



REGULAR MEETING – FINANCE & CLAIMS COMMITTEE AGENDA

JULY 9, 2026, 7:00 PM
BY ZOOM VIRTUAL MEETING

To allow public access, anyone may access a meeting by telephone and/or Zoom, or a recording in the City of Norwalk YouTube channel. Specific instructions and links can be found at norwalkct.gov/meetings.



Members of the public may call in to participate. Callers will not be able to see the meeting participants. All participants will be muted upon entering the meeting. To speak, dial *9 on the phone and you will be called on by the host of the meeting during the public comment section. All speakers must state their name and address. Comments must be on a topic on the agenda, and are limited to three minutes. Anyone disrupting the orderly conduct of the meeting, including by using threatening, hateful, or sexually-explicit language, will be removed. Please find the information using the link above.



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- I. **CALL TO ORDER**
- II. **ROLL CALL**
- III. **ACCEPTANCE OF MINUTES**
 - A. **Regular Meeting: 06-11-2026**
- IV. **PUBLIC PARTICIPATION**
- V. **REPORTS**
 - A. **Oak Hills Park Authority Monthly Financial Statements for May 2026 and FY27 Budget Annual Detail**
 - B. **Narrative on Tax Collections**
 - C. **Monthly Tax Collector's Reports dated May 2026**

D. **Claims Committee Report dated July 2026**

E. **Tax Assessor Report**

F. **Purchasing Report**

VI. **OLD BUSINESS**

VII. **NEW BUSINESS**

A. ***1. Authorize the Purchasing Agent to issue a purchase order to Brisk Teaching, for software, for an amount not to exceed \$34,500, account 09275010-5777-C0112, and forward to the Common Council for further action.***

2. Authorize the Purchasing Agent to issue a purchase order to Exemplars Inc., for software, for an amount not to exceed \$29,575, account 09275010-5777-C0112, and forward to the Common Council for further action.

3. Authorize the Purchasing Agent to issue a purchase order to CDW Education, for software, for an amount not to exceed \$211,200, account 09275010-5777-C0112, and forward to the Common Council for further action.

4. Authorize the Purchasing Agent to issue a purchase order to Lazel Inc., for software, for an amount not to exceed \$100,133.04, account 09275010-5777-C0112, and forward to the Common Council for further action.

5. Authorize the Purchasing Agent to issue a purchase order to Magic School Inc., for software, for an amount not to exceed \$20,542, account 09275010-5777-C0112, and forward to the Common Council for further action.

6. Authorize the Purchasing Agent to issue a purchase order to Rocketlit Inc., for software, for an amount not to exceed \$31,729.50, account 09275010-5777-C0112, and forward to the Common Council for further action.

B.

Authorize the Mayor to accept a State and Local Cybersecurity Grant Program (SLCGP) award in the amount of \$24,000 and to execute all required grant documents. The grant requires a City match of \$6,000, for a total project value of \$30,000.

City match account: 011370-574C.

C. **Authorize the Purchasing Agent to issue a purchase order to Total Communications, Inc. for a three-year Pure Storage support and maintenance renewal, including a controller upgrade under the Evergreen Gold/Forever Support Program, for the period of August 2, 2026, through August 1, 2029, utilizing Connecticut NASPO Contract #23PSX0163AE-8. Total cost not to exceed \$87,630.39.
Account Allocation: 011370-574C**

D. **RESOLUTION: Requesting for the Department of Public Works' paving projects the amount of \$800,000 from the Municipal Grant in Aid (MGIA) – 2026 allocation.
Account 580000-5796-AID10 PAVING DPW MUNICIPAL AID**

- E. **RESOLUTION:** Requesting for the Department of Public Works a transfer of capital funding from Veterans Memorial (Account # 09246030-5777-C0367) in the amount of \$700,000 to Calf Pasture Beach (Account # 09266030-5777-C0365) for construction of the pavilion.

VIII. **ADJOURNMENT**

**CITY OF NORWALK
FINANCE & CLAIMS COMMITTEE
REGULAR MEETING
JUNE 11, 2026
BY ZOOM VIRTUAL MEETING**

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I. CALL TO ORDER

Chair Frayer called the meeting to order at 7:02 p.m.

II. ROLL CALL

ATTENDANCE: James Frayer, Chair; Johan Lopez, Vice Chair; Broderick Sawyer, Richard Dellinger, Nicole Eaddy

STAFF: Jared Schmitt, Chief Financial Officer; Tom Ellis, Director Management & Budgets; Joyce Liu, IT Director; Lisa Biagiarelli, Tax Collector; Paul Gorman, Tax Assessor; Alan Dutton, Oak Hills Park; Denise Brown, Oak Hills Park; Brian Lutz, Assistant Director Parking Authority; Sirak Legesse, Parking Authority

OTHERS: Majority Leader Jalin Sead (7:47 p.m.)

Chair Frayer acknowledged those present as noted above.

III. ACCEPTANCE OF MINUTES

A. REGULAR MEETING: 05-14-26

****MR. DELLINGER MOVED TO ACCEPT THE MINUTES OF 5-14-26**

****MOTION PASSED UNANIMOUSLY**

IV. PUBLIC PARTICIPATION

There was no public participation.

Public participation was closed at 7:05p.m.

V. REPORTS

A. OAK HILLS PARK AUTHORITY MONTHLY FINANCIAL STATEMENTS FOR APRIL 2026

Updates from Alan Dutton and Denise Brown of Oak Hills Park Authority

****CHAIR FRAYER MOVED TO ACCEPT THE OAK HILLS PARK AUTHORITY MONTHLY FINANCIAL STATEMENT FOR APRIL 2026**

****MOTION PASSED UNANIMOUSLY**

B. NARRATIVE ON TAX COLLECTIONS DATED JUNE 2026

Updates from the Tax Collector, Lisa Biagiarelli

****CHAIR FRAYER MOVED TO ACCEPT THE TAX COLLECTIONS NARRATIVE DATED JUNE 2026**

****MOTION PASSED UNANIMOUSLY**

C. MONTHLY TAX COLLECTOR'S REPORTS DATED MAY 2026

Updates from the Tax Collector, Lisa Biagiarelli

****CHAIR FRAYER MOVED TO ACCEPT THE MONTHLY TAX COLLECTOR'S**

REPORT DATED MAY 2026

****MOTION PASSED UNANIMOUSLY**

D. CLAIMS COMMITTEE REPORT DATED JUNE 2026

Updates from the Tax Collector, Lisa Biagiarelli

****CHAIR FRAYER MOVED TO ACCEPT THE CLAIMS COMMITTEE REPORT DATED JUNE 2026**

****MOTION PASSED UNANIMOUSLY**

E. TAX ASSESSOR REPORT

Updates from the Tax Assessor, Paul Gorman and Chief Financial Officer, Jared Schmitt

****CHAIR FRAYER MOVED TO ACCEPT THE TAX ASSESSOR REPORT**

****MOTION PASSED UNANIMOUSLY**

Mr. Bailey left the meeting at 7:56 p.m.

F. FY 2026-27 PARKING AUTHORITY BUDGET

Updates from the Assistant Director of The Parking Authority, Brian Lutz

****CHAIR FRAYER MOVED TO ACCEPT THE FY 2026-27 PARKING AUTHORITY BUDGET**

****MOTION PASSED UNANIMOUSLY**

VI. OLD BUSINESS

There was no report on Old Business.

Chair Frayer stated that they have an item that will be added to the end of New Business.

VII. NEW BUSINESS

A. AUTHORIZE THE PURCHASING AGENT TO ISSUE A PURCHASE ORDER TO TYLER TECHNOLOGIES, INC. IN AN AMOUNT NOT TO EXCEED \$334,201.00 FOR THE ANNUAL TYLER MUNIS ERP SAAS RENEWAL AGREEMENT. ACCOUNT ALLOCATION: 011370-5742.

****MR. DELLINGER MOVED THE ITEM**

****MOTION PASSED UNANIMOUSLY**

Mr. Lopez left the meeting at 8:42 p.m.

B. AUTHORIZE THE PURCHASING AGENT TO ISSUE A PURCHASE ORDER TO PALO ALTO NETWORKS, INC. IN AN AMOUNT NOT TO EXCEED \$146,148.01 FOR A THREE-YEAR SUBSCRIPTION OF CORTEX XDR PRO LICENSING AND UNIT 42 MANAGED DETECTION AND RESPONSE (MDR) SERVICES. THESE SERVICES PROVIDE ADVANCED ENDPOINT PROTECTION, THREAT DETECTION, INCIDENT RESPONSE, AND 24X7 SECURITY MONITORING TO HELP SAFEGUARD THE CITY'S INFORMATION TECHNOLOGY SYSTEMS FROM CYBERSECURITY THREATS. ACCOUNT ALLOCATION: 09261370-5777-C0375.

