 39.75 |
| 5337 | 10/24/2022 | X | | | TALKSPACE | Talkspace Network LLC | 3,750.00 |
| 5338 | 10/24/2022 | X | | | WHCKCTLLC | WHC KCT, LLC (ZTRIP) | 4,856.25 |
| 15492 | 10/24/2022 | X | | | ADVTECH | Advantage Tech, Inc. | 1,092.00 |
| 15493 | 10/24/2022 | X | | | COMMERCE | COMMERCE BANK | 47,505.32 |
| 15494 | 10/24/2022 | X | | | FIDWORKPL | Fidelity Workplace Investing LLC | 16,364.12 |
| 15495 | 10/24/2022 | X | | | FIDWORKPL | Fidelity Workplace Investing LLC | 3,509.14 |
| 15496 | 10/24/2022 | X | | | JONESJERR | Jerrad Jones | 1,518.75 |
| 15497 | 10/24/2022 | X | | | KOPALDSE | Seth Kopald | 120.00 |
| 15498 | 10/24/2022 | X | | | SMITHMADI | Madison Smith | 625.00 |
| 15499 | 10/24/2022 | X | | | AMERFOOD | American Food and Vending Corp. | 44,758.84 |
| 102820221 | 10/28/2022 | X | | | COMMERCE | COMMERCE BANK | 13,651.83 |
| 29 | 10/31/2022 | | | | RAFFERTYLE | Lee Rafferty | 150.00 |
| 30 | 10/31/2022 | | | | MAJGWEN | Gwen Major | 350.00 |
| 31 | 10/31/2022 | | | | LYLESBRIDG | Bridgette Lyles | 500.00 |
| 32 | 10/31/2022 | | | | CROCKETTC | Candace Crockett | 150.00 |
| 33 | 10/31/2022 | | | | NELSONMARC | Marcus Nelson | 150.00 |
| 34 | 10/31/2022 | | | | BRANCHMIT | Mitchell Branch | 300.00 |
| 35 | 10/31/2022 | | | | WILLIAMSRA | Rashawnda Williams | 300.00 |
| 36 | 10/31/2022 | | | | GOLDTITUS | Titus Golden | 150.00 |
| 37 | 10/31/2022 | | | | SUBERBEN | Benjamin Suber | 475.00 |
| 38 | 10/31/2022 | | | | WARRENMIG | Miguel Warren | 325.00 |
| 39 | 10/31/2022 | | | | COLEBRIANN | Brianna Cole | 150.00 |
| 5339 | 10/31/2022 | | | | BERSERKAT | Berserk Athletics | 4,140.00 |
| 5340 | 10/31/2022 | | | | ARROWSTAGE | Busco, Inc. | 3,175.00 |
| 5341 | 10/31/2022 | | | | CDWLLC | CDW LLC | 23,036.00 |
| 5342 | 10/31/2022 | | | | FBKCARENA | FBKC Sports Tenant LLC | 5,325.00 |
| 5343 | 10/31/2022 | X | | | HUSCHBLA | Husch Blackwell LLP | 5,670.00 |
| 5344 | 10/31/2022 | | | | KCPRETRAN | KC Premier Services LLC | 344.51 |
| 5345 | 10/31/2022 | | | | MORGHUNT | Morgan Hunter Education, LLC | 361.80 |
| 5346 | 10/31/2022 | | | | SAGEVIEW | SageView Advisory Group LLC | 2,430.00 |
| 5347 | 10/31/2022 | | | | SPANLANG | Spanish Language Resources, Inc. | 300.00 |
| 15650 | 10/31/2022 | | | | ADVTECH | Advantage Tech, Inc. | 468.00 |
| 15651 | 10/31/2022 | | | | COMMERCE | COMMERCE BANK | 13,651.83 |
| 15652 | 10/31/2022 | | | | WESTBROOK | Westbrook & Co., P.C. | 863.19 |
| 15653 | 10/31/2022 | | | | YELLOWDOG | Yellow Dog Networks, Inc. | 1,720.00 |
| 15654 | 10/31/2022 | | | | AMERFOOD | American Food and Vending Corp. | 15,187.30 |
| 110220221 | 11/02/2022 | X | | | COMMERCE | COMMERCE BANK | 818.51 |
| 110220222 | 11/02/2022 | X | | | CONCURTEC | Concur Technologies, Inc. | 684.51 |
| | | | | | TOTAL | | 915,592.35 |

