



Meniffee County Schools

RFP - Photography 26/27

Home Office

PO Box 3005

Durham, NC 27715

Phone: 800-326-9080

Fax: 919-309-2972

Local Office

Cheryl Anne Griffith, Territory Manager

859-583-5328

CherylAnne.Griffith@strawbridge.net

Response Submitted By:



**America's Most Trusted Family-Owned
School Photography Company Since 1923**

**MENIFEE COUNTY BOARD OF EDUCATION
PHOTOGRAPHY RFP
BID FORM**

In compliance with the RFP, and subject to all the conditions, thereof, the undersigned hereby certifies that all items and/or services included in this bid shall be in compliance with all requirements and technical specifications included in this RFP, except as noted below:

EXCEPTIONS:

Having carefully examined the instructions to bidders and the specifications, on the above referenced bid, the undersigned bidder proposes to furnish all labor, materials, equipment, tools, supplies, services, and temporary devices required to complete the work in accordance with the contract documents and any addenda listed below for the price stated herein.

Addenda None (Insert the addenda number(s) received or the word "none" if no addenda received.)

BID FORM INSTRUCTIONS

1. Vendors should include in the proposal information about products and services they provide either at no charge or at a cost, even if those products and services are not specifically stated in the specifications.
2. All bid prices **SHALL NOT** include school commissions. The district reserves the right to add commissions on the prices presented for fundraising activities.
3. Return all bid form pages. Leave Bid Form blank for service you do not wish to provide.

Company Strawbridge Studios, Inc.

Contact/Title Ken Strawbridge, CEO Local Representative: Cheryl Anne Griffith, Territory Manager

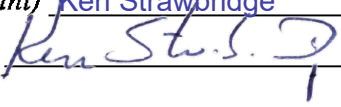
Street address P.O. Box 3005

City Durham State NC Zip 27715

Telephone 800-326-9080 ~~Fax~~ Local Representative: 859-583-5328

E-Mail Address / Payment Terms Neal.Lester@strawbridge.net / Due at time of order (no district billing)

Authorized Bidder's Name (print) Ken Strawbridge Date 06/02/2026

Authorized Bidder's Signature 

MENIFEE COUNTY BOARD OF EDUCATION

**PHOTOGRAPHY RFP
BID FORM**

PHOTOGRAPHY BID FORM

OPTION A – FALL/SPRING STUDENT PORTRAITS

<u>Package A</u>	<u>Package B</u>	<u>Package C</u>	<u>Package D</u>
2 – 3" x 5"	1 – 8" x 10"	1 – 8" x 10"	2 – 8" x 10"
4 – 2" x 3"	2 – 5" x 7"	2 – 5" x 7"	4 – 5" x 7"
		2 – 3" x 5"	4 – 3" x 5"
		8 – 2" x 3"	12 – 2" x 3"
\$ <u>5.00</u> /package	\$ <u>7.00</u> /package	\$ <u>10.00</u> /package	\$ <u>16.00</u> /package

Add-On Options

<u>Add-On</u>	<u>Pricing</u>
Name and year printed on all pictures	\$ <u>9.00</u> /per package
Basic Retouching (<i>removes blemishes</i>)	\$ <u>10.00</u> /per package
1 – 8" x 10"	\$ <u>5.00</u>
2 – 5" x 7"	\$ <u>5.00</u>
4 – 3" x 5"	\$ <u>5.00</u>
8 – 2" x 3"	\$ <u>5.00</u>
Digital File Download	\$ <u>10.00</u>

Class composite pictures – Class pictures shall list the school name, year and each class member in the order they appear, in the bottom portion of the picture.

<u>Size</u>	<u>Price</u>	<u>Size</u>	<u>Price</u>
5" x 7"	\$ <u>N/A</u> /each	8" x 10"	\$ <u>11.00</u> /each

REFERENCES FOR PHOTOGRAPHY

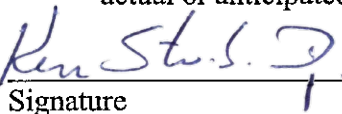
Bidders are instructed to complete the information in the space provided below. All requested information shall be completed in order to qualify your bid.

PHOTOGRAPY REFERENCES

NAME OF SCHOOL	<u>Boyle County Schools- 1661 Perryville Rd. Danville, KY 40422</u>
NAME OF ADVISOR	<u>Dana Lawhorn- Ph: 859-236-6634</u>
EMAIL ADDRESS	<u>dana.lawhorn@boyle.kyschools.us</u>
NAME OF SCHOOL	<u>Kenton County Schools- 2044 Tuscanyview Dr. Covington, KY 41017</u>
NAME OF ADVISOR	<u>Kelsey Perrin- Ph: 859-344-8888</u>
EMAIL ADDRESS	<u>kelsey.perrin@kenton.kyschools.us</u>
NAME OF SCHOOL	<u>Danville Independent School District- 115 E. Lexington Ave. Danville, KY 40422</u>
NAME OF ADVISOR	<u>Brittany Broach- Ph: 859-238-1300</u>
EMAIL ADDRESS	<u>brittany.broach@danville.kyschools.us</u>

CONFLICT OF INTEREST

1. It shall be a breach of ethical standards for any employee with procurement authority to participate directly in any proceeding or application; request for ruling or other determination; claim or controversy; or other particular matter pertaining to any contract, or subcontract, and any solicitation or proposal therefore, in which to his knowledge:
 - a) He, or any member of his immediate family has a financial interest therein; or
 - b) A business or organization in which he or any member of his immediate family has a financial interest as an officer, director, trustee, partner, or employee, is a party; or
 - c) Any other person, business, or organization with whom he or any member of his immediate family is negotiating or has an arrangement concerning prospective employment is a party. Direct or indirect participation shall include but not be limited to involvement through decision, approval, disapproval, recommendation, preparation of any part of a purchase request, influencing the content of any specification or purchase standard, rendering of advice, investigation, auditing, or any other advisory capacity.
2. It shall be a breach of ethical standards for any person to offer, give, or agree to give any employee or former employee, or for any employee or former employee to solicit, demand, accept, or agree to accept from another person, a gratuity or an offer of employment, in connection with any decision, approval, disapproval, recommendation, preparation of any part of a purchase request, influencing the content of any specification or purchase standard, rendering of advice, investigation, auditing, or in any other advisory capacity in any proceeding or application, request for ruling or other determination, claim or controversy, or other particular matter, pertaining to any contract or subcontract and any solicitation or proposal therefore.
3. It is a breach of ethical standards for any payment, gratuity, or offer of employment to be made by or on behalf of a subcontractor under a contract to the prime contractor or higher tier subcontractor or any person associated therewith, as an inducement for the award of a subcontract or order.
4. The prohibition against conflicts of interest and gratuities and kickbacks shall be conspicuously set forth in every local public agency written contract and solicitation, therefore.
5. It shall be a breach of ethical standards for any public employee or former employee knowingly to use confidential information for his actual or anticipated personal gain, or the actual or anticipated personal gain of any other person.


Signature

06/02/2026

Date

References: KRS 156. 480, OAG 80-32, Model Procurement Code 45A.455

NOTE: THIS CERTIFICATE MUST BE SIGNED AND ATTACHED TO THE BID FORM IN ORDER FOR YOUR BID TO BE QUALIFIED.

**MENIFEE COUNTY BOARD OF EDUCATION
PHOTOGRAPHY RFP**

**REQUIRED AFFIDAVIT FOR BIDDERS, OFFERORS AND CONTRACTORS CLAIMING
RESIDENT BIDDER STATUS**

FOR BIDS AND CONTRACTS IN GENERAL:

The bidder or offeror hereby swears and affirms under penalty of perjury that, in accordance with KRS 45A.494(2), the entity bidding is an individual, partnership, association, corporation, or other business entity that, on the date the contract is first advertised or announced as available for bidding:

1. Is authorized to transact business in the Commonwealth.
2. Has for one year prior to and through the date of advertisement
 - a. Filed Kentucky corporate income taxes.
 - b. Made payments to the Kentucky unemployment insurance fund established in KRS 341.49; and
 - c. Maintained a Kentucky workers' compensation policy in effect.

The BIDDING AGENCY reserves the right to request documentation supporting a bidder's claim of resident bidder status. Failure to provide such documentation upon request shall result in disqualification of the bidder or contract termination.

Ken Strawbridge
Signature

Ken Strawbridge
Printed Name

CEO
Title

06/02/2026
Date

Company Name Strawbridge Studios, Inc.