**MR. DELLINGER MOVED THE ITEM
**MOTION PASSED UNANIMOUSLY

C. AUTHORIZE THE MAYOR, BARBARA C. SMYTH, TO ENTER INTO AN AGREEMENT WITH CLEARGOV FOR THE ELECTRONIC PLATFORM TO CREATE OPERATIONAL BUDGETING. ACCOUNT 09271350-5777-C0867 OPERATIONAL BUDGETING CAPITAL PROJECT

**MR. SAWYER MOVED TO AMEND THE ITEM TO INCLUDE THE AMOUNT OF \$50,000.00

**MR. SAWYER MOVED THE AMENDED ITEM
**MOTIONS PASSED UNANIMOUSLY

D. BOND RESOLUTION FOR FISCAL YEAR 2026-27 CAPITAL

APPROVAL OF RESOLUTION: MAKING APPROPRIATIONS FOR VARIOUS PUBLIC IMPROVEMENTS AGGREGATING \$67,850,999 FOR THE FISCAL YEAR 2026-2027 CAPITAL BUDGET AND AUTHORIZING THE ISSUANCE OF \$67,850,999 GENERAL OBLIGATION BONDS OF THE CITY TO MEET CERTAIN APPROPRIATIONS IN THE FISCAL YEAR 2026-2027 CAPITAL BUDGET

**CHAIR FRAYER MOVED THE ITEM
**MOTION PASSED UNANIMOUSLY

E. APPROVE ARPA TRANSFER REQUEST FROM 133710-5796-AEC04 PROJECT MANAGER IN THE AMOUNT OF \$63,650.06 AND 133710-5796-AEC08 CAPITAL ACCESS MANAGER IN THE AMOUNT OF \$27,349.94 TO 130100-5796-AMD01 MAYOR INITIATIVE ARPA IN THE AMOUNT OF \$91,000.00.

**CHAIR FRAYER MOVED THE ITEM
**MOTION PASSED UNANIMOUSLY

F. RESOLUTION TO AUTHORIZE FUNDS FOR PUBLIC IMPROVEMENTS

WHEREAS, AFTER THE ADOPTION OF THE MAYOR’S PROPOSED FYE 2027 CAPITAL BUDGET, FOUR ADDITIONAL PROJECTS WERE IDENTIFIED FOR INCLUSION IN THE CITY AND BOARD OF EDUCATION TOTALS;

WHEREAS, THE FINANCE DEPARTMENT IS COMMITTED TO MAINTAINING TOTAL BOND AUTHORIZATIONS AT THE FINAL AMOUNT APPROVED BY THE CITY COUNCIL DURING THEIR APRIL 14, 2026 MEETING;

WHEREAS, THE CITY OF NORWALK RECEIVED ADDITIONAL MUNICIPAL GRANT IN AID (MGIA) FUNDING FROM THE STATE OF CONNECTICUT FOR A TWO-YEAR PERIOD, AND SUCH FUNDING CAN BE UTILIZED TO REDUCE BOND AUTHORIZATIONS;

NOW, THEREFORE, BE IT RESOLVED, THAT THE FOLLOWING ITEMS ARE APPROVED: SECTION 1. (A) \$3,300,000 IN TOTAL REDUCTIONS TO THE FYE 2027 CAPITAL BUDGET IN THE FOLLOWING ACCOUNTS AND AMOUNTS, AND (B) AUTHORIZATION OF THE SAME ACCOUNTS AND AMOUNTS FOR EXPENDITURE FROM THE CITY’S MUNICIPAL GRANT IN AID ALLOCATION:

TM&P ACCT # 092-73750-5777-C0824 – ROADWAY DESIGN AND CONSTRUCTION:

\$1,500,000 FROM THE FY26 MGIA ALLOCATION DPW ACCT # 092-74021-5777-

C0315 – BRIDGE REPAIRS: \$1,200,000 FROM THE FY 26 MGIA ALLOCATION

DPW ACCT # 092-74021-5777-C0021 – PAVING MANAGEMENT: \$600,000 FROM

THE FY 27 MGIA ALLOCATION SECTION 2. \$3,300,000 IN ADDITIONS TO THE

FYE 2027 CAPITAL BUDGET IN THE FOLLOWING ACCOUNTS AND AMOUNTS:

RECREATION & PARKS ACCT # 092-76030-5777-C0873 – MALMQUIST FIELD

\$2,500,000

COMMUNITY SERVICES ACCT # 092-72010-5777-C0884 – ADA

IMPLEMENTATION PLAN \$336,000

NPS ACCT # 092-75010-5777-C0587 – CAPITAL REPAIRS & REPLACEMENT

\$224,000

NPS ACCT # 092-75010-5777-C0687 – SCHOOL PROJECTS & EQUIPMENT \$240,000

TOTAL \$3,300,000

****MR. SAWYER MOVED THE ITEM**

****MOTION PASSED UNANIMOUSLY**

VIII. ADJOURNMENT

Mr. Dellinger moved to adjourn.

Motion passed unanimously.

The meeting was adjourned at 9:12 p.m.

Respectfully Submitted,
Monique Cipriano

City of Norwalk
Finance & Claims Committee
Regular Meeting
June 11, 2026
By Zoom Virtual Meeting
Page 5

Oak Hills Park Authority May 2026 Financial Commentary

Operations Updates:

- Golf revenue rounds and cart rounds performed above budget for the first eleven months of FY26, with Discount ID cards coming in slightly under budget but catching up.
- The Fiscal 2027 budget (ending 6/30/27) was voted on and approved by the Authority.
- The year-end audit begins at the end of July.

YTD Financial Highlights:

- FY26 YTD net operating income was over budget by \$235k and we ended March with a \$760k cash balance which includes \$85k in the capital reserve bank account.
 - Revenue was over-budget by \$273k thanks to strong golf rounds.
 - Expenses were over-budget by \$38k due to building and equipment maintenance, offset by wages and benefits.
- OHPA made \$107k in repayments to the City for the first eleven months of the fiscal year.
- OHPA has invested in higher-than-normal capital improvements throughout the course of the year with a focus on bunkers in the first half of the fiscal year.

Other:

- As part of our initiative of investing and diversifying excess cash, we continue to have money spread out among three banks in various types of interest-bearing accounts.

Updated through 5/31/2026

Fiscal Year To Date					
	Budget	Actuals	Variance	Var %	Comments
Revenue Rounds	36,882	38,409	1,527	4.1%	Other than a drop over the winter due to closure, utilization remains high throughout the year
Non-Revenue Rounds	3,713	3,353	(360)	-9.7%	Less season passholder rounds than anticipated
Total Rounds	40,595	41,762	1,167	2.9%	
Carts	21,180	23,965	2,785	13.1%	Budgeted carts may have been too low
ID Cards	1,100	1,074	(26)	-2.4%	ID card sales in Spring have made up for the very sluggish start to 2026

Sales

	Budget	Actuals	Variance	Var %	Comments
Golf Revenue	2,052,596	2,325,614	273,018	13.3%	Driven primarily by greens fees
Tennis Revenue	39,800	37,800	(2,000)	-5.0%	
Restaurant Revenue	41,500	44,353	2,853	6.9%	First Quarter rev share was slightly higher than anticipated
Other Revenue	42,082	41,308	(774)	-1.8%	
Total Revenue	2,175,978	2,449,075	273,097	12.6%	
Management Salary	264,872	230,587	(34,285)	-12.9%	No Head Golf Pro from November through February
Operations Salary	256,425	276,329	19,904	7.8%	Overall higher staffing
Maintenance Salary	502,218	486,465	(15,753)	-3.1%	Overall lower staffing
Employee Benefits	156,326	136,901	(19,425)	-12.4%	Driven mostly by lower than expected Health Insurance
Administrative	210,416	239,411	28,995	13.8%	CC fees, professional exp and office expense over-budget, offset by various line items
Interest & Insurance	130,890	127,367	(3,523)	-2.7%	
Sales & Operations	10,847	8,775	(2,072)	-19.1%	
Park Maintenance	227,521	242,851	15,330	6.7%	Higher water and grass treatment costs, offset by lower grounds maintenance and tree maintenance
Park Equipment	97,834	153,192	55,358	56.6%	Driven by higher building and equipment maintenance expenses due to the age of both categories
Carts	49,830	43,185	(6,645)	-13.3%	Cart lease ended one month earlier than budgeted offset by higher property taxes than estimated
Tennis	-	-	-	-	
Operating Expense	1,907,179	1,945,063	37,884	2.0%	
Net Operating Income	268,799	504,012	235,213	87.5%	

Balance Sheet

Capital Improvements	(324,500)	(417,748)	(93,248)	28.7%	Bunkers, air handlers, water heater, asphalt striping, improvements to structures and new water well
Line of Credit Balance	-	-	-	-	
Capital Reserve Cash Bal	98,627	84,961	(13,666)	-13.9%	Portion of cash restricted for capital improvements per our lease requirements
Cash Balance	429,670	675,128	245,458	57.1%	Net operating income overage less cap ex overage, deferred revenue from annual pass sales

Updated through 5/31/2026

Rest of Fiscal Year

	Budget	Proj.	Variance	Var %	Comments
Revenue Rounds	6,825	6,962	137	2.0%	Projections are slightly higher than Budget
Non-Revenue Rounds	687	687	-	0.0%	Projections are still in line with Budget
Total Rounds	7,512	7,649	137	1.8%	
Carts	3,919	3,919	-	0.0%	Projections are still in line with Budget
ID Cards	100	100	-	0.0%	Projections are still in line with Budget

