LISA LEWIS, DIRECTOR



STEPHANIE BONNETT, ASSISTANT FINANCE OFFICER NICOLE CURRY, ACCOUNTING SUPERVISOR

DEPARTMENT OF FINANCE

TO:

Board Members

FROM:

Lisa Lewis, Director of Finance

DATE:

September 18, 2023

RE:

Underclassmen and High School Pictures

At this time, I ask for the Board's permission to extend the contract with Lifetouch for Underclassmen and High School Pictures (i.e. senior pictures, etc.) for the district. The original contract covered 2021-22 school year and may be renewed for three additional one-year periods with the consent of both parties. I ask the Board to approve the extension for Underclassmen and High School Pictures for the district with Lifetouch.

OUR MISSION IS TO INSPIRE AND EQUIP OUR STUDENTS TO SUCCEED IN LIFE BULLITT COUNTY PUBLIC SCHOOLS IS AN EQUAL EDUCATION AND EMPLOYMENT INSTITUTION



SCHOOL PHOTOGRAPHY SERVICES FOR

Bullitt County School District Contract Extension













Lifetouch.

CONTRACT EXTENSION AGREEMENT

This Contract Extension Agreement is an amendment to the Agreement dated February 9, 2022 by and between Shutterfly Lifetouch, LLC (successor to Lifetouch National School Studios, Inc., "Lifetouch") and the Bullitt County School District for school photography services (the "Agreement"). The parties agree as follows:

- The Term of the Agreement is extended to include the 2024-2025 School Year (the "Extended Term").
- 2. Package pricing and commission for the Extended Term shall be as follows:
 - National simplified pricing packages. Please see following page for more information.
 - Our basic package is priced at \$14.99 and includes the following:
 - (2) 5x7
 - (2) 3x5
 - (4) 2x3

Date: ____9.18.23_____

- Class Picture
- Digital Image download (included in all our package options)
- Lifetouch will pay 30% commission on total sales, calculated 45 days from picture day.
- 3. Except as amended hereby, the terms of the Agreement remain in full force and effect, including:

Shutterfly Lifetouch, LLC	Bullitt County School District	
By:Angela Kramer	By:	1919
Title:Sales Manager	Title: Darrell Coleman, Chair	
Date:9.19.23	Date: 9-25-2023	
By:Augela Kramer Angela Kramer, Sales Manager		

FALL 2024 PACKAGES & PRICING

Pick a Package	Basic	Standard	Digital Only	Plus	Premium
Pictures Included	(2) 5x7 (2) 3x5 (4) 2x3 Class Picture	(1) 8x10 (4) 5x7 (2) 3x5 (8) 2x3 Class Picture	(2) Digital Image	(1) 8x10 (4) 5x7 (2) 3x5 (8) 2x3 Class Picture	(2) 8x10 (4) 5x7 (4) 3x5 (12) 2x3 Class Picture
Shutterfly Digital Image Download	Included <u>•</u>	Included <u>•</u>	Included •••	Included <u></u>	Included
Picture Background	Standard	Standard	Select Your Background	Select Your Background	Select Your Background
Retouching			Premium Retouching - removes blemishes plus whitens teeth and evens skin tone	Basic Retouching – Removes blemishes	Premium Retouching - removes blemishes plus whitens teeth and evens skin tone
or supplement them of the second			Name and Grade	Name and Grade	Name and Grade
Price	\$14.99	\$29.99	\$29.99	\$44.99	\$59.99

Add-Ons							
(8) 2 x 3 Wallets	\$15.99	(4) Variety 3x5	\$15.99				
(4) 3x5	\$15.99	(8) Variety 2x3	\$15.99				
(2) 5x7	\$15.99	Variety Special - (4) Variety 3x5 (8) Variety 2x3	\$23.99				
(1) 8x10	\$15.99						

More backgrounds, products, Special Offers and options on mylifetouch.com



EXCLUSIVE PARTNERSHIP INCENTIVES

All resources outlined below are available at no additional cost to Bullitt County Board of Education upon award.

FOR SCHOOLS:

COMMISSION | 30% OF TOTAL SALES

Lifetouch will provide Bullitt County Board of Education 30% commission of total sales versus on package sales alone. See page 14 for more information.