Address P.O. Box 3005
Durham, NC 27705

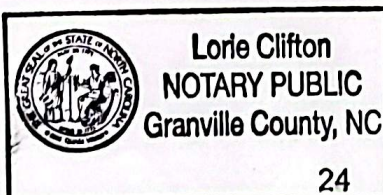
Subscribed and sworn to before me by

Ken Strawbridge, CEO
(Affiant) (Title)

of Strawbridge Studios, Inc. this 2 day of June, 2026.
(Company Name)

Lorie Clifton
Notary Public

[seal of notary]



My commission expires: 11/04/2029



STRASTU-01

CPERRY

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

2/16/2026

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

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

PRODUCER Business Insurers of the Carolinas LLC 501 Eastowne Dr Suite 250 Chapel Hill, NC 27514	CONTACT NAME: Crystal Perry PHONE (A/C, No, Ext): (919) 537-7218 FAX (A/C, No): (919) 968-8991 E-MAIL ADDRESS: cperry@business-insurers.com
INSURED Strawbridge Studios, Inc PO Box 3005 Durham, NC 27715-3005	INSURER(S) AFFORDING COVERAGE INSURER A : Sentinel Insurance Company NAIC # 11000 INSURER B : Technology Insurance Company Inc. 42376 INSURER C : Lloyds of London 112200 INSURER D : INSURER E : INSURER F :

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

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

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☒ PROJECT ☐ LOC OTHER:			22SBANV5350	7/1/2025	7/1/2026	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	☒ AUTOMOBILE LIABILITY ☒ ANY AUTO OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☒ HIRED AUTOS ONLY ☒ NON-OWNED AUTOS ONLY			22UECZI2815	7/1/2025	7/1/2026	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	☒ UMBRELLA LIAB ☒ OCCUR ☐ EXCESS LIAB ☐ CLAIMS-MADE DED ☒ RETENTION \$ 10,000			22SBANV5350	7/1/2025	7/1/2026	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N ☒ Y	N/A	TWC4733903	12/31/2025	12/31/2026	☒ PER STATUTE ☐ OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
C	E&O & Cyber			W24161250801	8/7/2025	8/7/2026	E&O & Cyber 1,000,000

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

CERTIFICATE HOLDER

CANCELLATION

INFORMATION ONLY

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

PHOTOGRAPHY CHECKLIST

All items listed below are due on or before the due date, **fully** completed per instructions in order to qualify the bid. Failure to do so may disqualify your bid.

Perceived Quality of Service Write-Up X

References X P. 22

Bid Form X P. 20-21 (*please return all Bid Form pages*)

Conflict of Interest X P. 23

Required Affidavit for Bidders, Offerors, and Contractors Claiming Resident Bidder Status X P. 24

Proof of Required Insurance X

A List of KY schools where similar services have been provided X

Samples Photographs and Marketing Materials X

A List of Additional Services and the Related Prices X

LETTER OF INTENT- EXECUTIVE SUMMARY

We are very excited to present our proposal and offering to Meniffee County Schools for **School Photography Services**. We are confident that Strawbridge Studios will meet all requirements outlined in this RFP and provide your schools, students and their families with quality products at a great value with outstanding customer service.

As a leader in the industry, we are committed to providing a safe, courteous, fun and efficient picture day experience to all our customers. Our business is built on a core set of values that guide our decision making and all interactions with our customers and staff: **1. Do what's right. 2. Do your best. 3. Treat others how you want to be treated.**

Strawbridge Studios is 100% family owned and operated. This is a tradition that we are proud of and do not plan to change. Since 1923, four generations of the Strawbridge family have led our organization with success. We have grown from a local company to now serving schools across 28 states which makes us the 3rd largest school photography company in the country. We are committed to continued development and implementation of new technology, custom marketing materials, and new innovative products and services for the customers we serve.

In this proposal, we will highlight our ability to exceed your expectations in a school portrait provider. We will outline the various programs we offer, our yearbook options, our qualifications, and the competitive pricing and complimentary services we offer.

Thank you for reviewing our proposal and for the opportunity to present our services. It is our hope that you will find Strawbridge Studios is a perfect match to serve your district.

Respectfully submitted,



Ken Strawbridge
Chief Executive Officer
PO Box 3005
Durham, NC 27715

Your Local Representative

Cheryl Anne Griffith

859-583-5328

CherylAnne.Griffith@strawbridge.net

PROPOSAL SUMMARY

Executive Summary

Strawbridge Studios, Inc. respectfully submits this proposal in response to the Menifee County Board of Education Photography RFP. Strawbridge is fully committed to meeting or exceeding all requirements outlined in the RFP and delivering high-quality photography services, secure data handling, efficient operations, and exceptional customer service.

Perceived Quality of Service (Service Model)

- **Implementation Strategy:** Strawbridge coordinates directly with each school to establish schedules, staffing, and communication timelines prior to picture day. Picture day plans are customized per campus.
- **Qualified Personnel:** Experienced Territory Manager and trained photography teams manage all operations and ensure consistency across all schools. Employee bios for our Kentucky-based service team are included in this proposal.
- **Marketing Tools:** Flyers, envelopes, posters, reminder materials, and digital notifications are provided at no cost to the district.
- **Account Maintenance:** Each school is supported by a dedicated local representative and customer service team.
- **Ordering & Payment Handling:** Secure online ordering and direct vendor payment processing ensures the district is not responsible for handling funds.
- **Delivery & Distribution:** Orders returned within 21 days, organized by teacher/class or shipped directly to homes.
- **Student Safety Program:** Student identification and optional safety card programs are available.

General Bid Requirements

Strawbridge has provided all required submission components including:

- List of Kentucky schools serviced in the past three (3) years
- Sample photographs (fall and spring) and marketing materials
- List of additional optional services and pricing

PROPOSAL SUMMARY

Tentative Annual Service Timeline

Our service model follows a structured yet flexible schedule designed to meet district and school-specific needs:

Pre-Planning: 6-8 weeks prior to picture dates

- Coordination with district and school administration to confirm calendar, logistics, and special requirements
- Collection and preparation of student data files
- Finalization of photography schedule and staffing plan

Pre-Picture Day Preparation: Approximately 3 weeks prior

- Delivery of marketing materials including flyers, posters, envelopes, and digital assets
- Distribution of online ordering information and communication tools for families
- Coordination with school staff on logistics and student flow

Picture Day Execution

- Arrival approximately 1.5 hours prior to start time for setup and coordination with school staff
- On-site management of photography workflow, including student check-in, barcoding, and image capture
- Flexible scheduling and multiple camera setups to accommodate school size and needs

Post-Picture Day Processing: Within 3 weeks following photography

- Image processing, quality control, and production
- Delivery of student packages to the school, organized per school preference (e.g., by homeroom or grade level)
- Distribution of proofs or “last chance to order” notifications for non-purchasing students

Ongoing Service and Support

- Retake days and make-up photography sessions as needed
- Support for yearbook image exports, ID cards, and administrative image needs
- Continuous customer service support for schools and families via phone, email, and online platforms

PROPOSAL SUMMARY

Successful Bidder Requirements Response

- Background Checks: All employees undergo criminal background and compliance screening prior to employment.
- Independent Transactions: Strawbridge manages all transactions directly with families and handles all payments.
- Money-Back Guarantee: 100% satisfaction guarantee with retakes or refunds.
- Confidentiality: All student data is securely handled and protected.
- Taxes: All applicable taxes are included and paid by Strawbridge.

Photography Bid Specifications

- Provide PreK-12 photography services: Strawbridge provides full-service photography for all grades including individuals and groups.
- Provide personnel, equipment, materials: Strawbridge provides all staffing and equipment required for execution.
- Photography during school day: Scheduled in coordination with each principal.
- Professional staff with ID: All staff are uniformed, professional, and wear identification badges.
- Customer service contact: Dedicated representative and centralized customer support provided.
- Sales audit reports: Detailed reporting including package sales, pricing, and commissions provided.
- Digital photography: All images captured using professional digital equipment.
- High-quality prints: Professional grade photo paper used.
- Background replacement: Digital backgrounds and custom cropping available.
- Online ordering platform: Secure online ordering system with payment processing available.
- Paper order option: Provided alongside online ordering.
- Yearbook access: Schools provided portal access to download images and data exports.
- Parent communication: Flyers, notifications, and ordering instructions provided.
- Fundraising disclosure: Printed materials include fundraising statement when applicable.
- Student posing standards: Students positioned consistently for yearbook suitability.
- Staff photos: Provided at no cost to district.
- Retake day: One retake day provided at no charge.
- 21-day turnaround: Orders delivered within required timeframe.
- Alphabetized packaging: Packages sorted by teacher and class.
- Digital imaging options: Full list of digital services available in proposal.
- Image licensing: District receives perpetual use rights as outlined.
- Group pictures: All group categories supported including classes, clubs, and teams.
- Infinite Campus delivery: Data files provided in required comma-delimited format.
- Service prints: Billfold prints provided as required.