	Budget	Proj.	Variance	Var %	Comments
Golf Revenue	358,657	387,350	28,693	8.0%	Projections are slightly higher than Budget
Tennis Revenue	10,400	10,400	-	0.0%	Projections are still in line with Budget
Restaurant Revenue	11,000	11,000	-	0.0%	Projections are still in line with Budget
Other Revenue	3,918	3,918	-	0.0%	Projections are still in line with Budget
Total Revenue	383,975	412,668	28,693	7.5%	
Salaries	116,854	119,191	2,337	2.0%	Projections are slightly higher than Budget
Employee Benefits	17,256	17,256	-	0.0%	Projections are still in line with Budget
Administrative	18,156	18,519	363	2.0%	Projections are slightly higher than Budget
Debt Service & Insurance	12,818	12,818	-	0.0%	Projections are still in line with Budget
Sales & Operations	1,553	1,553	-	0.0%	Projections are still in line with Budget
Park Maintenance	39,679	40,076	397	1.0%	Projections are slightly higher than Budget
Park Equipment	9,166	9,166	-	0.0%	Projections are still in line with Budget
Carts	2,590	2,590	-	0.0%	Projections are still in line with Budget
Tennis	-	-	-	-	
Operating Expense	218,072	221,169	3,097	1.4%	
Uncategorized Exp/Rev	-	-	-	-	
Net Operating Income	165,903	191,499	25,596	15.4%	

Capital Improvements	(20,000)	(5,000)	15,000	-75.0%	Authority voted to increase capex budget mostly due to needs for new air handlers at Clubhouse
Line of Credit Balance	-	-	-	-	We do not expect to borrow during the remainder of this fiscal year.
Capital Reserve Cash Bal	99,627	104,886	5,259	5.3%	Portion of cash restricted for capital improvements per our lease requirements
Cash Balance	528,075	799,129	271,054	51.3%	

**Oak Hills Park Authority
FY26 Actual vs. Budget**

	<u>May Act</u>	<u>May Bud</u>	<u>Var \$</u>	<u>Var %</u>	<u>YTD Act</u>	<u>YTD Bud</u>	<u>Var \$</u>	<u>Var %</u>
REVENUE								
4000 · REVENUES								
4001 · Golf Revenue								
4010 · Golf Fees	\$282,310	\$207,351	\$74,959	36.2%	\$1,575,047	\$1,283,344	\$291,703	22.7%
4020 · I.D. Cards	\$28,481	\$29,048	-\$567	-2.0%	\$156,727	\$166,866	-\$10,139	-6.1%
4025 · Season Pass	\$9,101	\$8,810	\$291	3.3%	\$96,004	\$98,530	-\$2,526	-2.6%
4030 · Tournament Fees	\$14,580	\$18,995	-\$4,415	-23.2%	\$102,249	\$99,528	\$2,721	2.7%
4050 · Cart Revenue	\$67,446	\$65,021	\$2,425	3.7%	\$388,436	\$402,432	-\$13,996	-3.5%
4060 · Golf Revenue - Gift Certif.	\$1,255	\$1,245	\$10	0.8%	\$20,744	\$18,755	\$1,989	10.6%
4070 · Gift & Rain Checks Redeemed	-\$4,405	-\$2,937	-\$1,468	50.0%	-\$18,802	-\$16,858	-\$1,944	11.5%
4090 · Merchandise Sales	\$177	\$0	\$177	0.0%	\$8,147	\$0	\$8,147	0.0%
4091 · Merchandise Rentals	\$1,670	\$0	\$1,670	0.0%	\$3,899	\$0	\$3,899	0.0%
Total 4001 · Golf Revenue	\$400,616	\$327,534	\$73,082	22.3%	\$2,332,452	\$2,052,597	\$279,855	13.6%
4100 · Tennis Revenue	\$8,400	\$10,400	-\$2,000	-19.2%	\$37,800	\$39,800	-\$2,000	-5.0%
4200 · Rental Income	\$2,000	\$2,000	\$0	0.0%	\$22,000	\$22,000	\$0	0.0%
4300 · Investment Income	\$830	\$1,625	-\$795	-48.9%	\$13,763	\$17,875	-\$4,112	-23.0%
4400 · Misc. Income	\$500	\$322	\$178	55.1%	\$5,545	\$2,207	\$3,338	151.3%
4600 · Restaurant Income	\$2,000	\$2,000	\$0	0.0%	\$44,353	\$41,500	\$2,853	6.9%
Total Other Revenue	\$13,730	\$16,347	-\$2,617	-16.0%	\$123,461	\$123,382	\$79	0.1%
50000 · COST OF GOODS SOLD								
50000 · COGS - Merchandise	\$93	\$0	-\$93	0.0%	\$6,837	\$0	-\$6,837	0.0%
TOTAL GROSS PROFIT	\$414,254	\$343,881	\$70,558	20.5%	\$2,449,075	\$2,175,978	\$273,096	12.6%
EXPENSE								
5000 · PERSONNEL EXPENSE								
5010 · Management Salary	\$24,460	\$24,127	-\$333	-1.4%	\$230,587	\$264,872	\$34,285	12.9%
5030 · Operations	\$45,025	\$35,650	-\$9,375	-26.3%	\$275,835	\$256,425	-\$19,411	-7.6%
5040 · Operations O/T	-\$74	\$0	\$74	0.0%	\$494	\$0	-\$494	0.0%
5050 · Course Personnel	\$34,332	\$29,779	-\$4,553	-15.3%	\$323,513	\$325,699	\$2,186	0.7%
5060 · Course Personnel O/T	\$600	\$0	-\$600	0.0%	\$5,977	\$0	-\$5,977	0.0%
5070 · Seasonal Personnel	\$29,179	\$23,861	-\$5,319	-22.3%	\$154,698	\$176,519	\$21,821	12.4%
5080 · Seasonal Personnel O/T	\$148	\$0	-\$148	0.0%	\$2,277	\$0	-\$2,277	0.0%
Total 5000 · PERSONNEL EXPENSE	\$133,670	\$113,417	-\$20,254	-17.9%	\$993,382	\$1,023,515	\$30,134	2.9%
5200 · EMPLOYEE BENEFITS								
5210 · Payroll Taxes	\$10,169	\$8,474	-\$1,695	-20.0%	\$75,395	\$76,272	\$876	1.1%
5230 · State Unemployment	\$2,236	\$2,921	\$685	23.4%	\$22,715	\$20,032	-\$2,683	-13.4%
5250 · Health Insurance	\$3,004	\$3,453	\$450	13.0%	\$21,715	\$37,956	\$16,242	42.8%
5260 · Workmans Compensation	\$1,269	\$1,883	\$614	32.6%	\$12,283	\$15,782	\$3,499	22.2%
5270 · Retirement Plans	\$447	\$534	\$87	16.2%	\$4,794	\$6,284	\$1,491	23.7%
Total 5200 · EMPLOYEE BENEFITS	\$17,125	\$17,265	\$140	0.8%	\$136,901	\$156,326	\$19,426	12.4%
5400 · ADMINISTRATIVE EXPENSES								
5420 · Telephone	\$722	\$809	\$87	10.7%	\$9,043	\$8,901	-\$142	-1.6%
5430 · Professional Fees	\$3,500	\$3,271	-\$229	-7.0%	\$41,509	\$35,979	-\$5,529	-15.4%
5436 · Advertising	\$1,000	\$664	-\$336	-50.6%	\$6,128	\$6,764	\$636	9.4%
5440 · Office Expense	\$2,834	\$2,578	-\$255	-9.9%	\$31,545	\$21,753	-\$9,791	-45.0%
5441 · Bank Charges	\$0	\$0	\$0	0.0%	\$140	\$50	-\$90	-180.0%
5442 · Credit Card Fees	\$9,037	\$6,775	-\$2,262	-33.4%	\$60,501	\$46,091	-\$14,410	-31.3%
5445 · Postage	\$0	\$0	\$0	0.0%	\$198	\$200	\$2	1.0%
5450 · Training and Dues	\$0	\$324	\$324	100.0%	\$3,422	\$2,696	-\$727	-27.0%
5455 · Meals and Entertainment	\$0	\$100	\$100	100.0%	\$806	\$1,100	\$294	26.7%
5461 · Authority Secretarial Services	\$0	\$142	\$142	100.0%	\$0	\$1,558	\$1,558	100.0%
5469 · Other Outside Services	\$823	\$826	\$3	0.4%	\$9,041	\$9,009	-\$32	-0.4%
5470 · Other Administrative	\$547	\$958	\$412	43.0%	\$7,179	\$10,542	\$3,363	31.9%
5480 · Utilities	\$10,106	\$8,648	-\$1,458	-16.9%	\$104,781	\$99,773	-\$5,008	-5.0%
5481 · Utilities Reimbursement	\$0	\$0	\$0	0.0%	-\$34,881	-\$34,000	\$881	-2.6%
Total 5400 · ADMINISTRATIVE EXPENSES	\$28,568	\$25,096	-\$3,473	-13.8%	\$239,411	\$210,416	-\$28,995	-13.8%
5500 · DEBT SERVICE AND INSURANCE								