Ewing Marion Kauffman School Check Register - October 2022 by Vendor

| Payee Type: Vendor | | Check Type: Automatic Payment | | | | | Check Amount |
|--------------------|------------|-------------------------------|------|-----------|------------|----------------------------------------|--------------|
| Check Number | Check Date | Cleared | Void | Void Date | Entity ID | Entity Name | |
| 15317 | 10/04/2022 | X | | | AJILON | ADO Professional Solutions, Inc. | 2,026.26 |
| 15490 | 10/14/2022 | X | | | AJILON | ADO Professional Solutions, Inc. | 1,886.50 |
| 15309 | 10/04/2022 | X | | | ADVTECH | Advantage Tech, Inc. | 633.75 |
| 15488 | 10/14/2022 | X | | | ADVTECH | Advantage Tech, Inc. | 945.75 |
| 15492 | 10/24/2022 | X | | | ADVTECH | Advantage Tech, Inc. | 1,092.00 |
| 15650 | 10/31/2022 | | | | ADVTECH | Advantage Tech, Inc. | 468.00 |
| 15318 | 10/04/2022 | X | | | AMERFOOD | American Food and Vending Corp. | 30,800.36 |
| 15499 | 10/24/2022 | X | | | AMERFOOD | American Food and Vending Corp. | 44,758.84 |
| 15654 | 10/31/2022 | | | | AMERFOOD | American Food and Vending Corp. | 15,187.30 |
| 37 | 10/31/2022 | | | | SUBERBEN | Benjamin Suber | 475.00 |
| 5339 | 10/31/2022 | | | | BERSERKAT | Berserk Athletics | 4,140.00 |
| 39 | 10/31/2022 | | | | COLEBRIANN | Brianna Cole | 150.00 |
| 31 | 10/31/2022 | | | | LYLESBRIDG | Bridgette Lyles | 500.00 |
| 5311 | 10/04/2022 | X | | | ARROWSTAGE | Busco, Inc. | 2,030.00 |
| 5325 | 10/14/2022 | X | | | ARROWSTAGE | Busco, Inc. | 2,975.00 |
| 5328 | 10/24/2022 | X | | | ARROWSTAGE | Busco, Inc. | 2,030.00 |
| 5340 | 10/31/2022 | | | | ARROWSTAGE | Busco, Inc. | 3,175.00 |
| 5320 | 10/06/2022 | X | | | CASTATED | California State Disbursement Unit | 392.00 |
| 32 | 10/31/2022 | | | | CROCKETTC | Candace Crockett | 150.00 |
| 15314 | 10/04/2022 | X | | | QUINNCAR | Carlin Quinn | 1,800.00 |
| 5312 | 10/04/2022 | X | | | CBIZINSINC | CBIZ Benefits & Insurance Services Inc | 585.00 |
| 5341 | 10/31/2022 | | | | CDWLLC | CDW LLC | 23,036.00 |
| 5319 | 10/04/2022 | X | | | TSCHANGCHI | CHI-YOUNG TSCHANG | 3,125.00 |
| 5329 | 10/24/2022 | X | | | COASTALCL | Coastal Cloud Holdings LLC | 175.00 |
| 15310 | 10/04/2022 | X | | | COMMERCE | COMMERCE BANK | 69,859.71 |
| 102020221 | 10/20/2022 | X | | | COMMERCE | COMMERCE BANK | 47,505.32 |
| 15493 | 10/24/2022 | X | | | COMMERCE | COMMERCE BANK | 47,505.32 |
| 102820221 | 10/28/2022 | X | | | COMMERCE | COMMERCE BANK | 13,651.83 |
| 15651 | 10/31/2022 | | | | COMMERCE | COMMERCE BANK | 13,651.83 |
| 110220221 | 11/02/2022 | X | | | COMMERCE | COMMERCE BANK | 818.51 |
| 5330 | 10/24/2022 | X | | | COMPUTLOG | Computer Logic Group, Inc. | 300.00 |
| 110220222 | 11/02/2022 | X | | | CONCURTEC | Concur Technologies, Inc. | 684.51 |
| 15491 | 10/14/2022 | X | | | CUSHMAN | Cushman & Wakefield U.S., Inc | 164,212.21 |
| 5331 | 10/24/2022 | X | | | DANIELJON | Daniel Jones & Associates | 11,125.00 |
| 15489 | 10/14/2022 | X | | | YEAGERDAN | Danielle Yeager | 2,520.00 |
| 15311 | 10/04/2022 | X | | | EDOPS | Education Business Solutions Inc | 16,933.25 |
| 5313 | 10/04/2022 | X | | | FBKCARENA | FBKC Sports Tenant LLC | 1,835.40 |
| 5342 | 10/31/2022 | | | | FBKCARENA | FBKC Sports Tenant LLC | 5,325.00 |
| 15320 | 10/06/2022 | X | | | FIDWORKPL | Fidelity Workplace Investing LLC | 30,124.85 |
| 15321 | 10/06/2022 | X | | | FIDWORKPL | Fidelity Workplace Investing LLC | 3,509.14 |
| 15494 | 10/24/2022 | X | | | FIDWORKPL | Fidelity Workplace Investing LLC | 16,364.12 |
| 15495 | 10/24/2022 | X | | | FIDWORKPL | Fidelity Workplace Investing LLC | 3,509.14 |
| 5326 | 10/14/2022 | X | | | FIRSTSTUDE | First Student, Inc. | 55,511.25 |
| 30 | 10/31/2022 | | | | MAJGWEN | Gwen Major | 350.00 |
| 5343 | 10/31/2022 | X | | | HUSCHBLA | Husch Blackwell LLP | 5,670.00 |
| 15312 | 10/04/2022 | X | | | PLATINUM | Jaymie Huffman | 6,300.00 |
| 15313 | 10/04/2022 | X | | | JONESJERR | Jerrad Jones | 1,968.75 |
| 15496 | 10/24/2022 | X | | | JONESJERR | Jerrad Jones | 1,518.75 |
| 5324 | 10/06/2022 | X | | | LAXTONJOH | Johanna Laxton | 260.00 |
| 5336 | 10/24/2022 | | | | RANGELJOHN | John Rangel | 39.75 |
| 5323 | 10/06/2022 | X | | | KAHRLAW | KAHRS LAW OFFICE, P.A. | 537.00 |