PROPOSAL SUMMARY

General Contract & Compliance Requirements

- Insurance: Strawbridge carries all required liability and workers compensation coverage.
- Non-discrimination: Strawbridge adheres to all equal opportunity employment requirements.
- FERPA Compliance: Student data is protected and not used for marketing purposes.
- Delivery obligations: All products delivered per district requirements.
- Sample submission: Samples will be provided as required for evaluation.
- Affidavit and forms: All required forms will be completed and submitted.
- Firm pricing: Pricing remains firm for contract duration.
- Contract compliance: Strawbridge agrees to all contractual conditions and provisions.
- Termination terms: Strawbridge acknowledges district termination rights.
- Background verification compliance: All staff meet criminal history requirements.
- Data security: Secure file transfer and protected data systems utilized.

Delivery and Distribution

Orders are delivered within 21 days of picture day. Packages are grouped by teacher and class or shipped directly to homes. Digital files and Infinite Campus exports are delivered securely per district specifications.

CUSTOMER SERVICE

Strawbridge Studios approaches Customer Service with a customer first mentality. We want to ensure the schools and their families are 100% satisfied beginning with picture day all the way through the delivery of their order when working with Strawbridge Studios. We offer multiple layers of support.



Your Local Representative – Cheryl Anne Griffith

We want to be sure our schools have the support they need when conducting picture day and distributing the packages and service items. School administration and support staff will be provided with your representative's cell phone and email address for quick access to information or assistance at any time. If your local representative is unavailable, they will respond to inquiries within 24 hours of initial contact.

- | Your representative will provide your school with outstanding care and service. They will make sure the picture day runs flawlessly and that the teacher and student experience is fun and stress free.
- | Our local representatives also have a dedicated support team to assist them with any needs reported by our schools to get an efficient resolution to their requests.

Our Customer Service Department

Our customer service department can be reached via live chat, phone or email. Our Live Chat feature allows customers to interact with a live representative via our website. Our phone, email and chat support are available Monday - Friday from 8:00 a.m. – 7:00 p.m. (EST) during peak season. We also have bilingual representatives for our Spanish speaking customers.

- | Customer satisfaction is of the utmost importance at Strawbridge Studios. Every product we produce has a 100% satisfaction guarantee. No questions asked. If a student or parent is not satisfied, they can have their photo retaken on make-up day or return the package for a full refund.



Contact Us:

Customer Service Department

(866) 624-6229

cservice@strawbridge.net

Yearbook Support

(800) 889-6092

ybsupport@strawbridge.net

www.strawbridge.net

YOUR LOCAL REPRESENTATIVE

Cheryl will be your main contact for planning and executing photography dates, questions, and other concerns a school may have.



Cheryl Anne Griffith

Territory Manager and Sales Professional

859-583-5328

CherylAnne.Griffith@strawbridge.net

Cheryl represents Strawbridge Studios, Inc. as a Territory Manager for Southern Kentucky. She has been with our company for fifteen years, performing all types of school photography. Her role as Territory Manager is to manage sales, customer service and photography.

Cheryl has a team of talented and professional photographers that live close by in neighboring counties. All are experienced photographers with excellent communication and organizational skills. Her team's photography background includes: fall underclass, spring portraits, classroom group portraits, senior portraits, sports photography, panoramic photography, day care photography, clubs and organization candid photography for yearbook, prom and dance photography, and family portraits.

"I love having a job that allows me to make people smile every day!"

-Cheryl

YOUR LOCAL SUPPORT TEAM

The following personnel will support Cheryl in providing your schools with an outstanding Strawbridge experience. Our personnel will ensure you have a wonderful Strawbridge experience.

Account Managers



Carrie Young
Operations Manager
859-324-2544

Carrie.Young@strawbridge.net



Lacey Griffith
Sales Manager
859-324-2596

Lacey.Griffith@strawbridge.net



Kelly Coan
Yearbook Representative
919-939-6908

Kelly.Coan@strawbridge.net

Our Customer Service Department

Our centralized customer service department can be reached via live chat, phone or email. Our Live Chat feature allows customers to interact with a live representative via our website. Our phone, email and chat support are available Monday - Friday from 8:00 a.m. – 7:00 p.m. (EST) during peak season. We also have bilingual representatives for our Spanish speaking customers.

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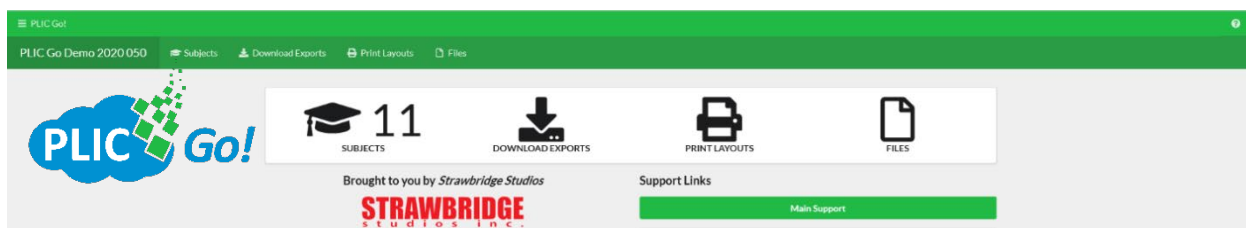
ybsupport@strawbridge.net

As a reminder, all Strawbridge employees have a complete background check performed before they are hired to ensure we hire the best people to represent our company, schools and customers. We use ADP screening agency to run all background checks on the employees we hire. Databases searched are Criminal Records, Verification Tools, Motor Vehicle Records, and Sex Offender Registry. In addition, we will comply and perform any other screening the state or district requires. We guarantee all employees will conduct themselves in a responsible, courteous and professional manner.

SCHOOL PORTAL by PLIC-GO

Online Exports with School Portal!

We continue to invest in technology to improve our picture day and production processes in the lab, in the field, and at our schools to ensure our partners receive their services quickly and securely. The schools and district will have access to our online portal, School Portal, a cloud and web based program that allows the user to modify and run their own exports at their convenience. Before images are posted to PlicGo, they are properly formatted to meet the requirements for all yearbook and school data management software.

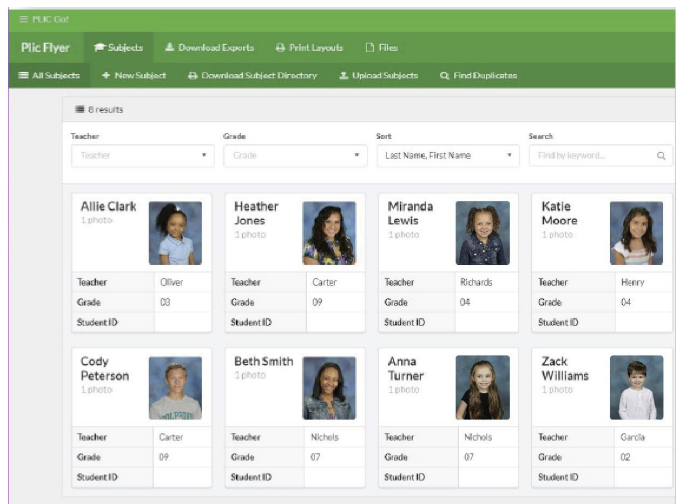


School Portal provides schools with these important services:

Student Information Management – Ability to update and modify data before running any exports

Download Exports – You have access to a variety of standard exports for your onsite school databases. You will also have the ability to create custom exports for special projects. All images exported for the yearbook and school software are properly formatted to meet requirements.

Print Items – Your school administration can print their own ID Cards, Student Directories, Record Prints, and Award Certificates. A huge time saver for the staff at your school.



Strawbridge will work closely with each school's technology department to provide any support services required and will meet any guidelines necessary. We will also provide any technical support needed on the use of our platforms if required.

COMPLIMENTARY STUDENT ID CARDS

Child Safety Card Program

The safety of the students we photograph is of the utmost importance to Strawbridge Studios, Inc. We are proud to offer our **Student Safety Identification Program** to all students as a means to helping locate missing children. Each student in your district photographed on Fall picture day will receive two Student Safety Identification Cards within 2-3 weeks of being photographed. Each card contains the child's name and image, the school year, the name of the school they attend, as well as instructions for contacting local authorities and the National Center for Missing and Exploited Children.

No time in the life of a parent could be more traumatic than when a child is missing. When an event like this happens, time is of the essence. By offering this service at no charge, Strawbridge Studios is able to save parents and authorities precious time by already having provided a quality image that can be easily reproduced and circulated. We are available and proud to work with any law enforcement agency involved in the search for missing children.



STUDENT SAFETY IDENTIFICATION CARD

STRAWBRIDGE STUDIOS

NAME _____

AGE _____ HEIGHT _____ WEIGHT _____

HAIR COLOR _____ EYE COLOR _____

LEGAL GUARDIAN CONTACT _____

IF YOUR CHILD IS MISSING, CALL 911 OR 1-800-843-5678.