**Oak Hills Park Authority
FY26 Actual vs. Budget**

	<u>May Act</u>	<u>May Bud</u>	<u>Var \$</u>	<u>Var %</u>	<u>YTD Act</u>	<u>YTD Bud</u>	<u>Var \$</u>	<u>Var %</u>
5500 · Liability Insurance	\$10,665	\$11,156	\$491	4.4%	\$111,127	\$112,603	\$1,475	1.3%
5520 · Interest	\$1,268	\$1,662	\$395	23.7%	\$16,240	\$18,287	\$2,047	11.2%
Total 5500 · DEBT SERVICE AND INSURANCE	\$11,932	\$12,818	\$886	6.9%	\$127,367	\$130,890	\$3,522	2.7%
5600 · SALES AND OPERATIONS								
5630 · Pro Shop Software	\$555	\$325	-\$230	-70.8%	\$5,460	\$3,575	-\$1,885	-52.7%
5640 · Golf Pro Supplies	\$470	\$468	-\$2	-0.5%	\$2,887	\$4,072	\$1,184	29.1%
5680 · Golf Pro Work Clothes	\$0	\$800	\$800	100.0%	\$428	\$3,200	\$2,772	86.6%
Total 5600 SALES AND OPERATIONS	\$1,025	\$1,593	\$568	35.6%	\$8,775	\$10,847	\$2,072	19.1%
5700 · PARK MAINTENANCE								
5710 · Water	\$4,175	\$2,528	-\$1,648	-65.2%	\$68,494	\$58,381	-\$10,113	-17.3%
5715 · Nature and Open Space	\$5,938	\$1,000	-\$4,938	-493.8%	\$9,126	\$6,800	-\$2,326	-34.2%
5720 · Heating Fuel	\$2,405	\$1,933	-\$472	-24.4%	\$13,670	\$15,563	\$1,893	12.2%
5730 · Grounds Maintenance	\$238	\$2,462	\$2,224	90.3%	\$20,935	\$33,324	\$12,389	37.2%
5740 · Tree Maintenance	\$0	\$0	\$0	0.0%	\$0	\$4,800	\$4,800	100.0%
5751 · Agriculture&Chemicals-Purch	\$7,887	\$20,716	\$12,829	61.9%	\$107,566	\$94,783	-\$12,783	-13.5%
5752 · Agriculture/Chemicals Utilized	\$31,821	\$0	-\$31,821	0.0%	\$4,012	\$0	-\$4,012	0.0%
5760 · Irrigation Maintenance	\$1,194	\$897	-\$298	-33.2%	\$9,575	\$7,542	-\$2,034	-27.0%
5770 · Consumable Tools	\$0	\$299	\$299	100.0%	\$3,270	\$2,228	-\$1,042	-46.8%
5780 · Tee and Green Supplies	\$0	\$0	\$0	0.0%	\$6,166	\$3,932	-\$2,234	-56.8%
5795 · Janitorial Supplies	\$37	\$0	-\$37	0.0%	\$37	\$168	\$131	78.2%
Total 5700 · PARK MAINTENANCE	\$53,695	\$29,835	-\$23,860	-80.0%	\$242,851	\$227,521	-\$15,329	-6.7%
5800 · PARK EQUIPMENT								
5800 · Equipment Maintenance	\$4,062	\$3,884	-\$179	-4.6%	\$58,773	\$35,617	-\$23,155	-65.0%
5810 · Equipment Rental	\$0	\$0	\$0	0.0%	\$0	\$500	\$500	100.0%
5820 · Building Maintenance	\$14,131	\$3,780	-\$10,350	-273.8%	\$82,758	\$42,767	-\$39,990	-93.5%
5840 · Small Equipment	\$24	\$0	-\$24	0.0%	\$3,413	\$2,595	-\$818	-31.5%
5860 · Gasoline/Diesel Fuel	\$0	\$1,451	\$1,451	100.0%	\$7,553	\$15,229	\$7,676	50.4%
5880 · Employee work clothes	\$199	\$375	\$176	47.0%	\$695	\$1,125	\$430	38.2%
Total 5800 · PARK EQUIPMENT	\$18,416	\$9,490	-\$8,926	-94.1%	\$153,192	\$97,834	-\$55,358	-56.6%
6000 · CART EXPENSE								
6010 · Cart Lease Expense	\$0	\$0	\$0	0.0%	\$23,880	\$21,320	-\$2,560	-12.0%
6020 · Electricity	\$1,270	\$1,854	\$583	31.5%	\$12,319	\$17,879	\$5,561	31.1%
6030 · Maintenance	\$114	\$656	\$543	82.7%	\$2,563	\$6,230	\$3,667	58.9%
6050 · Cart Insurance	\$400	\$400	\$0	0.0%	\$4,400	\$4,400	\$0	0.0%
6060 · Misc. Cart Expense	\$0	\$0	\$0	0.0%	\$23	\$0	-\$23	0.0%
Total 6000 · CART EXPENSE	\$1,784	\$2,910	\$1,126	38.7%	\$43,185	\$49,830	\$6,645	13.3%
TOTAL OPERATIONAL EXPENSE	\$266,216	\$212,422	-\$53,793	-25.3%	\$1,945,063	\$1,907,179	-\$37,884	-2.0%
TOTAL OPERATIONAL NET INCOME	\$148,038	\$131,459	\$16,579	12.6%	\$504,012	\$268,800	\$235,212	87.5%
Restructured City Debt	\$11,239	\$10,371	-\$868	-8.4%	\$118,274	\$113,768	-\$4,506	-4.0%
Commercial Debt	\$29,483	\$30,000	\$517	1.7%	\$114,441	\$167,853	\$53,412	31.8%
Total BS Debt Payments	\$40,722	\$40,371	-\$351	-0.9%	\$232,715	\$281,621	\$48,906	17.4%
NET INCOME BEFORE CAPITAL EXPENSES	\$148,038	\$131,459	\$16,579	12.6%	\$504,012	\$268,800	\$235,212	87.5%
8000 · OTHER EXPENSE								
8000 · Depreciation/Amortization								
8000 · Depreciation/Amort Non Cash	\$32,232	\$34,583	\$2,351	6.8%	\$354,552	\$380,417	\$25,865	6.8%
8001 · Capital projects								
8100 - Capital Proj Cash	\$15,778	\$7,500	-\$8,278	-110.4%	\$417,748	\$324,500	-\$93,248	-28.7%
8101 - Capital Proj Financed	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%
8006 · Disposed Assets	\$0	\$0	\$0	0.0%	-\$4,980	\$0	\$4,980	0.0%
Capital Contribution	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%
Total 8000 · OTHER EXPENSE	\$32,232	\$34,583	-\$5,927	6.8%	\$349,572	\$380,417	-\$62,403	8.1%
NET INCOME	\$115,806	\$96,876	\$18,930	19.5%	\$154,440	-\$111,617	\$266,057	-238.4%

OAK HILLS PARK AUTHORITY
Balance Sheet FY26
As of May 31, 2026

	Total		Change	%
	As of May 31, 2026	As of May 31, 2025 (PY)		
ASSETS				
Current Assets				
Bank Accounts				
1000 Cash				
1021 NBT Money Market	261,355.59	237,104.87	24,250.72	10.23%
1022 NBT Payment Account	-59,939.58	-69,105.55	9,165.97	13.26%
1023 NBT Rent Escrow Sec Apt Right	1,801.00	1,801.00	0.00	0.00%
1024 NBT Capital Reserve Savings Account	1,857.44	8,652.94	-6,795.50	-78.53%
1030 Chase Platinum Checking	10.00	10.00	0.00	0.00%
1031 Chase CD	244,079.73	241,925.26	2,154.47	0.89%
1040 Bankwell Money Market	226,368.33	198,931.82	27,436.51	13.79%
1041 Bankwell Capital Reserve Savings Account	83,103.90	60,210.60	22,893.30	38.02%
1050 Petty	1,452.38	1,420.00	32.38	2.28%
Total 1000 Cash	\$ 760,088.79	\$ 680,950.94	\$ 79,137.85	11.62%
Total Bank Accounts	\$ 760,088.79	\$ 680,950.94	\$ 79,137.85	11.62%
Other Current Assets				
1100 Inventory	86,708.65	109,520.77	-22,812.12	-20.83%
1101 Merchandise Inventory	2,816.37	0.00	2,816.37	
1200 Receivables	0.00	10,792.46	-10,792.46	-100.00%
1300 Prepaid Expenses	51,100.73	53,653.72	-2,552.99	-4.76%
Total Other Current Assets	\$ 140,625.75	\$ 173,966.95	-\$ 33,341.20	-19.17%
Total Current Assets	\$ 900,714.54	\$ 854,917.89	\$ 45,796.65	5.36%
Fixed Assets				
1500 Fixed Assets				
1505 Machinery and Equipment	2,593,586.12	1,864,743.72	728,842.40	39.09%
1510 Accumulated Depreciation/Amort.	-5,542,603.33	-5,186,209.50	-356,393.83	-6.87%
1520 Furniture & Fixtures	47,140.23	47,635.23	-495.00	-1.04%
1560 Leasehold Improvements	232,593.67	208,813.40	23,780.27	11.39%
1561 Park Improvements	2,739,397.12	2,412,278.72	327,118.40	13.56%
1562 Restaurant	2,277,134.66	2,277,134.66	0.00	0.00%
1565 Amortize Leasehold Improvements	-259,117.53	-254,736.27	-4,381.26	-1.72%
1570 Capital Projects in Progress	56,073.00	113,707.55	-57,634.55	-50.69%
Total 1500 Fixed Assets	\$ 2,144,203.94	\$ 1,483,367.51	\$ 660,836.43	44.55%
Total Fixed Assets	\$ 2,144,203.94	\$ 1,483,367.51	\$ 660,836.43	44.55%
TOTAL ASSETS	\$ 3,044,918.48	\$ 2,338,285.40	\$ 706,633.08	30.22%
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				