SCHOOL BRANDING GRANT | \$1,000 DISTRICT RETAIL VALUE PER YEAR

Lifetouch will provide a Lifetouch PrintShop branding voucher in the amount of \$1,000 to the district for each year of the agreement. This voucher can be used to create customized banners, posters, signage, decals, wall/floor graphics and more for each school! See page 20 for more information.

STUDENT REWARD & RECOGNITION PROGRAM | \$6,900 DISTRICT RETAIL VALUE PER YEAR

Lifetouch will provide a \$300 Student Recognition credit per year to each school for your staff to customize a wide variety of recognition materials. These materials can be used to honor and reward your students, staff, and administration. See page 18 for more information.

NEW! SHUTTERFLY STOREFRONT | VALUE MAY VARY BY SCHOOL

Lifetouch customers have the exclusive opportunity to earn additional funds for their campuses using Shutterfly Storefront, which provides an 8% commission on purchases made through their unique Shutterfly URL. Schools can create custom products and promote those to their school communities, or they can encourage families to shop for holiday cards, home decor, and photo gifts through the unique Shutterfly URL - it's as easy as that! See page 19 for more information.

FOR FAMILIES:

NEW! SHUTTERFLY GIFT WITH PURCHASE | VALUE MAY VARY AT EACH SCHOOL

A Special Shutterfly Gift! Families will enjoy \$30 to spend PLUS a free 8x8 photo book from Shutterfly when they purchase a package on mylifetouch.com. See page 14 for more information.

LIFETOUCH REWARDS PROGRAM | VALUE MAY VARY AT EACH SCHOOL

The Lifetouch Rewards Program is our customer loyalty program, available for families who order online. Upon enrolling in the program, families will receive a free Shutterfly gift (<u>Valued at \$29.99</u>), along with ongoing discounts as the continue to make online purchases at mylifetouch.com. See page 16 for more information.



COMPLIMENTARY PRODUCTS & SERVICES FOR SCHOOLS

Product/Service	Description	Retail Value		
Lifetouch Portal Access No charge to the school!	securely share student data with Lifetouch and download			
Parent Notify No charge to the school!	This communication tool allows schools to send automated email reminders to parents about Picture Day and yearbooks sales.			
Shutterfly Storefront No charge to the school!	Shutterfly Storefront will provide an 8% commission back to the district on Shutterfly sales from your unique URL code that you advertise to your community. See page 19 for more information.	at you Value may vary		
Admin Calendars No charge to the school!	Your administrative staff will receive complimentary admin calendars to utilize throughout the school year.	min \$3.50 Each *Approx. 5 will be Provided		
Photo Labels No charge to the school!	A sheet of four photo labels will be provided to your administrative staff for every student photographed.	\$.50 Per Sheet		
Every Staff member photographed will receive one complimentary ID card. *Per building request		\$3.50 Per Card		
Staff Digital Images No charge to the school!	Every Staff member photographed can claim their free digital image on Shutterfly.	\$15 Per Image		
Group & Candid Images – Digital Access No charge to the school!	Each school will receive complimentary access to group and candid images that can be used for the yearbook.	\$100 Per School		
Yearbook Images – Digital Access No charge to the school!	Formatted images will be provided for school yearbook production, ensuring optimal image quality.	\$75 Per School		
Senior Wall Composites No charge to the school!	A Senior Wall Composite can be provided at no cost consisting of the entire senior class.	\$300 Each *Approx. 1 will be Provided per High School		
Principal's Album No charge to the school!	The Principal's Album contains class group or class composite images of the school classrooms for the Principal's reference.	\$35 Each		
Class Pictures No charge to the school!	We will provide one complimentary 8 X 10 class picture for each teacher at no additional cost.	\$12 Each		
ESTIMATED ANNUAL VALUE OF PO *Should they choose to utilize all services outli	OTENTIAL SAVINGS FOR YOUR SCHOOLS ined above. This number is subject to change.	\$28,704		