MISSING CHILD

ID Cards

Schools requiring ID cards will be provided complimentary ID cards for all students, faculty and staff. ID cards will be printed at our production facility and returned to the school approximately three weeks after the picture day. We can provide temporary ID cards if needed before that time.

If a replacement ID is needed, you can inform your representative and they will instruct our lab to reprint the ID at no charge. Also, ID cards can be printed from our online portal, PlicGo.



DATA, IMAGE & FINANCIAL SECURITY

Student Data

Strawbridge Studios will not, for any reason, sell or share data to a third party or use student data in any way other than to enable us to meet our commitment to the district to provide student portraits and digital service items. All data transfers will occur through a secure transfer system provided by Strawbridge Studios, Inc. Images attached to data will be transferred using Microsoft Azure or Files Anywhere (using SOC-2 Certified Datacenters). In some cases, Data Anywhere links are provided to allow secure access to an internal location for file transfer. This link is posted to a secure server and resides on our firewalls. Our security certificates and firewall settings are tested and updated three times a year.



Credit Card Payments

Strawbridge Studios, Inc. has been certified as 100% PCI compliant with the new 12 Data Security Standards (DSS), according to the Security Standards Council. We have completed the assessment and practice these procedures to ensure all data is safe, secure and protected. We are partnered with Stripe.com for secure transaction purposes. Credit card information is accepted over the phone or through our secure website.



Online and Image Protection

Any images provided to the customer via online sales are posted on our secure website with all certifications up to date and password protected. Passwords are generated randomly on an individual basis. Passwords are only shared with the parents and the school.



Sports Groups and Candid Photography

Sports Groups and Candid Photos are transferred to Strawbridge Studios through FilesAnywhere or Microsoft Azure (SOC-2 Certified Datacenters), and we share completed images back to the schools through three possible methods – Files Anywhere Links, Data Anywhere Secure Links, or Dropbox in some cases.



General Information

Strawbridge Studios uses Tego and Cisco for all of our technology needs. We keep our ESET Antivirus up to date on all machines in our operation and have the latest Firewall technology in our lab to keep our images and data secure. All data transfers between the lab and photographer are done through secure links made via Data Anywhere, Files Anywhere, or through our Microsoft Azure accounts. Our SFTP server can be used in conjunction with county data managers if additional security is required by the administration. We backup all of our images on a daily basis using a Rubrik cloud storage backup system, and any information stored on the cloud is stored on Amazon's (AWS) secure servers. Our online ordering system's security certificates are up to date and password encrypted, so no one can access information through our website.



METHOD OF SALE OPTIONS

Prepay - In our prepay program, all students will receive a flyer/envelope which lists the different packages offered and prices. Parents can mark their selection and enclose their payment in the envelope and return to the school on picture day. Orders can also be placed online before and after picture day on our secure SSL website eliminating the need for parents to send money on picture day. Parents can contact our Customer Service team for assistance with ordering if needed.

Any student that does not prepay for portraits will receive a “Last Chance to Order” notice when initial orders are delivered to the school. This notice will include a proof of the image taken and a unique access code for that student to access their individual ordering gallery on our online site. This provides an ordering option for parents who wish to see a proof of their image before ordering or who missed ordering before picture day. In our prepay program, all orders placed once the image has been posted online will be individually processed and mailed directly to the home.

Proof – In a proof sale, each student will receive a flyer/envelope with the image taken, packages and pricing approximately three weeks after the picture day. Parents indicate their package selection and enclose payment and return to the school. Our representative will schedule a date/time with the school to return to pick up any orders for processing. Parents can also order online after picture day using our secure SSL website or they may call our customer service department to place an order. Once any/all envelope orders are returned to Strawbridge Studios during the 3 week sale window, all envelope orders and online orders are processed and shipped to the school. Any orders placed after the 3 week ordering window will be processed and mailed directly to the home.

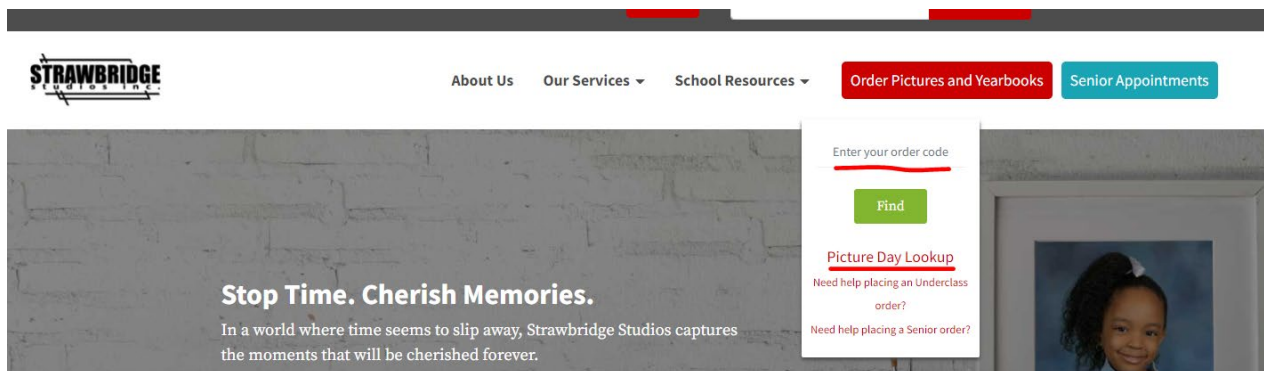
Speculation – A speculation sale is typically used for our spring program, but we do offer it in the fall as well. We have found this method to be very successful. We print a package for every student with a set number of prints in various sizes and send these packages to the school to be sent home.

Parents may purchase the entire package, or any part thereof, depending upon their needs along with a remittance envelope with the payment for those sheets. They can return any unwanted sheets or the entire package if they do not wish to purchase. Parents can also order online using our secure SSL website to make payment as well. Any unwanted sheets returned to Strawbridge Studios are securely recycled to reduce waste.

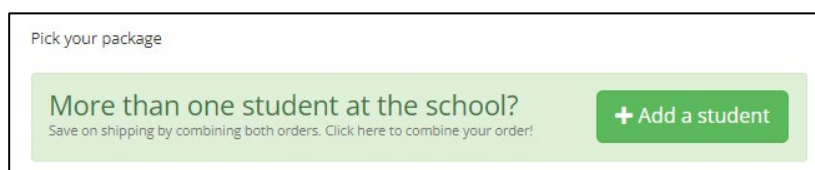
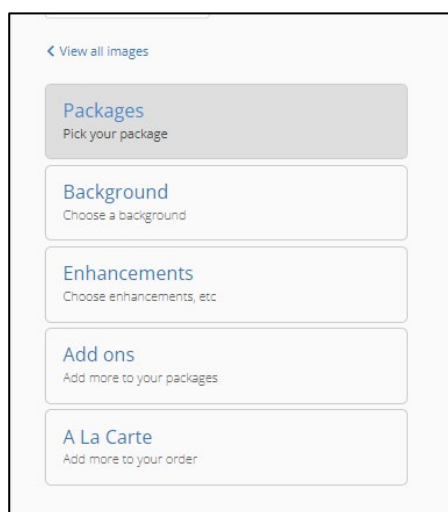
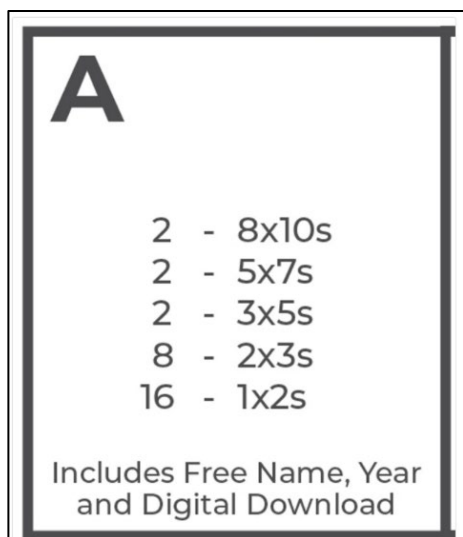
For more information on online ordering, please see the section below.

ONLINE SALES & ORDERING

The Strawbridge Studios website offers online ordering and online proofing for picture day images. A unique picture day access code is printed on the order forms/envelopes that are sent to the school for distribution before picture day in our prepay sale. For our proof and speculation programs, a unique access code is provided after picture day for each student photographed. This code can then be entered on our website, under the Order Pictures and Yearbooks button, for parents to place their orders.



Our online ordering site is user friendly, outlines easy to understand package content, and has useful features like multi-child ordering for students within the same school and an easy to navigate menu bar to walk our customers through the available package, a la carte, and enhancement options.



ONLINE SALES & ORDERING (CONT.)

Once a purchase is made online the order is submitted directly to our production team and fulfilled in the allotted amount of time per product. Online ordering is strongly encouraged as orders are more easily fulfilled when all necessary information is captured at the time of order.