2000 *Accounts Payable	74,235.97	55,074.19	19,161.78	34.79%
Total Accounts Payable	\$ 74,235.97	\$ 55,074.19	\$ 19,161.78	34.79%
Other Current Liabilities				
2051 Accounts Payable - OHMGA Revenue	14,337.00	1,666.00	12,671.00	760.56%
2100 Accrued Payroll	36,844.92	31,685.53	5,159.39	16.28%
2104 Accrued retirement contribution	129.79	2,153.18	-2,023.39	-93.97%
2105 Accrued Vacation Pay	18,771.81	23,271.81	-4,500.00	-19.34%
2200 Accrued Expenses	44,043.18	40,824.50	3,218.68	7.88%
2210 Security Deposits - Tenants				
2212 Security Dep - Apt 2 Right	1,900.00	1,900.00	0.00	0.00%
2213 Sec Deposit - Restaurant	1,898.00	1,208.00	690.00	57.12%
Total 2210 Security Deposits - Tenants	\$ 3,798.00	\$ 3,108.00	\$ 690.00	22.20%
2250 Deferred Revenue	0.00	0.00	0.00	
2251 Tournament Deposits	7,428.00	10,650.00	-3,222.00	-30.25%
2253 Deferred Tennis Revenue	12,600.00	6,533.33	6,066.67	92.86%
2254 Other Deferred	146,113.21	140,176.74	5,936.47	4.23%
Total 2250 Deferred Revenue	\$ 166,141.21	\$ 157,360.07	\$ 8,781.14	5.58%
2400 Cart Sales Tax Due	7,449.00	3,622.00	3,827.00	105.66%
Total Other Current Liabilities	\$ 291,514.91	\$ 263,691.09	\$ 27,823.82	10.55%
Total Current Liabilities	\$ 365,750.88	\$ 318,765.28	\$ 46,985.60	14.74%
Long-Term Liabilities				
2701 Consolidated City Debt	1,448,118.11	1,569,546.16	-121,428.05	-7.74%
2779 Wells Fargo Groundskeeper Mower and Procore Aerati	0.00	6,463.49	-6,463.49	-100.00%
2780 DLL Club Car 2021 Cart Fleet	0.00	48,652.64	-48,652.64	-100.00%
2782 Wells Fargo 2 Reelmaster 3555D Fairway Mowers	42,775.76	66,898.49	-24,122.73	-36.06%
2783 Wells Fargo 2 Baroness LM315GC Greens Mowers	28,522.13	44,073.11	-15,550.98	-35.28%
2784 Wells Fargo 2023 Spreader Trailer Roller	22,037.68	29,781.20	-7,743.52	-26.00%
2785 Wells Fargo Lastec 2023 Rotary Mower	40,889.39	53,447.15	-12,557.76	-23.50%
2786 Wells Fargo AngleMaster 3000 Grinder	11,549.48	14,102.18	-2,552.70	-18.10%
2787 Wells Fargo Blower Loader Tractor Fairway Mower	42,978.76	52,961.65	-9,982.89	-18.85%
2788 Wells Fargo Bernhard Dual Reel	34,639.78	42,550.55	-7,910.77	-18.59%
2789 Wells Fargo Toro GM Rotary Mower	52,148.22	0.00	52,148.22	
2790 DLL Club Car 2026 Cart Fleet	447,193.60	0.00	447,193.60	
2791 Club Car Visage Software 2026 Cart Fleet	117,740.00	0.00	117,740.00	
Total Long-Term Liabilities	\$ 2,288,592.91	\$ 1,928,476.62	\$ 360,116.29	18.67%
Total Liabilities	\$ 2,654,343.79	\$ 2,247,241.90	\$ 407,101.89	18.12%
Equity				
3900 Retained Earnings	653,882.59	270,581.10	383,301.49	141.66%
Net Income	-263,307.90	-179,537.60	-83,770.30	-46.66%
Total Equity	\$ 390,574.69	\$ 91,043.50	\$ 299,531.19	329.00%
TOTAL LIABILITIES AND EQUITY	\$ 3,044,918.48	\$ 2,338,285.40	\$ 706,633.08	30.22%

OAK HILLS PARK AUTHORITY
P&L - Current Month Vs. Prior Year Month
May 2026

	Total			
	May 2026	May 2025 (PY)	Change	% Change
Income				
4000 REVENUES				
4001 Golf Revenue				
4010 Golf Fees	282,310.42	255,158.70	27,151.72	10.64%
4020 I.D. Cards	28,481.00	21,233.00	7,248.00	34.14%
4025 Season Pass	9,100.88	9,387.02	-286.14	-3.05%
4030 Tournament Fees	14,580.00	29,400.00	-14,820.00	-50.41%
4050 Cart Revenue	67,446.00	57,039.00	10,407.00	18.25%
4060 Golf Revenue - Gift Certif.	1,255.00	1,161.00	94.00	8.10%
4070 Gift & Rain Checks Redeemed	-4,404.86	-2,582.00	-1,822.86	-70.60%
4090 Merchandise Sales	177.49	0.00	177.49	
4091 Merchandise Rentals	1,670.00	0.00	1,670.00	
Total 4001 Golf Revenue	\$ 400,615.93	\$ 370,796.72	\$ 29,819.21	8.04%
4100 Tennis Revenue	8,400.00	9,800.00	-1,400.00	-14.29%
4200 Rental Income	2,000.00	2,000.00	0.00	0.00%
4300 Investment Income	830.35	2,224.98	-1,394.63	-62.68%
4400 Misc. Income	500.00	1,993.63	-1,493.63	-74.92%
4600 Restaurant Income	2,000.00	2,000.00	0.00	0.00%
Total 4000 REVENUES	\$ 414,346.28	\$ 388,815.33	\$ 25,530.95	6.57%
Total Income	\$ 414,346.28	\$ 388,815.33	\$ 25,530.95	6.57%
Cost of Goods Sold				
50000 Cost of Goods Sold	92.50	0.00	92.50	
Total Cost of Goods Sold	\$ 92.50	\$ 0.00	\$ 92.50	
Gross Profit	\$ 414,253.78	\$ 388,815.33	\$ 25,438.45	6.54%
Expenses				
5000 PERSONNEL EXPENSE				
5010 Management Salary	24,459.92	23,852.26	607.66	2.55%
5030 Operations	45,024.73	38,357.88	6,666.85	17.38%
5040 Operations O/T	-73.58	161.87	-235.45	-145.46%
5050 Course Personnel	34,332.17	30,087.52	4,244.65	14.11%
5060 Course Personnel O/T	599.63	909.38	-309.75	-34.06%
5070 Seasonal Personnel	29,179.47	15,995.27	13,184.20	82.43%
5080 Seasonal Personnel O/T	148.00	58.02	89.98	155.08%
Total 5000 PERSONNEL EXPENSE	\$ 133,670.34	\$ 109,422.20	\$ 24,248.14	22.16%
5200 EMPLOYEE BENEFITS				
5210 Payroll Taxes	10,169.35	7,784.77	2,384.58	30.63%
5230 State Unemployment	2,236.00	3,354.45	-1,118.45	-33.34%
5250 Health Insurance	3,003.60	3,669.36	-665.76	-18.14%
5260 Workmans Compensation	1,268.80	2,651.41	-1,382.61	-52.15%
5270 Retirement Plans	447.06	432.63	14.43	3.34%

Total 5200 EMPLOYEE BENEFITS	\$ 17,124.81	\$ 17,892.62	-\$ 767.81	-4.29%
5400 ADMINISTRATIVE EXPENSES				
5420 Telephone	722.24	725.31	-3.07	-0.42%
5430 Professional Fees	3,500.00	3,400.00	100.00	2.94%
5436 Advertising	1,000.00	600.00	400.00	66.67%
5440 Office Expense	2,833.61	3,696.97	-863.36	-23.35%
5442 Credit Card Fees	9,037.02	8,881.70	155.32	1.75%
5450 Training and Dues	0.00	655.00	-655.00	-100.00%
5455 Meals and Entertainment	0.00	100.00	-100.00	-100.00%
5461 Authority Secretarial Services	0.00	190.00	-190.00	-100.00%
5469 Other Outside Services	822.65	735.40	87.25	11.86%
5470 Other Administrative	546.57	1,004.41	-457.84	-45.58%
5480 Utilities	10,106.26	8,957.42	1,148.84	12.83%
5500 Liability Insurance	10,664.72	9,911.96	752.76	7.59%
5520 Interest Expense	1,267.63	1,382.44	-114.81	-8.30%
Total 5400 ADMINISTRATIVE EXPENSES	\$ 40,500.70	\$ 40,240.61	\$ 260.09	0.65%
5600 SALES AND OPERATIONS				
5630 Pro Shop Software	555.25	325.00	230.25	70.85%
5640 Golf Pro Supplies	469.91	359.17	110.74	30.83%
5680 Golf Pro Work Clothes	0.00	1,673.09	-1,673.09	-100.00%
Total 5600 SALES AND OPERATIONS	\$ 1,025.16	\$ 2,357.26	-\$ 1,332.10	-56.51%
5700 PARK MAINTENANCE				
5710 Water	4,175.41	1,286.25	2,889.16	224.62%
5715 Nature and Open Space	5,937.98	830.40	5,107.58	615.07%
5720 Heating Fuel	2,404.63	1,767.56	637.07	36.04%
5730 Grounds Maintenance	237.96	3,009.35	-2,771.39	-92.09%
5750 Agriculture and Chemicals				
5751 Agriculture&Chemicals-Purchased	7,887.35	9,158.95	-1,271.60	-13.88%
5752 Agriculture/Chemicals Utilized	31,820.75	6,771.23	25,049.52	369.94%
Total 5750 Agriculture and Chemicals	\$ 39,708.10	\$ 15,930.18	\$ 23,777.92	149.26%
5760 Irrigation Maintenance	1,194.12	166.00	1,028.12	619.35%
5795 Janitorial Supplies	36.59	0.00	36.59	
5800 Equipment Maintenance	4,062.34	4,329.37	-267.03	-6.17%
5810 Equipment Rental	0.00	359.60	-359.60	-100.00%
5820 Building Maintenance	14,130.52	9,362.74	4,767.78	50.92%
5840 Small Equipment	24.45	0.00	24.45	
5880 Employee work clothes	198.66	0.00	198.66	
Total 5700 PARK MAINTENANCE	\$ 72,110.76	\$ 37,041.45	\$ 35,069.31	94.68%
6000 CART EXPENSE				
6010 Cart Lease Expense	0.00	4,080.00	-4,080.00	-100.00%
6020 Electricity	1,270.33	1,401.54	-131.21	-9.36%
6030 Maintenance	113.78	1,106.38	-992.60	-89.72%
6050 Cart Insurance	400.00	400.00	0.00	0.00%
6060 Misc. Cart Expense	0.00	100.00	-100.00	-100.00%
Total 6000 CART EXPENSE	\$ 1,784.11	\$ 7,087.92	-\$ 5,303.81	-74.83%
Total Expenses	\$ 266,215.88	\$ 214,042.06	\$ 52,173.82	24.38%
Net Operating Income	\$ 148,037.90	\$ 174,773.27	-\$ 26,735.37	-15.30%