*Estimates are Based on the Following Information

23 School Buildings | 12,000 Students | 1,200 School Staff Members



COMPLIMENTARY PRODUCTS& SERVICES FOR FAMILIES

Product/Service	Description	Retail Value		
Shutterfly Photo Storage *No Additional Charge!	When families purchase qualified packages on mylifetouch.com, their digital images will be stored on Shutterfly for no additional cost and can be downloaded.	\$12 Per Family *Per Year		
SmileSafe Child Safety Cards *No Additional Charge!	Two (2) <i>complimentary</i> SmileSafe cards will be provided to each student photographed, regardless of purchase.			
SmileSafe Child Safety Card *Digital Download *No Additional Charge!	\$2 Per Download			
Lifetouch Rewards Program *Includes Free Shutterfly Gift!	Families who order online can enroll to receive a free Shutterfly gift valued at \$29.99 or more upon enrollment. Families will then receive ongoing discounts as they make more purchases. \$29.99 for enrolling in the program + 10% Discounts. Estimated Per Year	\$29.99+ Per Order		
Parent Volunteer Packages *No Additional Charge!	Parent volunteers will receive a <i>complimentary</i> picture package to reward parents who offer to assist our photographers on Picture Day. *Value may vary	\$14.99 Per Package *Approx. 2 Packages will be Provided per school		
ID Cards *No Additional Charge!	entities of the control of the companies			
	POTENTIAL SAVINGS FOR YOUR FAMILIES outlined above. This number is subject to change.	\$630,690		

*Estimates are Based on the Following Information

23 School Buildings | 12,000 Students | 1,200 School Staff Members

*Values have been projected with the assumption that all families will take advantage of each offer listed. Local online participation rate may cause these numbers to fluctuate.



REVENUE SHARING PATHWAYS | COMMISSIONS

Most photo companies offer only one way to earn commission from school picture packages. With Lifetouch, you have multiple opportunities to supplement revenue in your schools.

Our goal is to provide more opportunity to your schools.

Path A

Portrait Commission*

- Fall 30% of Gross Net Dollar total at 45-days after picture day
- Spring 30% of Gross Net Dollar total at 45-days after picture day

*Gross Net Dollars are the total dollars of every product sold less taxes, not just packages sold.

Path B

Shutterfly Storefront

- 8% of total Shutterfly Sales by your families paid each month.
- Access to all Shutterfly products through each school's unique URL code.
- For more information on how Storefront works, please see page 19.

Shutterfly Gift with Purchase







Lifetouch. A New Photography Experience

Lifetouch is leading the photography industry in providing comprehensive photography session safety protocols. These protocols follow the guidelines and recommendations of the Center for Disease Control (CDC), U.S. Department of Health & Human Services (HHS), and Occupational Safety and Health Administration (OSHA) standards related to COVID-19.

Our new photography safety protocols include



CLEANING

Photographers are provided sanitizing wipes and spray to clean camera stations and equipment



SAFETY TRAINING

Lifetouch employees are required to complete comprehensive safety and cleaning protocol training



NO-CONTACT POSING & SOCIAL DISTANCING

Photographers are required to maintain six feet between themselves and subjects while being photographed



MASK

Photographers are required to wear masks during the entire photography session



PRE-SESSION HEALTH CHECK

Photographers are provided a thermometer for their daily self-health assessment before reporting to a photography event



CUSTOMIZED PLAN

Most importantly, we'll work with you to establish a plan that fits your needs

While photography sessions may look different this year, as a trusted partner, our goal remains the same; to ensure you receive this essential photography service and families can continue to capture life's memories.

Contact your Lifetouch Representative for more details.

Lifetouch.com

Mater & Side Stadiodh Lantonis L.I.