Once an order is complete, an email receipt will be sent to the email address entered into the order at checkout. This receipt will include the details of the order and the order number for future reference. If a student doesn't have an order form at the time of picture day, parents can still visit our website, access Picture Day Lookup under Order Pictures and Yearbooks, and complete the step by step information to locate their school access code to order a package. They can also contact our Customer Service department for assistance looking up their online ordering code.

SSI TEST ACCOUNT

Client ID:	131
Session:	Spring Pictures 2-1-2022
Session ID:	371674
Order #:	022-120-700BP
Name:	
Email:	
Date ordered:	January 20, 2022 at 3:45:57 PM
Total order value:	\$0.00

SUBJECT INFORMATION

CONCLUSION

Thank you for allowing us this opportunity to present our products and services. We understand that you have a choice in deciding upon a vendor to service your photography needs. It is our hope that you are impressed with our proposal. We welcome the opportunity to meet with you to discuss our proposal in detail and answer any questions you may have.

It is our commitment to quality and values that has made us one of the leaders in the school photographic industry. We assure you we will provide outstanding care, value and quality to the students, parents, and staff of Menifee County Schools. Thank you for your time.

The Strawbridge Family

Enclosures-The following pages provide additional information about programs and offerings available to our school partners. These materials are included for reference and may be reviewed at your convenience.

-End of Proposal-

Strawbridge Studios Kentucky Accounts

School Name	Status	Type	County
Adair County High School	Active	High School	Adair
Adair County Middle School	Active	Middle	Adair
Adair County Primary Center	Active	Elementary	Adair
Adair County Elementary	Active	Elementary	Adair
Anderson County High School	Active	High School	Anderson
Anderson County Middle School	Active	Middle	Anderson
Emma B Ward Elementary School	Active	Elementary	Anderson
Ezra Sparrow Early Childhood Center	Active	Elementary	Anderson
Robert B Turner Elementary School	Active	Elementary	Anderson
Saffell Street Elementary School	Active	Elementary	Anderson
Caverna Elementary School	Active	Elementary	Barren
Crossroads Elementary School	Active	Elementary	Bath
Owingsville Elementary School	Active	Elementary	Bath
Bath County Middle School	Active	Middle	Bath
Bath County High School	Active	High School	Bath
Page School Center	Active	Elementary	Bell
Bell Central School Center	Active	Elementary	Bell
Frakes School Center	Active	Elementary	Bell
Lone Jack School	Active	Public Multigrade	Bell
Yellow Creek School Center	Active	Public Multigrade	Bell
Bell County High School	Active	High School	Bell
St Paul School	Active	Private Multigrade	Boone
Gray Middle School	Active	Middle	Boone
Ballyshannon Middle School	Active	Middle	Boone
Boone County Head Start	Active	Day Care	Boone
Paris Elementary School	Active	Elementary	Bourbon
Bourbon County High School	Active	High School	Bourbon
Bourbon Central Elem School	Active	Elementary	Bourbon
Bourbon County Middle School	Active	Middle	Bourbon
Cane Ridge Elementary School	Active	Elementary	Bourbon
North Middletown Elem School	Active	Elementary	Bourbon
Bourbon County Preschool	Active	Day Care	Bourbon
Bourbon Co Board of Education	Active	School Admin	Bourbon
Bourbon Christian Academy	Active	Private Multigrade	Bourbon
Fairview Elementary	Active	Elementary	Boyd
Fairview High School	Active	High School	Boyd
Boyle County High School	Active	High School	Boyle
Perryville Elementary School	Active	Elementary	Boyle
Junction City Elementary School	Active	Elementary	Boyle
Boyle County Middle School	Active	Middle	Boyle
Woodlawn Elementary School	Active	Elementary	Boyle
Mary G Hogsett Primary	Active	Elementary	Boyle
Edna L Toliver Intermediate School	Active	Elementary	Boyle
Danville High School	Active	High School	Boyle
John W Bate Middle School	Active	Middle	Boyle
Bracken County High School	Active	High School	Bracken
St Catherine of Siena School	Active	Public Multigrade	Campbell
St Joseph Camp Springs Preschool	Active	Day Care	Campbell
Newport Head Start	Active	Day Care	Campbell
Cadence Academy Preschool Highland Heights	Active	Elementary	Campbell

Strawbridge Studios Kentucky Accounts

School Name	Status	Type	County
Carroll County High School	Active	High School	Carroll
Grace Bible Academy	Active	Private Multigrade	Clark
Clark County Preschool	Active	Elementary	Clark
Clinton County Early Childhood Center	Active	Elementary	Clinton
Albany Elementary	Active	Elementary	Clinton
Clinton County High School Crittenden	Active	High School	Clinton
County Elementary School Garden	Active	Elementary	Crittenden
Springs Elem School Northern	Active	Elementary	Fayette
Elementary School Southern	Active	Elementary	Fayette
Elementary School	Active	Elementary	Fayette
Yates Elementary School	Active	Elementary	Fayette
Deep Springs Elementary School	Active	Elementary	Fayette
Julius Marks Elementary School	Active	Elementary	Fayette
Lexington Middle School	Active	Middle	Fayette
The Visual and Performing Arts Academy at Harrison Elementary	Active	Elementary	Fayette
Leestown Middle School	Active	Middle	Fayette
Crawford Middle School	Active	Middle	Fayette
Booker T Washington Elementary School	Active	Elementary	Fayette
Lansdowne Elementary School	Active	Elementary	Fayette
Russell Cave Elementary School	Active	Elementary	Fayette
The Learning Center	Active	Elementary	Fayette
Carter G Woodson Academy	Active	Middle	Fayette
Fayette County Preschool Center	Active	Elementary	Fayette
Southern Middle School	Active	Middle	Fayette
Success Academy	Active	High School	Fayette
Family Care Center	Active	Private Multigrade	Fayette
The Stables	Active	Private Multigrade	Fayette
Cardinal Valley Elementary School	Active	Elementary	Fayette
Christian Home Educators of the Bluegrass	Active	Private Multigrade	Franklin
Paint Lick Elementary School	Active	Elementary	Garrard
Bluegrass Home School Academy	Active	Private Multigrade	Garrard
Crittenden Mt Zion Elementary School	Active	Elementary	Grant
Sherman Elementary	Active	Elementary	Grant
Green County Intermediate	Active	Elementary	Green
Green County Primary	Active	Elementary	Green
Green County High	Active	High School	Green
Green County Middle School	Active	Middle	Green
North Park Elementary School	Active	Elementary	Hardin
Woodland Elementary School	Active	Elementary	Hardin
G C Burkhead Elementary School	Active	Elementary	Hardin
Creekside Elementary School	Active	Elementary	Hardin
West Hardin Middle School	Active	Middle	Hardin
Lincoln Trail Elementary School	Active	Elementary	Hardin
Rineyville Elementary School	Active	Elementary	Hardin
Lakewood Elementary School	Active	Elementary	Hardin
Radcliff Elementary School	Active	Elementary	Hardin
Vine Grove Elementary	Active	Elementary	Hardin
Bluegrass Middle School	Active	Middle	Hardin
North Middle School	Active	Middle	Hardin
New Highland Elementary	Active	Elementary	Hardin
Caverna Middle-High School	Active	High School	Hart

Strawbridge Studios Kentucky Accounts

School Name	Status	Type	County
Memorial Elementary School	Active	Elementary	Hart
Bonnieville Elementary School	Active	Elementary	Hart
LeGrande Elementary School	Active	Elementary	Hart
Henry County High School	Active	High School	Henry
Henry County Middle School	Active	Middle	Henry
Henry County Early Childhood Center	Active	Day Care	Henry
New Castle Elementary School Campbellsburg	Active	Elementary	Henry
Elementary School	Active	Elementary	Henry
Eastern Elementary School	Active	Elementary	Henry
Jackson County High School	Active	High School	Jackson
Tyner Elementary School	Active	Elementary	Jackson
Jackson County Middle School	Active	Middle	Jackson
McKee Elementary School	Active	Elementary	Jackson
Sand Gap Elementary School	Active	Elementary	Jackson
Jackson County Central Office	Active	School Admin	Jackson
Annnville Christian Academy	Active	Private Multigrade	Jackson
Western High School	Active	High School	Jefferson
East Jessamine High School	Active	High School	Jessamine
East Jessamine Middle School	Active	Middle	Jessamine
Hattie C Warner Elementary School	Active	Elementary	Jessamine
West Jessamine High School	Active	High School	Jessamine
Wilmore Elementary School	Active	Elementary	Jessamine
Nicholasville Elementary School	Active	Elementary	Jessamine
West Jessamine Middle School	Active	Middle	Jessamine
Providence School	Active	Middle	Jessamine
Christian Homeschool of the Commonwealth	Active	Private Multigrade	Jessamine
Bluegrass United	Active	Public Multigrade	Jessamine
Tabernacle Christian Academy	Active	Private Multigrade	Jessamine
Dixie Heights High School	Active	High School	Kenton
Scott High School	Active	High School	Kenton
Simon Kenton High School	Active	High School	Kenton
Turkey Foot Middle School	Active	Middle	Kenton
Twenhofel Middle School	Active	Middle	Kenton
Woodland Middle School	Active	Middle	Kenton
Beechgrove Elementary School	Active	Elementary	Kenton
Caywood Elementary School	Active	Elementary	Kenton
Ft Wright Elementary School	Active	Elementary	Kenton
R C Hinsdale Elementary School	Active	Elementary	Kenton
Kenton Elementary School	Active	Elementary	Kenton
Piner Elementary School	Active	Elementary	Kenton
River Ridge Elementary School	Active	Elementary	Kenton
Ryland Heights Elementary School	Active	Elementary	Kenton
Taylor Mill Elementary School	Active	Elementary	Kenton
Whites Tower Elementary School	Active	Elementary	Kenton
St Barbara Church	Active	Church	Kenton
Community Christian Preschool	Active	Private Multigrade	Kenton
AJ Lindeman Elementary	Active	Elementary	Kenton
Summit View Academy	Active	Public Multigrade	Kenton
Miles Elementary School	Active	Elementary	Kenton
Ignite Institute	Active	High School	Kenton
Elsmere PreSchool	Active	Day Care	Kenton

Strawbridge Studios Kentucky Accounts

School Name	Status	Type	County
Dorothy Howell Elementary School	Active	Elementary	Kenton
Prince of Peace School	Active	Private Multigrade	Kenton
Cadence Academy Preschool Taylor Mill	Active	Elementary	Kenton
Kenton County Board of Education	Active	Non School	Kenton
St Cecilia School	Active	Private Multigrade	Kenton
Gateway Community and Technical College	Active	College/Univ.	Kenton
Christs Chapel Academy	Active	Private Multigrade	Kenton
Youthland Academy	Active	Day Care	Kenton
Jesse D Lay Elementary School	Active	Elementary	Knox
Girdler Elementary School	Active	Elementary	Knox
Hodgenville Elementary School	Active	Elementary	Larue
Bush Elementary School	Active	Elementary	Laurel
Camp Ground Elementary School	Active	Elementary	Laurel
Cold Hill Elementary School	Active	Elementary	Laurel
Colony Elementary School	Active	Elementary	Laurel
Hunter Hills Elementary School	Active	Elementary	Laurel
Johnson Elementary School	Active	Elementary	Laurel
Keavy Elementary School	Active	Elementary	Laurel
London Elementary School	Active	Elementary	Laurel
McDaniel Learning Center	Active	Public Multigrade	Laurel
North Laurel High School	Active	High School	Laurel
North Laurel Middle School	Active	Middle High	Laurel
South Laurel High School	Active	School	Laurel
South Laurel Middle School	Active	Middle	Laurel
Sublimity Elementary School	Active	Elementary	Laurel
Wyan-Pine Grove Elementary School	Active	Elementary	Laurel
Crab Orchard Elementary School	Active	Elementary	Lincoln
Lincoln County Early Childhood	Active	Day Care	Lincoln
Highland Elementary School	Active	Elementary	Lincoln
Hustonville Elementary School	Active	Elementary	Lincoln
Stanford Elementary School	Active	Elementary	Lincoln
Waynesburg Elementary School	Active	Elementary	Lincoln
Berea Community Elementary School	Active	Elementary	Madison
Berea Community Middle-High School	Active	High School	Madison
Boonesborough Elementary School	Active	Elementary	Madison
B Michael Caudill Middle School	Active	Middle	Madison
Daniel Boone Elementary School	Active	Elementary	Madison
Clark Moores Middle School	Active	Middle	Madison
Farristown Middle School	Active	Middle	Madison
Glenn Marshall Elementary School	Active	Elementary	Madison
Kingston Elementary School	Active	Elementary	Madison
Foley Middle School	Active	Middle	Madison
Kirksville Elementary School	Active	Elementary	Madison
Kit Carson Elementary School	Active	Elementary	Madison
Madison Kindergarten Academy	Active	Elementary	Madison
Madison Middle School	Active	Middle	Madison
Waco Elementary School	Active	Elementary	Madison
White Hall Elementary School	Active	Elementary	Madison
Silver Creek Elementary School	Active	Elementary	Madison
Shannon Johnson Elementary School	Active	Elementary	Madison
Madison Southern High School	Active	High School	Madison

Strawbridge Studios Kentucky Accounts

School Name	Status	Type	County
Salyersville Grade School	Active	Elementary	Magoffin
Marion County High School	Active	High School	Marion
Calvary Elementary School	Active	Elementary	Marion
Glasscock Elementary School	Active	Elementary	Marion
Lebanon Elementary School	Active	Elementary	Marion
Lebanon Middle School	Active	Public Multigrade	Marion
Marion County Middle School	Active	Middle	Marion
West Marion Elementary School	Active	Elementary	Marion
Hugh C Spalding Academy	Active	Tech/Vocational	Marion
Marion County Board of Education	Active	Non School	Marion
McCreary Central High School	Active	High School	McCreary
Pine Knot Primary	Active	Elementary	McCreary
Pine Knot Intermediate School	Active	Elementary	McCreary
Whitley City Elementary School	Active	Elementary	McCreary
McCreary County Middle School	Active	Middle	McCreary
Burgin Independent School	Active	Public Multigrade	Mercer
Mt Sterling Elementary School	Active	Elementary	Montgomery
Camargo Elementary School	Active	Elementary	Montgomery
Northview Elementary School	Active	Elementary	Montgomery
East Valley Elementary School	Active	Elementary	Morgan
Ezel Elementary School	Active	Elementary	Morgan
Morgan Central Elementary School	Active	Elementary	Morgan
Morgan County High School	Active	High School	Morgan
Morgan County Middle School	Active	Middle	Morgan
Wrigley Elementary School	Active	Elementary	Morgan
Morgan County Board of Education	Active	Non School	Morgan
Bloomfield Elementary School	Active	Elementary	Nelson
Bloomfield Middle School	Active	Middle	Nelson
The New Haven School	Active	Public Multigrade	Nelson
Foster Heights Elementary	Active	Elementary	Nelson
Old Kentucky Home Middle School	Active	Middle	Nelson
Nicholas Co High Middle School	Active	High School	Nicholas
Bowling Middle School	Active	Middle	Owen
Owen County High School	Active	High School	Owen
Owen County Lower Elementary School	Active	Elementary	Owen
Owen County Upper Elementary School	Active	Elementary	Owen
Stanton Elementary	Active	Elementary	Powell
Clay City Elementary	Active	Elementary	Powell
Southwestern High School	Active	High School	Pulaski
Pulaski County High School	Active	High School	Pulaski
Northern Middle School	Active	Middle	Pulaski
Nancy Elementary School	Active	Elementary	Pulaski
Oak Hill Elementary	Active	Elementary	Pulaski
Eubank Elementary	Active	Elementary	Pulaski
McBayer Elementary School	Active	Elementary	Rowan
Tilden Hogge Elem School	Active	Elementary	Rowan
Clearfield Elementary School	Active	Elementary	Rowan
Rowan Co Preschool Center	Active	Day Care	Rowan
Rodburn Elementary School	Active	Elementary	Rowan
Lakeside Christian Academy	Active	Private Multigrade	Rowan
Jamestown Elementary	Active	Elementary	Russell

Strawbridge Studios Kentucky Accounts

School Name	Status	Type	County
Salem Elementary School	Active	Elementary	Russell
Russell Springs Elementary School	Active	Elementary	Russell
Russell County High School	Active	High School	Russell
Russell County Middle School	Active	Middle	Russell
Northern Elementary School - Scott	Active	Elementary	Scott
Eastern Elementary School	Active	Elementary	Scott
Scott County Preschool	Active	Day Care	Scott
Anne Mason Elementary School	Active	Elementary	Scott
Spencer County High School	Active	High School	Spencer
Spencer County Middle School	Active	Middle	Spencer
Taylorsville Elementary School	Active	Elementary	Spencer
Taylor County High School	Active	High School	Taylor
Taylor County Primary School	Active	Elementary	Taylor
Taylor County Intermediate School	Active	Elementary	Taylor
Taylor County Middle School	Active	Middle	Taylor
Campbellsville High School	Active	High School	Taylor
Campbellsville Middle School	Active	Middle	Taylor
Campbellsville Elementary	Active	Elementary	Taylor
Milton Elementary	Active	Elementary	Trimble
Bell Elementary	Active	Elementary	Wayne
Monticello Elementary	Active	Elementary	Wayne
Wayne County Middle School	Active	Middle	Wayne
Walker Early Learning Center	Active	Elementary	Wayne
Boston Elementary School	Active	Elementary	Whitley
Oak Grove Elementary School	Active	Elementary	Whitley
Pleasant View Elementary School	Active	Elementary	Whitley
Whitley Central Intermediate School	Active	Elementary	Whitley
Whitley County Central Primary School	Active	Elementary	Whitley
Whitley County East Elementary School	Active	Elementary	Whitley
Whitley County High School	Active	High School	Whitley
Whitley County Middle School	Active	Middle	Whitley
Whitley County North Elementary School	Active	Elementary	Whitley
Rogers Elementary School	Active	Elementary	Wolfe
Campton Elementary School	Active	Elementary	Wolfe
Northside Elementary School	Active	Elementary	Woodford
Simmons Elementary School	Active	Elementary	Woodford
Southside Elementary School - Woodford	Active	Elementary	Woodford
Woodford Co Middle School	Active	Middle	Woodford
Woodford Co High School	Active	High School	Woodford
Safe Harbor Academy	Active	Public Multigrade	Woodford

CHOOSE YOUR PRICE!

FALL PICTURES

In addition to the package structure provided in the bid form, Strawbridge Studios offers a 0% - 30% and 0% - 20% commission-based program for our Fall and Spring photography sessions. These programs are designed to provide increased flexibility, improved participation, and a simplified ordering experience for families.

This program fully meets the service and product requirements outlined in this RFP and is included for the District's consideration as a potential alternative to the package structure provided.

Package Contents	2 - 3x5 4 - 2x3	4 - 3x5 8 - 2x3	1 - 5x7 2 - 3x5 8 - 2x3	2 - 5x7 4 - 3x5 8 - 2x3	2 - 5x7 2 - 4x6 4 - 3x5 8 - 2x3 * Year on Prints	1 - 8x10 2 - 5x7 2 - 4x6 4 - 3x5 8 - 2x3 * Year on Prints Digital Download	3 - 8x10 2 - 5x7 2 - 4x6 4 - 3x5 8 - 2x3 * Name & Year Digital Download
0% Commission	\$10	\$15	\$19	\$22	\$28	\$34	\$39
10% Commission	\$12	\$17	\$22	\$25	\$32	\$38	\$44
20% Commission	\$13	\$19	\$24	\$28	\$35	\$43	\$49
30% Commission	\$15	\$22	\$28	\$32	\$40	\$49	\$56

* Online Only

Build Your Own Package (A La Carte) \$15 per sheet Digital Download - \$35	Add-On (add to a package) \$12 per sheet Digital Download - \$20 Friendship Pack - \$5	Options Graphic Border - \$7 Retouching - \$10 Year Only on Prints - \$5 Name Only on Prints - \$7
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SPRING PROGRAM PRICING

Spring Spec (MULTI-POSE)

Spring Pricing below is based on our 3-pose Speculation Photography Program. Each student receives a complete package and has the option to purchase the entire package or any part of the package.

	One Sheet	Two Sheets	Three Sheets	Entire Package
0% Commission	\$10	\$20	\$30	\$39
10% Commission	\$12	\$24	\$36	\$44
20% Commission	\$13	\$26	\$39	\$49

CLASS COMPOSITE OR GROUP

Suggested Wholesale: \$11

PANORAMIC GROUPS

These are offered at \$15 for one 10x18 print.

VALUE ADDED SERVICES

Strawbridge Studios, Inc. offers many value-added products and services at no additional cost to our schools.

- a. *Complimentary portraits* – All faculty members will receive a faculty group portrait at no charge and the school will receive a complimentary framed 16x20 copy for the office. Each staff member will also receive a complimentary package of their individual portrait taken.
- b. *Directories* – Student image directories can be supplied to a school by request. Images can be sorted in the directory to meet each school's needs. Directories, along with other service items, are delivered to the school within three weeks of the portrait date.
- c. *Yearbook Image Delivery and Exports* – Strawbridge Studios provides yearbook-ready images through secure digital delivery rather than physical media. All images are formatted to meet publisher and school system requirements, including compatibility with Infinite Campus. Schools are provided access to our secure School Portal, where authorized users may download standard or custom exports at their convenience. Images are prepared and made available within approximately three weeks of the portrait date, with the option to finalize and release files following retake day if requested by the school.
- d. *Administrative Image Delivery and Exports* – Strawbridge Studios provides administrative images through secure digital delivery via our School Portal. Authorized district and school personnel have the ability to access and download image files on demand for use in administrative systems, including front office, media center, cafeteria, and other school applications. All images are formatted to ensure compatibility with commonly used student information and management systems, including Infinite Campus. Files are available within approximately three weeks of the portrait date, with the option to release final exports following retake day if requested by the district. Alternative delivery methods may be accommodated upon request.
- e. *ID Cards* – One set of ID cards will be provided to each school, as requested, at no charge. We will work with each individual school to determine their needs, and the information they wish to have included on the card, as well as the desired layout. Typically, ID cards contain the school name, year, student name, and grade. Other information (teacher name, bar codes, etc.) can also be added should a school request. All ID cards are shipped to the school, along with portrait packages, within three weeks of photography date.
- f. *Calendars* – We provide desk calendars and academic planners for all office staff.
- g. *Other Services* – We are proud to offer a wide variety of printed services to our schools. These include banners, posters, mosaics, certificates, brochures, and composites just to name a few. By owning our own print facility, we are able to offer these services, and make them all fully customized to each school (school colors, mascot, mission statement, etc.).
- h. *The Strawbridge Way* – We believe in starting the day off right! On picture day we will bring donuts for the school office staff. This has become a Strawbridge tradition that our schools truly enjoy!

PHOTOGRAPHY PROGRAMS

Fall – Fall pictures are the traditional head and shoulder images that will be used for the school yearbook and for portrait packages. There are multiple programs a school can choose for their fall picture day. See the Methods of Sales section for more information!



Spring – Spring pictures are an optional sale that schools can choose to participate in. Spring pictures traditionally are photographed on a themed background sometime between February and April. Our Spec program is our most popular, but Prepay and Proof options are available as well.

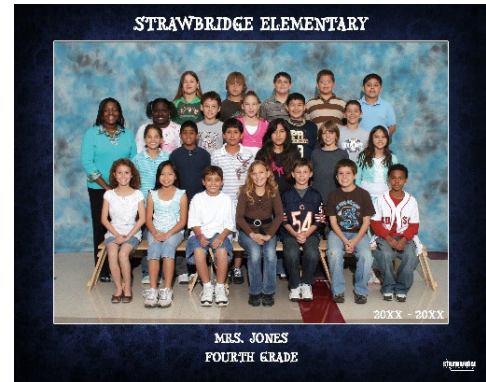


GROUP PORTRAITS

Classroom Groups

Each includes school name, grade, year and teacher name. These borders are customizable by the school and allow the choosing of a border color, adding a logo, or choosing from one of our many template designs.

We will provide each teacher will receive a free portrait of their class. If requested, we will also provide the principal with an album that includes all classes.



Class Composites

Another great option to capture a moment in time is with our Classroom Group Composites. These composites are an 8x10 unit that includes the fall image of each student, school name, grade and year. These are also customizable by adding a school logo or mascot and color choice. Student names can also be added.

Classroom Composites are proofed with school staff for approval before printing. To ensure all students are included, these products are created and shipped ship after the Fall retake date.



Panoramic Group

Panoramic pictures are most often offered for full grade levels such as 5th grade, 8th grade, and 12th grades. Our panoramic pictures are 10"x18" in size. Typically, these sales are conducted under our prepay model.



SENIOR PORTRAITS

Strawbridge Studios has an amazing mobile portrait studio offering. All photography will be at the school, so no traveling is ever asked of the seniors. Strawbridge Studios will provide at least two different session dates for seniors to be photographed. Typically, we schedule several days during the summer for the initial photo session, and then schedule another date during the fall.

All seniors will be photographed for the yearbook, and there is no obligation to purchase portraits.

Images for the yearbook will be uploaded for the school to export. All images will be in the required proper format for any publisher. Images will be available for export approximately 3 weeks after the picture date.

Strawbridge Studios, Inc. will provide all formal (Tux/Drape) attire. If Cap and Gown pictures are requested, we will provide that attire as well. School colors for the cap and gowns will be provided and approved by the school administration.

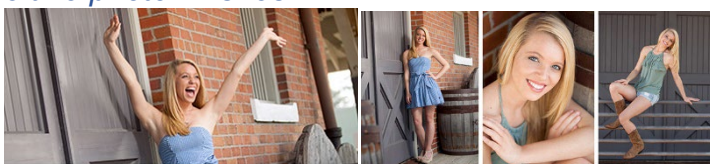
The school will be provided with information flyers to distribute to parents with a link to sign up for an appointment time and pay any necessary sitting fees. We will also supply the school with posters and other materials to help promote picture day.

Within 3 weeks of the picture date, parents will be sent an email when proofs are posted to our online system. In this email, a link will be provided to view and order online.

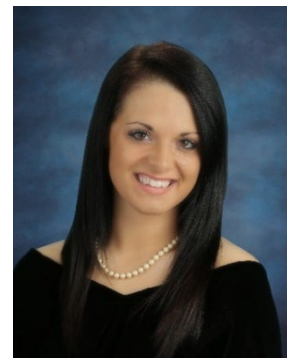
During the year, we will send several email campaigns to offer discounts (Ex. Halloween, Christmas, Valentine's Day and other seasonal discounts).

We have two available senior programs for a school to choose from: ***Simply Seniors and Senior Expressions.***

In addition to senior portraits, we offer a wide variety of other items such as custom announcements, thank you cards, storyboards, and different deluxe photo finishes.



Kendall Marie Matthews
GRADUATED FROM
STRAWBRIDGE HIGH SCHOOL
thank you
KENDALL MARIE MATTHEWS
CLASS OF 2006



GRADUATION PHOTOGRAPHY

CAP & GOWN PORTRAITS

We also have a Cap and Gown program that is offered on a prepay basis for schools that do not offer these portraits within the regular senior session in the summer and fall. We will provide the cap, gown and props. School colors for the cap and gowns will be provided and approved by the school administration prior to picture day.



COMMENCEMENT



Strawbridge Studios will arrange an on-site meeting at the venue with your coordinators to discuss a plan to ensure a successful portrait day execution. Graduates will be photographed receiving their diplomas on graduation day. Candid images are also taken. Images will be uploaded to our secure website within 72 hours for parental viewing and ordering.

SPORTS PHOTOGRAPHY



Strawbridge Studios will photograph all athletic teams and individual pictures for each season. Packages will be offered on a prepay or proof basis. We offer a wide variety of products from individual and team pictures, to specialty items like personalized trader cards, magazine covers, buttons, key chains, locker posters, plaques, and magnets.

Strawbridge Studios, Inc. will meet annually with the athletic director of each school to coordinate deadlines, schedule picture dates, and discuss other pertinent information regarding athletic photography and the department's needs.

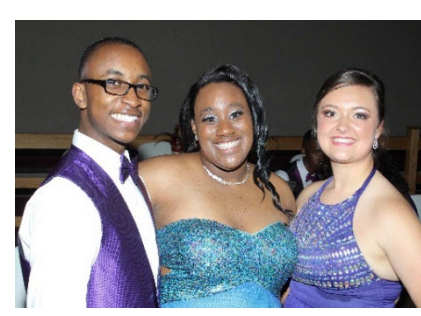
About 3 weeks prior to the picture date, the school will receive marketing materials like posters, price flyers, etc. to advertise picture dates.

An 8x10 copy of all team pictures will be supplied to each coach at no charge. Strawbridge Studios, Inc. will also provide a complimentary 16x20 of each team to the school if requested.



CANDID PORTRAITS

Strawbridge Studios will support and work with schools to provide candid photography that is needed such as clubs, organizations, sports, and activity pictures. This service is provided at no cost.



HOLIDAY PORTRAITS

Our Holiday program is an option your parents will love. We offer great package options that are more affordable than retailers. These portraits make excellent gifts. Ask your representative for more information about adding this program to your photography schedule.



SAMPLES BACKGROUNDS



JOURNEY PROGRAM



“Journey” is a program proprietary to Strawbridge Studios. This program commemorates a student’s journey through their years at school from archived images. Students will receive multi-year products displaying these images. The number of images on each product is determined by the number of years Strawbridge Studios has photographed that school and how many years the student has been photographed. Schools that have been with us for at least three years are eligible to receive this multi-year product to cherish forever.

We offer a sellable version to the parents as a speculation program. The package includes seven photographic sheets of different designs if the student has three or more images on file. The whole package can be purchased or individual sheets. If a student only has one or two images, they would still receive a package that offers two sheets for purchase. Strawbridge Studios, Inc. will collect all sales at each school. All unpurchased sheets can be returned to Strawbridge Studios for secure recycling.



GRADUATION JOURNEY

We also offer a Graduation Journey product (pictured below) that is normally billed to the school for Kindergarten, 5th, 8th, and 12th grades.

As you can see, only schools that choose Strawbridge Studios year after year would have the ability to have this program. We hope you can see the value we are placing on partnerships and loyalty.



Additional Program Pricing

Most programs offer additional products when ordering online.

SENIOR PACKAGES - We offer two options for Senior portraits. Both are proof programs.

Simply Seniors

\$30 sitting fee

Packages range from
\$50-\$199

Senior Expressions

\$40 sitting fee

Packages range from
\$65-\$449

SPORTS PACKAGES - We offer two options for Sports photography.

Simply Sports

Packages range from
\$25 - \$50

Strawbridge Sports

Packages range from
\$25-\$70

JOURNEY – Pricing is based on the number of images a student has on-file at that school.

The Graduation Journey is offered to schools for \$7 per 8x10 for a single image per student and \$11 per 8x10 for multiple images per student.

Additional Program Pricing

Most programs offer additional products when ordering online.

CAP & GOWN – 12th Grade. If not offered with the traditional Senior portraits.

Standard Package	Contents	Cost	A La Carte	Cost
Package A	(2) 8x10, (4) 5x7, (4) 3x5, (8) 2x3, (16) 1x2	\$69.00	(1) 8x10	\$10.00
Package B	(1) 8x10, (2) 5x7, (4) 3x5, (16) 1x2	\$59.00	(2) 5x7	\$10.00
Package C	(1) 8x10, (2) 5x7, (4) 3x5, (8) 2x3	\$49.00	(4) 3x5	\$10.00
Package D	(2) 5x7, (4) 3x5, (8) 2x3	\$39.00	Digital Download	\$20.00
Package E	(2) 5x7, (8) 2x3	\$29.00		

COMMENCEMENT – Online only.

Standard Package	Contents	Cost	A La Carte	Cost
Package A	(1) 8x10, (2) 5x7, (16) 2x3	\$30.00	(1) 8x10	\$12.00
Package B	(2) 5x7, (16) 2x3	\$25.00	(2) 5x7	\$10.00
Package C	(2) 5x7, (8) 2x3	\$20.00	(4) 3x5	\$8.00
Add-Ons (add to a package)		Cost	(8) 2x3	\$8.00
	(1) 8x10	\$8.00	(2) 4x6	\$8.00
	(2) 5x7	\$8.00	Digital Download	\$25.00
	(4) 3x5	\$8.00		
	Digital Download	\$10.00		

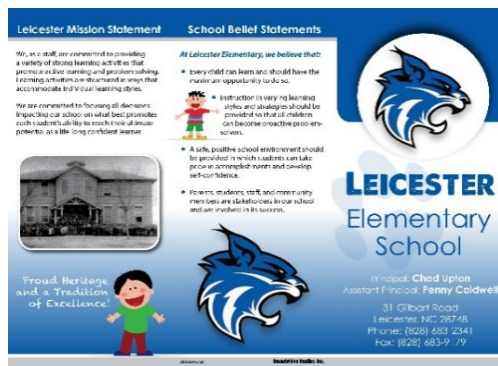
HOLIDAY

Standard Package	Contents	Cost	A La Carte	Cost
Package A	(2) 8x10, (4) 5x7, (4) 3x5, (16) 2x3, 1 Digital Download, Free Year on Prints	\$40.00	(1) 8x10	\$15.00
Package B	(1) 8x10, (4) 5x7, (4) 3x5, (8) 2x3, 1 Digital Download	\$35.00	(2) 5x7	\$15.00
Package C	(4) 5x7, (4) 3x5, (8) 2x3	\$25.00	(4) 3x5	\$15.00
Package D	(2) 5x7, (8) 2x3	\$20.00	(8) 2x3	\$15.00
			Digital Download	\$20.00

CUSTOM PRINTING

Within our production plant, we also house our own print facility where we offer a wide variety of printed services to our schools. These include banners, posters, mosaics, certificates, and brochures, just to name a few.

BROCHURES



BANNERS



BUSINESS CARDS

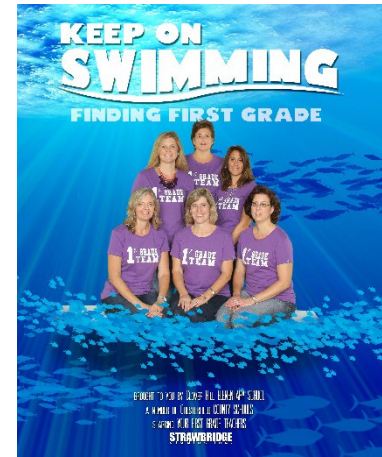


LETTERHEAD/ENVELOPES



CUSTOM PRINTING

POSTERS



CERTIFICATES



MOSAICS and WALL COMPOSITES