Other Expenses				
8000 Depreciation/Amortization	32,232.00	34,551.00	-2,319.00	-6.71%
8001 Capital projects				
8100 Capital Projects - Cash	15,778.00	7,535.00	8,243.00	109.40%
Total 8001 Capital projects	\$ 15,778.00	\$ 7,535.00	\$ 8,243.00	109.40%
Total Other Expenses	\$ 48,010.00	\$ 42,086.00	\$ 5,924.00	14.08%
Net Other Income	-\$ 48,010.00	-\$ 42,086.00	-\$ 5,924.00	-14.08%
Net Income	\$ 100,027.90	\$ 132,687.27	-\$ 32,659.37	-24.61%

OAK HILLS PARK AUTHORITY
P&L - Current YTD Vs. Prior YTD
July 2025 - May 2026

	Total			
	Jul 2025 - May 2026	Jul 2024 - May 2025 (PY)	Change	% Change
Income				
4000 REVENUES				
4001 Golf Revenue				
4010 Golf Fees	1,575,047.13	1,446,941.94	128,105.19	8.85%
4020 I.D. Cards	156,727.00	155,589.00	1,138.00	0.73%
4025 Season Pass	96,004.14	99,700.75	-3,696.61	-3.71%
4030 Tournament Fees	102,249.00	101,724.00	525.00	0.52%
4050 Cart Revenue	388,436.00	383,939.41	4,496.59	1.17%
4060 Golf Revenue - Gift Certif.	20,743.94	19,716.00	1,027.94	5.21%
4070 Gift & Rain Checks Redeemed	-18,801.99	-16,371.00	-2,430.99	-14.85%
4090 Merchandise Sales	8,147.33	0.00	8,147.33	
4091 Merchandise Rentals	3,899.00	0.00	3,899.00	
Total 4001 Golf Revenue	\$ 2,332,451.55	\$ 2,191,240.10	\$ 141,211.45	6.44%
4100 Tennis Revenue	37,800.00	37,700.00	100.00	0.27%
4200 Rental Income	22,000.00	19,400.00	2,600.00	13.40%
4300 Investment Income	13,762.69	19,906.56	-6,143.87	-30.86%
4400 Misc. Income	5,545.10	15,062.95	-9,517.85	-63.19%
4600 Restaurant Income	44,353.00	26,565.00	17,788.00	66.96%
Total 4000 REVENUES	\$ 2,455,912.34	\$ 2,309,874.61	\$ 146,037.73	6.32%
Total Income	\$ 2,455,912.34	\$ 2,309,874.61	\$ 146,037.73	6.32%
Cost of Goods Sold				
50000 Cost of Goods Sold	6,837.36	0.00	6,837.36	
Total Cost of Goods Sold	\$ 6,837.36	\$ 0.00	\$ 6,837.36	
Gross Profit	\$ 2,449,074.98	\$ 2,309,874.61	\$ 139,200.37	6.03%
Expenses				
5000 PERSONNEL EXPENSE				
5010 Management Salary	230,587.18	252,665.90	-22,078.72	-8.74%
5011 Management Salary - Contractor	0.00	0.00	0.00	
Total 5010 Management Salary	\$ 230,587.18	\$ 252,665.90	-\$ 22,078.72	-8.74%
5030 Operations	275,835.38	254,878.00	20,957.38	8.22%
5040 Operations O/T	494.03	796.74	-302.71	-37.99%
5050 Course Personnel	323,513.14	302,402.13	21,111.01	6.98%
5060 Course Personnel O/T	5,976.89	3,630.73	2,346.16	64.62%
5070 Seasonal Personnel	154,698.12	126,310.57	28,387.55	22.47%
5080 Seasonal Personnel O/T	2,277.03	650.12	1,626.91	250.25%
Total 5000 PERSONNEL EXPENSE	\$ 993,381.77	\$ 941,334.19	\$ 52,047.58	5.53%
5200 EMPLOYEE BENEFITS				
5210 Payroll Taxes	75,395.38	65,486.16	9,909.22	15.13%
5230 State Unemployment	22,714.51	21,518.59	1,195.92	5.56%

5250 Health Insurance	21,714.67	38,368.34	-16,653.67	-43.40%
5260 Workmans Compensation	12,282.78	16,620.10	-4,337.32	-26.10%
5270 Retirement Plans	4,793.50	5,794.06	-1,000.56	-17.27%
Total 5200 EMPLOYEE BENEFITS	\$ 136,900.84	\$ 147,787.25	-\$ 10,886.41	-7.37%
5400 ADMINISTRATIVE EXPENSES				
5420 Telephone	9,042.91	8,110.92	931.99	11.49%
5430 Professional Fees	41,508.54	37,622.96	3,885.58	10.33%
5436 Advertising	6,127.78	4,908.22	1,219.56	24.85%
5440 Office Expense	31,544.50	25,409.93	6,134.57	24.14%
5441 Bank Charges	140.00	52.00	88.00	169.23%
5442 Credit Card Fees	60,501.23	51,548.30	8,952.93	17.37%
5445 Postage	198.02	120.00	78.02	65.02%
5450 Training and Dues	2,974.15	3,646.05	-671.90	-18.43%
5451 Travel Expenses	448.00	0.00	448.00	
Total 5450 Training and Dues	\$ 3,422.15	\$ 3,646.05	-\$ 223.90	-6.14%
5455 Meals and Entertainment	806.14	1,469.26	-663.12	-45.13%
5461 Authority Secretarial Services	0.00	1,500.00	-1,500.00	-100.00%
5469 Other Outside Services	9,040.97	8,182.63	858.34	10.49%
5470 Other Administrative	7,178.71	10,074.38	-2,895.67	-28.74%
5480 Utilities	104,781.06	77,566.35	27,214.71	35.09%
5481 Utilities Reimbursment	-34,881.46	0.00	-34,881.46	
Total 5480 Utilities	\$ 69,899.60	\$ 77,566.35	-\$ 7,666.75	-9.88%
5500 Liability Insurance	111,127.14	107,042.93	4,084.21	3.82%
5520 Interest Expense	16,240.21	16,207.47	32.74	0.20%
Total 5400 ADMINISTRATIVE EXPENSES	\$ 366,777.90	\$ 353,461.40	\$ 13,316.50	3.77%
5600 SALES AND OPERATIONS				
5630 Pro Shop Software	5,459.75	3,441.62	2,018.13	58.64%
5640 Golf Pro Supplies	2,887.43	4,272.29	-1,384.86	-32.41%
5680 Golf Pro Work Clothes	427.76	2,454.14	-2,026.38	-82.57%
Total 5600 SALES AND OPERATIONS	\$ 8,774.94	\$ 10,168.05	-\$ 1,393.11	-13.70%
5700 PARK MAINTENANCE				
5710 Water	68,493.55	52,358.26	16,135.29	30.82%
5715 Nature and Open Space	9,125.98	3,678.83	5,447.15	148.07%
5720 Heating Fuel	13,670.49	11,581.51	2,088.98	18.04%
5730 Grounds Maintenance	20,934.99	19,905.78	1,029.21	5.17%
5740 Tree Maintenance	0.00	7,415.64	-7,415.64	-100.00%
5750 Agriculture and Chemicals				
5751 Agriculture&Chemicals-Purchased	107,566.08	100,673.03	6,893.05	6.85%
5752 Agriculture/Chemicals Utilized	4,012.04	-23,675.50	27,687.54	116.95%
Total 5750 Agriculture and Chemicals	\$ 111,578.12	\$ 76,997.53	\$ 34,580.59	44.91%
5760 Irrigation Maintenance	9,575.26	11,683.59	-2,108.33	-18.05%
5770 Consumable Tools	3,269.86	440.50	2,829.36	642.31%
5780 Tee and Green Supplies	6,165.91	3,126.06	3,039.85	97.24%
5795 Janitorial Supplies	36.59	0.00	36.59	
5800 Equipment Maintenance	58,772.55	33,717.65	25,054.90	74.31%
5810 Equipment Rental		359.60	-359.60	-100.00%
5820 Building Maintenance	82,757.55	88,220.56	-5,463.01	-6.19%

5840 Small Equipment	3,413.37	419.99	2,993.38	712.73%
5860 Gasoline/Diesel Fuel	7,552.98	10,185.30	-2,632.32	-25.84%
5880 Employee work clothes	695.41	245.54	449.87	183.22%
Total 5700 PARK MAINTENANCE	\$ 396,042.61	\$ 320,336.34	\$ 75,706.27	23.63%
6000 CART EXPENSE				
6010 Cart Lease Expense	23,879.87	9,220.12	14,659.75	159.00%
6020 Electricity	12,318.61	17,010.72	-4,692.11	-27.58%
6030 Maintenance	2,563.48	5,476.17	-2,912.69	-53.19%
6050 Cart Insurance	4,400.00	4,400.00	0.00	0.00%
6060 Misc. Cart Expense	22.98	255.83	-232.85	-91.02%
Total 6000 CART EXPENSE	\$ 43,184.94	\$ 36,362.84	\$ 6,822.10	18.76%
Total Expenses	\$ 1,945,063.00	\$ 1,809,450.07	\$ 135,612.93	7.49%
Net Operating Income	\$ 504,011.98	\$ 500,424.54	\$ 3,587.44	0.72%
Other Expenses				
8000 Depreciation/Amortization	354,552.00	380,061.00	-25,509.00	-6.71%
8001 Capital projects				
8100 Capital Projects - Cash	417,747.88	300,396.14	117,351.74	39.07%
Total 8001 Capital projects	\$ 417,747.88	\$ 300,396.14	\$ 117,351.74	39.07%
8006 Disposed Assets	-4,980.00	-495.00	-4,485.00	-906.06%
Total Other Expenses	\$ 767,319.88	\$ 679,962.14	\$ 87,357.74	12.85%
Net Other Income	-\$ 767,319.88	-\$ 679,962.14	-\$ 87,357.74	-12.85%
Net Income	-\$ 263,307.90	-\$ 179,537.60	-\$ 83,770.30	-46.66%

OAK HILLS SALES ANALYSIS MAY 2026 FISCAL REPORT

Description	May-26	May-25	Inc/(Dec)	YTD FY26	YTD FY25	Inc/(Dec)
Revenue Rounds	6,677	6,085	9.7%	38,409	38,146	0.7%
Season Pass Rounds	513	456	12.5%	3,047	2,490	22.4%
POS System Servicer Rounds	0	1	-100.0%	0	1,402	-100.0%
Barter Rounds	0	0	0.0%	0	0	0.0%
Comp Rounds	<u>23</u>	<u>24</u>	<u>-4.2%</u>	<u>306</u>	<u>73</u>	319.2%
Total All Rounds	7,213	6,566	9.9%	41,762	42,111	-0.8%
Total Carts	4,023	3,624	11.0%	23,965	22,753	5.3%
Total Golf ID Cards	199	149	33.6%	1,074	1,019	5.4%
Total Season Passes	1	2	-50.0%	51	52	-1.9%
Total Gift Cards	16	11	45.5%	130	167	-22.2%
Total Pro Shop Merchandise	178	0	0.0%	1,571	0	0.0%
Total \$ Revenue Rounds	\$297,308	\$284,234	4.6%	\$1,683,959	\$1,541,047	9.3%
Total Carts \$	\$71,728	\$60,661	18.2%	\$410,830	\$408,300	0.6%
Total Golf ID Cards \$	\$28,481	\$21,233	34.1%	\$128,060	\$146,374	-12.5%
Total Season Pass \$	\$411	\$1,500	-72.6%	\$47,511	\$109,550	-56.6%
Total Gift Cards \$	\$1,514	\$992	52.6%	\$15,319	\$16,803	-8.8%
Total Pro Shop Merchandise \$	\$1,983	\$0	0.0%	\$12,324	\$0	0.0%
Rain Chks/Gift Cards Redeemed	-\$4,147	-\$2,582	60.6%	-\$20,047	-\$10,464	91.6%
	\$397,279	\$366,038	8.5%	\$2,277,956	\$2,211,611	3.0%
\$ Revenue/Revenue Round	\$44.53	\$46.71	-4.7%	\$43.84	\$40.40	8.5%
Carts/Revenue Round	60.3%	59.6%	1.2%	62.4%	59.6%	4.6%
Cart \$/Revenue Round	\$10.74	\$9.97	7.8%	\$10.70	\$10.70	-0.1%
Cart \$/Cart Round	\$17.83	\$16.74	6.5%	\$17.14	\$17.94	-4.5%
ID Card \$/Card	\$143.12	\$142.50	0.4%	\$119.24	\$143.64	-17.0%
Resident Adult 18 Rounds	900	759	18.6%	4,506	3,681	22.4%
Resident Senior 18 Rounds	856	740	15.7%	5,100	4,055	25.8%
Junior/HS Golf Team 18 Rounds	282	327	-13.8%	1,939	2,614	-25.8%
Golf League 18 Rounds	21	14	50.0%	109	71	53.5%
Employee 18 Rounds	165	110	50.0%	934	799	16.9%
Non Resident 18 Rounds	419	372	12.6%	2,283	1,706	33.8%
Public 18 Rounds	2,817	2,883	-2.3%	16,472	22,345	-26.3%
Total 9 Hole Rounds	1,217	880	38.3%	7,066	2,875	145.8%
Total Revenue Rounds	6,677	6,085	9.7%	38,409	38,146	0.7%
Resident Adult 18 Rounds \$	\$37,978	\$32,430	17.1%	\$191,674	\$147,074	30.3%
Resident Senior 18 Rounds \$	\$31,295	\$26,811	16.7%	\$185,466	\$135,666	36.7%
Junior/HS Golf Team 18 Rounds \$	\$7,980	\$9,608	-16.9%	\$57,117	\$57,867	-1.3%
Golf League 18 Rounds	\$630	\$450	40.0%	\$3,165	\$2,057	53.9%
Employee 18 Rounds \$	\$1,162	\$767	51.5%	\$6,562	\$5,357	22.5%
Non Resident 18 Rounds \$	\$16,743	\$14,973	11.8%	\$90,282	\$63,844	41.4%
Public 18 Rounds \$	\$166,817	\$174,514	-4.4%	\$954,350	\$1,051,904	-9.3%
Total 9 Hole Rounds \$	\$34,703	\$24,682	40.6%	\$195,344	\$77,278	152.8%
Total \$ Revenue Rounds	297,308	284,234	4.6%	1,683,959	1,541,047	9.3%
Senior Non-Resident ID	12	9	33.3%	76	97	-21.6%
Adult Non-Resident ID	7	11	-36.4%	78	77	1.3%
Senior Non-Resident Annual Pass	0	0	0.0%	3	3	0.0%
Adult Non-Resident Annual Pass	0	0	0.0%	5	7	-28.6%
Total Non-Resident Members	19	20	-5.0%	162	184	-12.0%
City of Norwalk debt paydown	\$16,177.50					

OAK HILLS SALES ANALYSIS MAY 2026 CALENDAR REPORT

<u>Description</u>	<u>May-26</u>	<u>May-25</u>	<u>Inc/(Dec)</u>	<u>YTD 2026</u>	<u>YTD 2025</u>	<u>Inc/(Dec)</u>
Revenue Rounds	6,677	6,085	9.7%	12,404	11,401	8.8%
Season Pass Rounds	513	456	12.5%	1,126	1,107	1.7%
POS System Servicer Rounds	0	1	-100.0%	0	2	-100.0%
Barter Rounds	0	0	0.0%	0	0	0.0%
Comp Rounds	<u>23</u>	<u>24</u>	<u>-4.2%</u>	<u>51</u>	<u>49</u>	4.1%
Total All Rounds	7,213	6,566	9.9%	13,581	12,559	8.1%
Total Carts	4,023	3,624	11.0%	7,170	6,486	10.5%
Total Golf ID Cards	199	149	33.6%	1,027	917	12.0%
Total Season Passes	1	2	-50.0%	52	52	0.0%
Total Gift Cards	16	11	45.5%	45	54	-16.7%
Total Pro Shop Merchandise	178	0	0.0%	1,108	0	0.0%
Total \$ Revenue Rounds	\$297,308	\$284,234	4.6%	\$531,055	\$507,761	4.6%
Total Carts \$	\$71,728	\$60,661	18.2%	\$125,498	\$107,928	16.3%
Total Golf ID Cards \$	\$28,481	\$21,233	34.1%	\$150,825	\$137,429	9.7%
Total Season Pass \$	\$411	\$1,500	-72.6%	\$107,611	\$109,550	-1.8%
Total Gift Cards \$	\$1,514	\$992	52.6%	\$5,054	\$5,764	-12.3%
Total Pro Shop Merchandise \$	\$1,983	\$0	0.0%	8,567	\$0	0.0%
Rain Chks/Gift Cards Redeemed	-\$4,147	-\$2,582	60.6%	-\$10,084	-\$7,828	28.8%
	\$397,279	\$366,038	8.5%	\$918,526	\$860,604	6.7%
\$ Revenue/Revenue Round	\$44.53	\$46.71	-4.7%	\$42.81	\$44.54	-3.9%
Carts/Revenue Round	60.3%	59.6%	1.2%	57.8%	56.9%	1.6%
Cart \$/Revenue Round	\$10.74	\$9.97	7.8%	\$10.12	\$9.47	6.9%
Cart \$/Cart Round	\$17.83	\$16.74	6.5%	\$17.50	\$16.64	5.2%
ID Card \$/Card	\$143.12	\$142.50	0.4%	\$146.86	\$149.87	-2.0%
Resident Adult 18 Rounds	900	759	18.6%	1,616	1,502	7.6%
Resident Senior 18 Rounds	856	740	15.7%	1,538	1,307	17.7%
Junior/Golf Team 18 Rounds	282	327	-13.8%	674	659	2.3%
Golf League 18 Rounds	21	14	50.0%	27	24	12.5%
Employee 18 Rounds	165	110	50.0%	305	233	30.9%
Non Resident 18 Rounds	419	372	12.6%	704	677	4.0%
Public 18 Rounds	2,817	2,883	-2.3%	5,070	5,255	-3.5%
Total 9 Hole Rounds	1,217	880	38.3%	2,470	1,744	41.6%
Total Revenue Rounds	6,677	6,085	9.7%	12,404	11,401	8.8%
Resident Adult 18 Rounds \$	\$37,978	\$32,430	17.1%	\$67,559	\$63,921	5.7%
Resident Senior 18 Rounds \$	\$31,295	\$26,811	16.7%	\$54,779	\$46,822	17.0%
Junior/Golf Team 18 Rounds \$	\$7,980	\$9,608	-16.9%	\$19,316	\$19,161	0.8%
Golf League 18 Rounds	\$630	\$450	40.0%	\$810	\$750	8.0%
Employee 18 Rounds \$	\$1,162	\$767	51.5%	\$2,135	\$1,614	32.3%
Non Resident 18 Rounds \$	\$16,743	\$14,973	11.8%	\$27,461	\$26,980	1.8%
Public 18 Rounds \$	\$166,817	\$174,514	-4.4%	\$291,755	\$299,845	-2.7%
Total 9 Hole Rounds \$	\$34,703	\$24,682	40.6%	\$67,239	\$48,668	38.2%
Total \$ Revenue Rounds	297,308	284,234	4.6%	531,055	507,761	4.6%
Senior Non-Resident ID	12	9	33.3%	75	93	-19.4%
Adult Non-Resident ID	7	11	-36.4%	76	70	8.6%
Senior Non-Resident Annual Pass	0	0	0.0%	3	3	0.0%
Adult Non-Resident Annual Pass	0	0	0.0%	5	7	-28.6%
Total Non-Resident ID's	19	20	-5.0%	159	173	-8.1%

**OHPA FY2026 Budget
FY 2023-2027**

	FY23 ACTUAL	FY24 ACTUAL	FY25 ACTUAL	FY26 BUDGET
Rounds	1.88	1.88	1.83	1.92
Revenue Rounds	42,785	44,646	44,730	43,707
Non Revenue Rounds	5,045	4,613	4,453	4,400
Total Rounds	47,830	49,259	49,183	48,107
Cart Rounds	25,385	26,195	26,809	25,100
Cart Revenue/Cart Rounds	\$18.52	\$18.56	\$17.83	\$19.00
ID Rate Avg	\$124.91	\$129.85	\$142.76	\$151.83
ID Cards	1,159	1,163	1,087	1,200
Golf Revenue / Revenue Round	\$36.21	\$37.17	\$41.19	\$37.54
Cart Revenue / Revenue Round	\$10.99	\$10.89	\$10.69	\$11.00

REVENUE				
4000 · REVENUES				<i>check:</i>
4001 · Golf Revenue				
4010 · Golf Fees	1,448,519	1,549,721	1,717,457	1,520,823
4020 · I.D. Cards	143,058	149,274	156,676	182,200
4025 · Season Passes	105,854	107,547	108,781	107,340
4030 · Tournament Fees	113,469	113,912	129,756	120,000
4050 · Cart Revenue	441,983	457,082	449,574	476,900
4060 · Golf Revenue - Gift Certif.	20,686	23,652	27,022	24,200
4070 · Gift & Rain Checks Redeemed	(18,187)	(19,496)	(19,155)	(20,210)
Total 4001 · Golf Revenue	2,255,382	2,381,691	2,570,110	2,411,254
4100 · Tennis Revenue	42,800	49,667	47,500	50,200
4200 · Rental Income	1,800	21,600	21,400	24,000
4300 · Investment Income	2,066	18,586	21,267	19,500
4400 · Misc. Income	14,347	12,356	15,668	2,500
4600 · Restaurant Income	58,916	35,622	40,865	52,500
Total Other Revenue	119,929	137,831	146,700	148,700
TOTAL REVENUE	2,375,311	2,519,522	2,716,810	2,559,954
EXPENSE				
5000 · PERSONNEL EXPENSE				
5010 · Management Salary	169,185	260,239	274,557	289,000
5030 · Operations	239,765	274,745	295,647	296,010
5050 · Course Personnel	311,269	313,738	328,430	355,480
5060 · Course Personnel O/T	1,787	4,921	4,078	-
5070 · Seasonal Personnel	116,303	159,934	143,167	199,880
5075 · Outside Seasonal Personnel	29,004	871	-	-
5080 · Seasonal Personnel O/T	796	1,035	703	-

Total 5000 · PERSONNEL EXPENSE	868,109	1,015,482	1,046,583	1,140,370
5200 · EMPLOYEE BENEFITS	17%	14%	16%	15%
5210 · Payroll Taxes	63,493	71,081	72,978	85,202
5230 · State Unemployment	24,047	23,458	24,561	22,670
5250 · Health Insurance	28,451	27,171	43,243	41,410
5260 · Workmans Compensation	20,582	16,300	18,114	17,500
5270 · Retirement Plans	6,825	5,953	6,213	6,800
Total 5200 · EMPLOYEE BENEFITS	143,398	143,963	165,108	173,582
5400 · ADMINISTRATIVE EXPENSES				
5420 · Telephone	12,674	8,843	9,336	9,710
5430 · Professional Fees	34,769	40,723	41,023	39,250
5436 · Advertising	10,581	9,868	4,908	7,000
5440 · Office Expense	19,761	25,517	28,013	24,600
5441 · Bank Charges	257	74	52	50
5442 · Credit Card Fees	49,530	52,693	60,224	53,558
5445 · Postage	123	200	120	250
5450 · Training and Dues	2,278	3,646	4,616	3,500
5455 · Meals and Entertainment		148	1,469	1,200
5461 · Authority Secretarial Services	1,490	2,010	1,500	1,700
5469 · Other Outside Services	7,560	8,655	8,935	9,853
5470 · Other Administrative Expense	8,770	12,188	10,879	11,500
5480 · Utilities	54,886	56,938	73,286	66,400
5481 Utilities Reimbursment				
5499 · Bad Debt Expense	9,508	12,330	-	
Total 5400 · ADMINISTRATIVE EXPENSES	212,188	233,832	244,360	228,571
5500 · DEBT SERVICE AND INSURANCE				
5500 · Liability Insurance	96,701	109,000	116,935	123,758
5520 · Interest	7,247	16,591	17,848	19,950
5526 · Commercial debt service				
Total 5500 · DEBT SERVICE AND INSURANCE	103,948	125,591	134,783	143,708
5600 · SALES AND OPERATIONS				
5630 · Pro Shop Software	2,050	2,783	3,767	3,900
5640 · Golf Pro Supplies	6,418	4,266	4,330	4,500
5680 · Golf Pro Work Clothes	1,419	1,126	3,248	4,000
Total 5600 · SALES AND OPERATIONS	9,887	8,174	11,345	12,400
5700 · COURSE MAINTENANCE				
5710 · Water	81,372	34,787	53,527	65,000
5730 · Grounds Maintenance	15,309	31,497	26,491	40,000
5740 · Tree Maintenance	4,420	4,750	7,416	6,000
5751 · Agriculture&Chemicals-Purchase	103,970	105,258	101,475	114,000
5752 · Agriculture/Chemicals Utilized	(18,546)	17,469	(4,875)	-
5760 · Irrigation Maintenance	13,142	9,775	12,149	10,000

5770 · Consumable Tools	3,544	2,712	642	3,000
5780 · Tee and Green Supplies	5,175	3,417	3,236	4,000
5795 · Janitorial Supplies	302	66	-	200
5800 · Equipment Maintenance	30,548	40,628	38,193	40,000
5810 · Equipment Rental		301	360	600
5840 · Small Equipment	1,847	1,020	575	3,000
5860 · Gasoline/Diesel Fuel	18,264	17,221	12,285	17,000
5880 · Employee work clothes	892	1,258	246	1,500
Total 5700 · COURSE MAINTENANCE	260,239	270,158	251,719	304,300
5800 · BUILDING AND GROUNDS MAINTENANCE				
5715 · