NORTHEAST ARIZONA TECHNOLOGICAL INSTITUTE OF VOCATIONAL EDUCATION (NATIVE)

NATIVE Special School Board Meeting

Date: **Monday, March 19, 2012**
Time: **9:00 AM (MDST)**
Place: **NATIVE District Office, Kayenta USD, Kayenta, AZ**
One or more Governing Board members will participate via teleconference. The public will be able to attend at the NATIVE District office or may call (928) 697-2500 for teleconference information.

AGENDA

1. **CALL TO ORDER:** Board President Margaret Yazzie will call the meeting to order. Roll call by Board Secretary. Members may participate by conference call.

2. **NEW BUSINESS:**
   - 2.1. *Consideration to approve continuation of Line of Credit with Wells Fargo Bank
   - 2.2. *Consideration to approve property disposal on PDL12
   - 2.3. *Consideration to approve Service Providers for Erate 15 FCC for Form 471
     - 2.3.1. Navajo Frontier Communications – Telecommunications
     - 2.3.2. Conterra Broadband – Telecommunications/Internet Access
     - 2.3.3. BNI Solutions, Inc. – Basic Maintenance/Internal Connections
     - 2.3.4. Smith Bagley, Inc. – Telecommunications
     - 2.3.5. Interactive Educational Services, Inc. – Internet Access/Web Hosting

3. **Next regular Board Meeting and Work Session:** Wednesday, April 11, 2012 at 10:00 AM
   Location: Red Mesa USD

4. ***ADJOURNMENT**

**Denotes Action Items*

NORTHEAST ARIZONA TECHNOLOGICAL INSTITUTE OF VOCATIONAL EDUCATION (NATIVE)

Office of the Superintendent

MEMORANDUM

Date:	March 14, 2012
To:	NATIVE Governing Board Members
From:	Karen C. Lesher, Superintendent
Re:	Continuation of Line of Credit with Wells Fargo Bank

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NATIVE District requested a line of credit through an agreement with Navajo County, Arizona, and Wells Fargo Bank, under the Revolving Credit Agreement entered into on July 1, 2010.

Navajo County recommended that school districts in Navajo County request a line of credit because of the extreme educational budget cuts and the overspent Arizona state budget. To date, NATIVE has stayed within its budget, kept accounts paid, and did not use the available line of credit. There is no charge to the NATIVE District for the line of credit unless it is used.

The Letter of Declaration and the Request for Modification that require Board signatures to implement the continuation of credit follow this memo.

The Business Manager and Superintendent have discussed the continuation of the line of credit, and agree that it is both prudent and in the best interest of the district to continue the credit availability.

It is recommended that the Board approve continuation of the Line of Credit through Wells Fargo Bank as directed by the Navajo County Treasurer's Office.

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EXHIBIT A
LETTER OF DECLARATION

In compliance with the Tax Reform Act of 1986, the Governing Board (the "Governing Board") of **Northeast Arizona Technological Institute of Vocational Education – N.A.T.I.V.E.** (the "Borrower") hereby requests that Wells Fargo Bank, National Association ("Wells Fargo") to issue a line of credit (the "Credit Line") as directed by the Navajo County Treasurer's Office. The line of credit is designated as qualified tax-exempt obligations pursuant to Section 265 of the Internal Revenue Code of 1986.

We are reasonably sure that the Northeast Arizona Technological Institute of Vocational Education - N.A.T.I.V.E.

☐ Will issue LESS than $30 million in total debt during the 2012 calendar year.

☐ Will issue MORE than $30 million in total debt during the 2012 calendar year.

Such debt will include all tax-exempt bonds, lease-purchase agreements, registered warrants, and any other form of tax-exempt debt.

By executing this Letter of Declaration, the Governing Board hereby acknowledges and agrees to annually file I.R.S. Form 8038 G or 8038 GC, as applicable (or any successor form or forms the I.R.S. may require), pertaining to the Credit Line not later than the 15th day of the 2nd calendar month after the close of the calendar quarter in which the first Advance is made to Borrower under the Credit Line, and to forward a copy thereof to Wells Fargo immediately upon request.

Sincerely,

_____	_____
President	Member
_____	_____
Member	Member

Done at a Legally Convened Board Meeting this 19th day of March, 2012, or if no such Board Meeting was held, the Governing Board shall attach a copy of the Minutes and Agenda pursuant to which the President and Members signing above were elected or appointed to their respective offices.

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EXHIBIT B
REQUEST FOR MODIFICATION OF COMMITMENT AMOUNT

This Request for Modification of Commitment Amount ("Modification Form") is made as of this **1** day of **July**, 2010 by and between Navajo County, Arizona, a county located in, and organized and created under the laws of the State of Arizona ("County"), and Wells Fargo Bank, National Association ("Lender") and relates to that Revolving Credit Agreement made and entered into as of the **1** day of **July**, 2010 (the "Agreement") between the County and Lender.

This request is made pursuant to Section 3.1(f) of the Agreement. Capitalized terms not otherwise defined herein shall have the same meaning given to them in the Agreement when used herein. The County and the Political Subdivisions listed below hereby request that the following Commitment Amounts be increased or decreased and/or that the following Political Subdivisions and Commitment Amounts be added or deleted all as indicated below:

Political Subdivision or County	**Old Commitment Amount**	**New Commitment Amount Requested**
New Political Subdivision or County **Northeast Arizona Technological Institute of Vocational Education – N.A.T.I.V.E.**	**Commitment Amount Requested** **$600,000**	

County will submit the current year budget for the Political Subdivision, financial statements of the Political Subdivision for the immediately preceding year, and other financial data as requested by the Lender. This request is made as of the date above, and will be effective if, and only if, and as of the date it is consented to by the Lender as indicated by its signature in the space set forth below. Upon such consent by the Lender, if given this Request shall be deemed to be an amendment to schedule A attached to the Agreement.

NAVAJO COUNTY, ARIZONA

By:_____
Its: County Treasurer

NAVAJO COUNTY, ARIZONA
Northeast Arizona Technological Institute of Vocational Education

By:_____
Its: Northeast Arizona

This Request for Modification of Commitment Amount is consented to as of this 19th day of 19th, 2012.

Wells Fargo Bank,
National Association

By:_____
Its:_____

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NORTHEAST ARIZONA TECHNOLOGICAL INSTITUTE OF VOCATIONAL EDUCATION (NATIVE)

Office of the Superintendent

MEMORANDUM

Date: March 14, 2012
To: NATIVE Governing Board Members
From: Karen C. Lesher, Superintendent
Re: Disposal of Property

The CODEC Video Conferencing Distance Learning Carts received in 2005-06, and purchased through the Schools and Libraries (SLD) Erate 6 program year, require maintenance and have obsolete VC software and operating systems. Mechanical parts are failing.

As per NATIVE Governing Board Policy D-3340 (School Properties Disposition), "before surplus materials are disposed of by trade-in to a vendor for credit on an acquisition, the District shall approve such disposal."

The 26 original VCDL carts are distributed between Chinle, Ganado, Monument Valley, Sanders, Window Rock, Pinon, and Red Mesa. A Property Disposal list PDL12 with the VCDL cart serial numbers, year of purchase, condition, shows the cart locations. NATIVE has received erate funding to replace the carts and peripheral equipment at the sites, at a 90% discount. In addition, BNI Solutions, manufacturer of the VCDL carts, has offered a $3000 per cart buy-back for VCDL carts and peripheral equipment that is 5+ years old. After researching buy-back programs, the value offered by BNI Solutions is market fair and reasonable, and equates to nearly 55% of the original equipment investment, after erate discounts. The per unit credit would exceed market value at a surplus sale and the District would have no cost of sale expenses.

It is recommended that the Board approve the outdated VCDL property on List PDL12 be accepted as surplus and be disposed as a trade-in, following Board Policy D-3340.

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NATIVE District
PROPERTY DISPOSAL LIST

Property List
PDL12 page 1 of 2
Verified Dec 5-13, 2011, kcl

PO#	Year Recd	Location Chinle Cart Name	Cart IP Address (Private)	Condition	901 SN#	NATIVE Asset Tag	CMOS Battery	MAC Address	DVD Serial #/ condition
6021	2005 2006	Chinle-VC1	10.10.30.1	Software –outdated Cart condition-Fair	8CXTG	30001	WEAK	000A5E4D575C	2212670/g
6021	2005 2006	Chinle-VC2	10.10.30.2	Software –outdated Cart condition-Poor	4TBP6	30002	none	000A5E4D575D	missing
6021	2005 2006	Chinle-VC3	10.10.30.3	Software –outdated Cart condition-Fair	TJ9RY	30003	WEAK	000A5E4E5562	2212768/g
6021	2005 2006	Chinle-VC4	10.10.30.4	Software –outdated Cart condition-Poor	J28J8	30004	WEAK	000A5E4E557B	2212774/g
6021	2005 2006	Chinle-VC5	10.10.30.5	Software –outdated Cart condition-Poor	XMFW3	30005	WEAK	000A5E4E5578	2212638/g
6021	2005 2006	Chinle-VC6	10.10.30.6	Software –outdated Cart condition-Fair	F7GTM	30006	WEAK	000A5E4E556E	2212675/g
6024	2005 2006	Ganado-VC1	10.10.40.1	Software –outdated Cart condition-Good	XVV33	40001	WEAK	000A5E4D575A	2212798/g
6024	2005 2006	Ganado-VC2	10.10.40.2	Cart condition-Fair Software –outdated	DR9WW	40002	WEAK	000A5E5A4BCC	2212266/g
6016	2005 2006	Monument Valley-VC1	10.10.10.1	Software –outdated Cart condition-Poor	MT72M	10009	WEAK	000A5E432BEF	2212792/g
6016	2005 2006	Monument Valley-VC2	10.10.10.2	Software –outdated Cart condition-Poor	MMWH3	10010	WEAK	000A5E4D57C6	2212630/g
6016	2005 2006	Monument Valley-VC3	10.10.10.3	Software –outdated Cart condition-Fair	KCMPJ	10011	WEAK	000A5E5E96BE	2212671/g
6016	2005 2006	Monument Valley-VC4	10.10.10.4	Software –outdated Cart condition-Fair	HJYQW	10012	WEAK	000A5E4C56EA	2212668/g
6016	2005 2006	Monument Valley-VC5	10.10.10.5	Software –outdated Cart condition-Fair	D4QG3	10013	WEAK	000A5E4D581F	2212673/g
6016	2005 2006	Monument Valley-VC6	10.10.10.6	Software –outdated Cart condition-Fair	2FFCQ	10014	WEAK	000A5E4D57E2	2212639/g
6013	2005 2006	Pinon-VC1	10.10.70.1	Software –outdated Cart condition-Fair	FPKC6	20001	WEAK	000A5E5A4C41	2212632/g
6013	2005 2006	Pinon-VC2	10.10.70.2	Software –outdated Cart condition-Fair	3YY6W	20002	WEAK	0050DAC609D1	2212634/g

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NATIVE District
PROPERTY DISPOSAL LIST

Property List
PDL12 page 2 of 2
Verified Dec 5-13, 2011, kcl

6003	2005 2006	**RedMesa-VC1**	**10.10.20.1**	Software –outdated Cart condition-Poor	**HKCMG**	**50001**	**YES**	**000A5E4D57A5**	**2212637/g**
6003	2005 2006	**RedMesa-VC2**	**10.10.20.2**	Software –outdated Cart condition-Poor	**JVGTG**	**50002**	**YES**	**000A5E4E5572**	**2212633/g**
6003	2005 2006	**RedMesa-VC3**	**10.10.20.3**	Software –outdated Cart condition-Poor	**PWYCB**	**50003**	**YES**	**000A5E4E557A**	**2212672/g**
6003	2005 2006	**RedMesa-VC4**	**10.10.20.4**	Software –outdated Cart condition-Poor	**MXJXB**	**50004**	**YES**	**000A5E463868**	**2212636/g**
6162	2005 2006	**Sanders-VC1**	**10.10.80.1**	Software –outdated Cart condition-Fair	**P4MVD**	**70001**	**YES**	**000A5E5A4B28**	**2212627/g**
6162	2005 2006	**Sanders-VC2**	**10.10.80.2**	Software –outdated Cart condition-Fair	**8Q4FT**	**70002**	**YES**	**000A5E5A4C17**	**2212729/g**
6022	2005 2006	**WindowRock-VC1**	**10.10.50.1**	Software –outdated Cart condition-Fair	**QP8XM**	**60001**	**YES**	**000A5E4D5730**	**2212764/g**
6022	2005 2006	**WindowRock-VC2**	**10.10.50.2**	Software –outdated Cart condition-Poor	**KQ6BB**	**60002**	**YES**	**000A5E4C5808**	**2212802/g**
6022	2005 2006	**WindowRock-VC3**	**10.10.50.3**	Software –outdated Cart condition-Fair	**7673G**	**60003**	**YES**	**000A5E4D57C3**	**2212770/g**
6022	2005 2006	**WindowRock-VC4**	**10.10.50.4**	Software –outdated Cart condition-Fair	**44FTD**	**60004**	**YES**	**000A5E4C5418**	**2212268/g**

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NORTHEAST ARIZONA TECHNOLOGICAL INSTITUTE OF VOCATIONAL EDUCATION (NATIVE)

Office of the Superintendent

MEMORANDUM

Date: March 14, 2012
To: NATIVE Governing Board Members
From: Karen C. Lesher, Superintendent
Re: Erate Year 15 FCC App 471/ Vendor Selection Approval

Erate Yr 15 FCC App 471

- Erate Yr 15 470 Request for Proposals for services was posted for 28 days as required by Erate Federal law. This also meets the Arizona Procurement rules.
- NATIVE requested services in the areas of telecommunications, basic maintenance, internal connections, and internet access/ web hosting.
- The recommended vendors for each area are listed below:
    - Telecommunications
        - 100 mbs microwave connectivity for 9 sites—Conterra (1st year of 5 year contract)
        - Telephone service to NATIVE District Office—Navajo Frontier
        - Long Distance service to NATIVE District Office—Navajo Frontier
        - Cellular Service for 5 phones—Smith Bagley dba Cellular ONE
    - Internet Access
        - Internet Access to 9 sites, 20 mg—Conterra (4th year of 5 year contract)
        - Web Hosting—IES (2nd year of 3 year contract)
    - Internal Connections—Switches, servers, cabling, drops for sites and Central Campus
        - BNI Solutions
    - Basic Maintenance—LAN/WAN maintenance, and basic maintenance on erate eligible equipment—
        - BNI Solutions (3rd Year)

Procurement procedures as required under erate and Arizona were followed. Once the vendors are approved, the FCC application 471 for erate funds for NATIVE will be filed.A bid summary evaluation follows this memo.

It is recommended that Navajo Frontier, Conterra, Cellular ONE, IES, and BNI Solutions be approved as the selected service providers for the NATIVE District under Erate 15, July 1, 2013-June 30, 2014.

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NATIVE District Erate 15 Vendor Bid Summary

Service		Multiyear	Vendor	Bid Total	EratеDisc	District $	Score
Telecom	100mbps bandwidth to 9 NATI VE sites	Yes, yr 1 of 5, continuing srvc	Conterra Broadband	$ 792,864.00	$ 697,720.32	$ 95,143.68	93
	Centrex toDist Off	MTM continuing srvc	Navajo Commun	$ 6,001.80	$ 5,281.58	$ 720.22	87
	Cell Service 5 lines	MTM continuing srvc	Smith BglyCell1	$ 2,526.72	$ 2,223.51	$ 303.21	85
	Long Distance w Data	no-MTM	Proficient Telecom	$ 4,788.00	$ 4,213.44	$ 574.56	79
	Long Distance	MTM continuing srvc	Navajo Commun	$ 820.68	$ 722.20	$ 98.48	82
	Long Distance	no- MTM	Century Link	$5,440.00	$ 4,787.20	$ 652.80	78
Internet Access	Internet Access to 9 sites	Yes, yr 2 of 3 , continuing srvc	Conterra Broadband	$ 60,000.00	$ 52,800.00	$ 7,200.00	90
	Web Hosting for NATIVE web site/9 sites	yes, yr 2 of 3 yr contract, continuing srv	Interactive Educational Services (IES)	$9,010.00	$ 7,928.80	$ 1,081.20	85
	Web Hosting for NATIVE web site	no	SchoolInSite	$ 10,030.00	$ 8,826.40	$ 1,203.60	79
Basic Maintenance	Equip and ntwk maint-WAN	yes, continuing service	BNI -- network	$146,975.00	$ 29,338.00	$ 17,637.00	88
	Codecs (66)	yes, continuing service	BNI	$71,250.00	$ 62,700.00	$ 8,550.00	85
Internal Connections	Firewall WAN	no, new service	BNI -- network	$ 39,399.28	$ 34,671.37	$ 4,727.91	82
	Tuba City LAN/cable	no, new service	BNI -- network	$ 148,796.86	$ 130,941.24	$ 17,855.62	82
	Red Valley LAN/Drops	no, new service	BNI -- network	$ 48,553.78	$ 42,727.33	$ 5,826.45	85
	Central Camp Wireless	no, new service	BNI -- network	$83,732.10	$ 73,684.25	$ 10,047.85	82
	IDF UPSs install	no, new service	BNI -- network	$ 70,971.62	$ 62,455.03	$ 8,516.59	80
	IDF Upgrades	no, new service	BNI -- network	$ 44,814.20	$ 39,436.50	$ 5,377.70	85
	Media Servers	no, new service	BNI -- network	$ 71,712.47	$ 63,106.97	$ 8,605.50	80
	Gateways for media srvrs	no, new service	BNI-- network	$ 75,067.04	$ 66,059.00	$ 9,008.04	80
	Mini Stations-- Portable CODECS	no, new service	BNI-- network	$18,383.72	$ 16,177.67	$ 2,206.05	88

Recommended

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	VOIP System Central Cmp	no, new service	BNI--network	$67,101.07	$ 59,048.94 Recommended	$ 8,052.13	85
	Domain Contrl/server	no, new service	BNI --network	$ 42,519.27	$ 37,416.96 Recommended	$ 5,102.31	85
	Multipoint Control Unit	no, new service	BNI--network	$ 79,297.20	$ 69,781.54 Recommended	$ 9,515.66	82
	CentralCamp Wiring,drops, LAN bldg C	no, new service	BNI --network	$277,424.45	$ 244,133.52 Recommended	$ 33,290.93	85
	Data Cabling--for Sec Sys	no, new service	BNI--network	$28,794.75	$ 25,339.38 Recommended	$ 3,455.37	85
			Totals	$ 2,186,016.01	$1,923,694.09	$262,321.92	
Evaluated on Price (30%), Prior Exp (25%), Mgmt Capabilty (20%), Resp Time (15%), and Local Service (10%)							

NATIVE District Erate 15 Vendor Bid Summary, *end, page 2*

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