Request for Taxpayer Identification

Give Form to the requester. Do not

Departmen	nt of the Treasury	► Go to www.irs.gov/FormW9 for ins	structions and the late	st information.			se	nd to	the	IRS	3.
1	1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.										
	herwood Hold Business name/o	dings I, Inc.									
St	hutterfly Lifet	ouch LLC									
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. 4 Exemptions (codes apply only certain entities, not individuals; instructions on page 3):											
Individual/sole proprietor or Corporation Sometimes of single-member LLC Exempt payee code (if any)											
Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner of the LLC is already as indifferent code (if any) Exemption from FATCA reportion of the single-member LLC that is not disregarded from the owner for U.S. federal tax purpose. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.											
8 5	Other (see ins	, street, and apt. or suite no.) See instructions.		Requester's nam					OUISK	e rne c	7.5.)
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	O00 Viking D City, state, and Z										
	len Prairie, M	ber(s) here (optional)									
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Part I	Taynas	ver Identification Number (TIN)									_
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sident a	alien, sole propi	ietor, or disregarded entity, see the instructions for	Part I, later. For other		.	-		-			
tities, il V. later		er identification number (EIN). If you do not have a	number, see <i>How to ge</i>	1,00							\perp
		more than one name, see the instructions for line 1	Aloo ooo Mhat Mama	or and Employ	er iden	tificati	on ni	mher			7
		wester for guidelines on whose number to enter.	. Also see what warne a	and Employ	er iden	T	Office	anner	_	Т	4
				8 4	- 2	2 3	3	8 6	7	9	
Part II	Certific	eation									_
	nalties of perjur										
I am no Service	ot subject to ba e (IRS) that I am	this form is my correct taxpayer identification num ckup withholding because: (a) I am exempt from ba subject to backup withholding as a result of a failu ackup withholding; and	ckup withholding, or (b)	I have not been	notifie	ed by	the In	terna	l Rev me ti	enu nat I	e am
		other U.S. person (defined below); and									
		tered on this form (if any) indicating that I am exem		-							
ou have to equisition ther than	failed to report a n or abandonme	b. You must cross out item 2 above if you have been n ill interest and dividends on your tax return. For real es int of secured property, cancellation of debt, contribut idends, you are not required to sign the certification, t	state transactions, item 2 ions to an individual retire	does not apply. ement arrangem	For mo	rtgage A), and	inter gene	rest pa rally, j	aid, paym	ents	3
ign lere	Signature of U.S. person ►			Date ►							
	eral Instr		 Form 1099-DIV (div funds) 	ridends, includir	g thos	e fron	n sto	cks or	mut	ual	
ted.		the Internal Revenue Code unless otherwise	 Form 1099-MISC (various types of income, prizes, awards, or gross proceeds) 								
lated to	Form W-9 and	For the latest information about developments its instructions, such as legislation enacted for the www.irs.gov/FormW9.	 Form 1099-B (stock or mutual fund sales and certain other transactions by brokers) 								
		• • • • • • • • • • • • • • • • • • •	 Form 1099-S (proceeds from real estate transactions) 								
urpo	se of For	n	 Form 1099-K (mercent 	chant card and t	hird pa	arty ne	twor	k tran	sacti	ons)	
An individual or entity (Form W-9 requester) who is required to file an nformation return with the IRS must obtain your correct taxpayer dentification number (TIN) which may be your social security number SSN), individual taxpayer identification number (TTIN), adoption			 Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition) 						.),		
			Form 1099-C (canceled debt)								
axpayer identification number (ATIN), or employer identification number		 Form 1099-A (acqui 									
EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information eturns include, but are not limited to, the following.			Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.								
		t earned or paid)	If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.								
		Cat. No. 10231X					Form	W-9	(Rev.	10-2	201



CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY) 07/01/2021

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 right to the certificate helder in lieu of each provision.

certificate does not confer rights to the certificate holder in lieu of such	endorseme	nt(s).		
PRODUCER Aon Risk Services Central, Inc.	CONTACT NAME:			
Minneapolis MN Office	PHONE (A/C. No. Ext):	(866) 283-7122	FAX (AC. No.): (800) 363-03	105
5600 West 83rd Street 8200 Tower, Suite 1100	E-MAIL ADDRESS:			
Minneapolis MN 55437 USA		INSURER(S) AFFORDING COV	/ERAGE	NAIC #
INSURED	INSURER A:	Zurich American Ins Co		16535
Shutterfly LLC Shutterfly Lifetouch LLC	INSURER B:	American Zurich Ins Co		40142
11000 Viking Drive	INSURER C:	Navigators Insurance C	0	42307
Eden Prairie MN 55344 USA	INSURER D:			
	INSURER E:			

COVERAGES

CERTIFICATE NUMBER: 570088271429

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. NOT WITHSTANDING 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 HEREI IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

Limits shown are as requested.