| | | | | | |
|-------|------------|---|--------------|----------------------------------------------------------|-------------------|
| 5344 | 10/31/2022 | | KCPREMTRAN | KC Premier Services LLC | 344.51 |
| 5314 | 10/04/2022 | X | KIPPFUND | KIPP Foundation | 450.00 |
| 5321 | 10/06/2022 | X | CRITESKRI | Kristin Crites | 290.00 |
| 29 | 10/31/2022 | | RAFFERTYLE | Lee Rafferty | 150.00 |
| 5315 | 10/04/2022 | X | INNOPTIONS | Linda Kirkpatrick | 853.00 |
| 15498 | 10/24/2022 | X | SMITHMADI | Madison Smith | 625.00 |
| 33 | 10/31/2022 | | NELSONMARC | Marcus Nelson | 150.00 |
| 38 | 10/31/2022 | | WARRENMIG | Miguel Warren | 325.00 |
| 34 | 10/31/2022 | | BRANCHMIT | Mitchell Branch | 300.00 |
| 5316 | 10/04/2022 | X | MORGHUNT | Morgan Hunter Education, LLC | 3,558.80 |
| 5327 | 10/14/2022 | X | MORGHUNT | Morgan Hunter Education, LLC | 964.80 |
| 5332 | 10/24/2022 | X | MORGHUNT | Morgan Hunter Education, LLC | 1,085.40 |
| 5345 | 10/31/2022 | | MORGHUNT | Morgan Hunter Education, LLC | 361.80 |
| 5317 | 10/04/2022 | | NOTABLEINC | Notable Inc | 2,700.00 |
| 5318 | 10/04/2022 | X | PERFFOODGR | Performance Food Group Inc | 17,470.82 |
| 5333 | 10/24/2022 | X | PERFFOODGR | Performance Food Group Inc | 3,979.71 |
| 5334 | 10/24/2022 | X | POLSINELLI | Polsinelli PC | 452.00 |
| 5335 | 10/24/2022 | | PUBLICSCH | Public School Retirement System of the School Dist of KC | 286.00 |
| 35 | 10/31/2022 | | WILLIAMSRA | Rashawnda Williams | 300.00 |
| 5346 | 10/31/2022 | | SAGEVIEW | SageView Advisory Group LLC | 2,430.00 |
| 15315 | 10/04/2022 | X | SCHOOLMINT | SchoolMint, Inc. | 6,991.03 |
| 15497 | 10/24/2022 | X | KOPALDSE | Seth Kopald | 120.00 |
| 15316 | 10/04/2022 | X | SIPVINE | sipVine, Inc. | 598.50 |
| 5347 | 10/31/2022 | | SPANLANG | Spanish Language Resources, Inc. | 300.00 |
| 5337 | 10/24/2022 | | TALKSPACE | Talkspace Network LLC | 3,750.00 |
| 15319 | 10/04/2022 | X | TEACHAMER | Teach for America, Inc. | 70,000.00 |
| 5322 | 10/06/2022 | X | GUARDIAN | The Guardian Life Insurance Co | 11,374.32 |
| 36 | 10/31/2022 | | GOLDTITUS | Titus Golden | 150.00 |
| 15322 | 10/06/2022 | X | UNITEDHEA | United Healthcare Insurance Company | 113,664.82 |
| 15652 | 10/31/2022 | | WESTBROOK | Westbrook & Co., P.C. | 863.19 |
| 5338 | 10/24/2022 | | WHCKCTLLC | WHC KCT, LLC (ZTRIP) | 4,856.25 |
| 15653 | 10/31/2022 | | YELLOWDOG | Yellow Dog Networks, Inc. | 1,720.00 |
| | | | TOTAL | | 915,592.35 |