INSR			LADDI	ISURE				Lilling 311	own are as requested
INSR LTR		TYPE OF INSURANCE	INSD	SUBR		(MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMIT	
Ι ^	X	COMMERCIAL GENERAL LIABILITY			GLO104083806	06/30/2021	06/30/2022	ENCH OCCOMMENCE	\$2,000,000
		CLAIMS-MADE X OCCUP						PREMISES (Ea occurrence)	\$500,000
		<u> </u>						MED EXP (Any one person)	\$5,000
								PERSONAL & ADV INJURY	\$2,000,000
		NLAGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	\$4,000,000
	Х	POLICY PRO-						PRODUCTS - COMP/OP AGG	\$4,000,000
		OTHER:							
A	AU	TOMOBILE LIABILITY			BAP 1040839-06	06/30/2021	06/30/2022	COMBINED SINGLE LIMIT (Ea accident)	\$2,000,000
	х	OTUA YAA						BODILY INJURY (Per person)	
	_	OWNED SCHEDULED AUTOS						BODILY INJURY (Per accident)	
	_	HIRED AUTOS NON-OWNED						PROPERTY DAMAGE	
	-	ONLY AUTOS ONLY						(Per accident)	
С	X	UMBRELLALIAB X OCCUR	_		CH21UMRZ026NVQN	06/30/2021	06/30/2022	EACH OCCURRENCE	\$10,000,000
		EXCESS LIAB CLAIMS-MADE						AGGREGATE	\$10,000,000
		DED RETENTION				-			
В		ORKERS COMPENSATION AND			WC104083606		06/30/2022	X PER STATUTE OTH-	
^	ΛN	V DOODDIETOR : DADTNED : EVECUTIVE			WC104083706	06/30/2021	06/30/2022	E.L. EACHACCIDENT	\$1,000,000
	(M	andatory in NH)	N/A					E.L. DISEASE-EA EMPLOYEE	\$1,000,000
	DE	es, describe under SCRIPTION OF OPERATIONS below						E.L. DISEASE-POLICY LIMIT	\$1,000,000
DESC	RIP	TION OF OPERATIONS / LOCATIONS / VEHICL	ES (AC	ORD 1	01, Additional Remarks Schedule, may	be attached if more	space is required	d)	
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CERTIFICATE HOLDER	CANCELLATION

Shutterfly LLC Shutterfly Lifetouch LLC 11000 Viking Drive Eden Prairie MN 55344 USA 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

Son Prish Services Central Inc.

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ACORD 25 (2016/03)

The ACORD name and logo are registered marks of ACORD

Lifetouch. A New Photography Experience

Lifetouch is leading the photography industry in providing comprehensive photography session safety protocols. These protocols follow the guidelines and recommendations of the Center for Disease Control (CDC), U.S. Department of Health & Human Services (HHS), and Occupational Safety and Health Administration (OSHA) standards related to COVID-19.

Our new photography safety protocols include



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Photographers are provided sanitizing wipes and spray to clean camera stations and equipment



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CUSTOMIZED PLAN

Most importantly, we'll work with you to establish a plan that fits your needs

While photography sessions may look different this year, as a trusted partner, our goal remains the same; to ensure you receive this essential photography service and families can continue to capture life's memories.

Contact your Lifetouch Representative for more details.

Lifetouch.com

(1964) 🛎 2008 Sentinde Librario 1.1

THANK YOU

We know your students and families are your number one priority. You're responsible for them from the first bell to the last.

As the leader in school photography and yearbooks, we take our role in capturing important memories for your students very seriously by making Picture Day extra special for students, and easy for you, all while giving families something to smile about.



CUSTOMER SERVICE

Lifetouch's support team is ready to assist with any requests or questions regarding your school pictures you or your families may have. We offer separate toll-free lines for parents and school administrators to best assist you.

EXTENDED HOURS

Parent Customer Service Number | 1-800-736-4753 7:00 am to 7:00 pm Monday-Friday | Saturday 8:00 am - 7:00 pm School Customer Service Number | Danielle Powell | 513-577-7593 8:00 am to 4:30 pm Monday-Friday