SUMMARY OF FINANCE ITEMS
Summary of Finance Items for December 2022 Board Meeting

| Headline | Summary |
|--------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2022-23 Auditor Selection | <ul style="list-style-type: none"> · Context: <ul style="list-style-type: none"> ○ Leadership recommends that we engage Daniel Jones as our auditor for the 2022-23 school year. ○ We have been very pleased with the quality of their communication, project management, and deliverables. <p>Committee Action: Recommend the Board vote to engage Daniel Jones as our auditor for the 2022-23 school year.</p> <p>Board Action: Vote to engage Daniel Jones as our auditor for the 2022-23 school year.</p> |
| Weight Room Improvements – Unbudgeted Capital Expense | <ul style="list-style-type: none"> · Context: <ul style="list-style-type: none"> ○ We recently inspected the equipment in our weight room, which is used by our high school-athletes and staff, and identified that the majority of equipment was in need of replacement. <ul style="list-style-type: none"> § Most equipment is 11 years old. The need for replacement is due to normal wear-and-tear rather than negligence, loss, or theft. ○ As we expand our athletics offerings, including the addition of HS football, we are also seeing an increased demand on the weight room, especially as coaches work with student-athletes to improve strength and conditioning as a key to improving performance and preventing injuries. ○ We have received multiple quotes, and have identified Sorinex as the vendor we would like to work with. ○ The total cost of equipment is \$48,591.50. Invoices are provided on the next pages. ○ This is an unbudgeted, capital expense. If approved, the school would apply this expense to the \$3M of reserve funds that we have designated for capital expenses. <p>Committee Action: <i>Recommend the Board approve the unbudgeted purchase of \$48,591.50 in weight room equipment, with the intention that the funds be allocated from the \$3M of reserve funds that we have designated for capital expenses.</i></p> <p>Board Action: <i>Approve the unbudgeted purchase of \$48,591.50 in weight room equipment, with the intention that the funds be allocated from the \$3M of reserve funds that we have designated for capital expenses.</i></p> |



ESTIMATE

| | | |
|------|----------|----------|
| PAGE | ESTIMATE | DATE |
| 1 | 39676 | 10/25/22 |

Sorinex Exercise Equipment, Inc.

193 Litton Drive
 Lexington SC 29073
 803-978-2253

SOLD TO

Ewing Marion Kauffman School

6401 The Paseo

 Kansas City MO 64131
 US

 dwilson@kauffmanschool.org

 816-832-1921

SHIP TO

Ewing Marion Kauffman School

6401 The Paseo

 Kansas City MO 64131
 US

 dwilson@kauffmanschool.org

 816-832-1921

TOTAL ESTIMATE

\$ 26,188.20

| | | |
|--------------------|-----------------|-----------------|
| PURCHASE ORDER NO. | TERMS | SHIPPING METHOD |
| | 100% Prepayment | |
| CONTACT | EXP. DATE | SALESPERSON |
| Deronne Wilson | 11/25/22 | Dan McKim |

****A minimum of a 50% deposit is required for all orders unless otherwise noted in this estimate****
*****Finance charges of 1.5% per month will be applied to late payments*****
*****All sales may be subject to sales/use tax for the state in which the products are shipped*****
*****All credit cards are subject to a non-refundable 3% processing fee*****

| ITEM NO | DESCRIPTION | QTY | UNIT PRICE | EXTENSION |
|---------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-------------|--------------|
| P03672 | Base Camp Dual Sided Half Rack (w/ Custom Laser Cut Logos) Rack Package Includes: -2 Base Camp Full Rack Sides w/ Laser Cut Numbers -1 Pair Floating Uprights (For Plate Storage) -6 Customizable Plate Storage Pins -2 Split Change Urethane Utility Pins -2 Batwing Abbreviated Arches -1 Full Arch w/ Custom Laser Cut Logos (Dual Sided) -2 Pair Sandwich Style j-hooks -2 Pair 24" Half Spotter Bars -2 Single Bar Storages -4' x 6' footprint (w/ Storage Space For Half Spotter Bars) | 4 | \$ 5,299.00 | \$ 21,196.00 |
| P07245 | Base Camp Custom Height / Depth Upcharge | 4 | \$ 275.00 | \$ 1,100.00 |

NOTICE
 It is the customer's responsibility to ensure that the room layout and exercise equipment selected meets the safety requirements of the facility.

 Exercise equipment and fitness training are potentially dangerous and may lead to severe injury or even death. This equipment must be used by competent and responsible persons or under the guidance and supervision of competent persons.

| | | | | |
|-----------------|------------|--------------------------|------------------|--------------------------|
| SUBTOTAL | TAX | ESTIMATED FREIGHT | QUOTATION | \$ 26,188.20 |
| \$ 22,296.00 | | 3,892.20 | 39676 | TOTAL ORDER VALUE |



ESTIMATE

| | | |
|------|----------|----------|
| PAGE | ESTIMATE | DATE |
| 1 | 39881 | 10/24/22 |

Sorinex Exercise Equipment, Inc.

193 Litton Drive
 Lexington SC 29073
 803-978-2253

SOLD TO

Ewing Marion Kauffman School

6401 The Paseo

 Kansas City MO 64131
 US

 dwilson@kauffmanschool.org
 816-832-1921

SHIP TO

Ewing Marion Kauffman School

6401 The Paseo

 Kansas City MO 64131
 US

 dwilson@kauffmanschool.org
 816-832-1921

TOTAL ESTIMATE

\$ 22,403.30

| | | |
|---------------------------|------------------|------------------------|
| PURCHASE ORDER NO. | TERMS | SHIPPING METHOD |
| | 100% Prepayment | |
| CONTACT | EXP. DATE | SALESPERSON |
| Deronne Wilson | 11/24/22 | Dan McKim |

****A minimum of a 50% deposit is required for all orders unless otherwise noted in this estimate****
****Finance charges of 1.5% per month will be applied to late payments****
*****All sales may be subject to sales/use tax for the state in which the products are shipped*****
*****All credit cards are subject to a non-refundable 3% processing fee*****

| ITEM NO | DESCRIPTION | QTY | UNIT PRICE | EXTENSION |
|---------|------------------------------------------------------------------------------------------------------------------------------|-----|------------|-------------|
| P03506 | Base Camp High Bridge - 6' | 6 | \$ 239.00 | \$ 1,434.00 |
| P02497 | Sorinex Recon Adjustable Bench | 8 | \$ 780.00 | \$ 6,240.00 |
| P09283 | Recon Adjustable Bench - Stand Up Add-on | 8 | \$ 83.00 | \$ 664.00 |
| P08532 | Iron Bear Side (8' height) - Low Profile Feet | 2 | \$ 550.00 | \$ 1,100.00 |
| P06006 | Iron Bear Dumbbell Tray for Hex Dumbbells with Rubber Insert | 3 | \$ 318.00 | \$ 954.00 |
| P09881 | Sorinex Black Training Bumper 45lbs | 24 | \$ 159.00 | \$ 3,816.00 |
| P09880 | Sorinex Black Training Bumper 25lbs | 8 | \$ 114.00 | \$ 912.00 |
| P09879 | Sorinex Black Training Bumper 10lbs | 16 | \$ 49.00 | \$ 784.00 |
| P01502 | Sorinex Performance Bar Black Zinc - 20kg | 8 | \$ 399.00 | \$ 3,192.00 |
| | US Made Black Bushing Bar 190,000 min tensile strength and 175,000 min yield strength Black zinc shaft, bright zinc sleeves. | | | |

NOTICE
 It is the customer's responsibility to ensure that the room layout and exercise equipment selected meets the safety requirements of the facility.
 Exercise equipment and fitness training are potentially dangerous and may lead to severe injury or even death. This equipment must be used by competent and responsible persons or under the guidance and supervision of competent persons.

| | | | | |
|-----------------|------------|--------------------------|------------------|--------------------------|
| SUBTOTAL | TAX | ESTIMATED FREIGHT | QUOTATION | \$ 22,403.30 |
| \$ 19,096.00 | | 3,307.30 | 39881 | TOTAL ORDER VALUE |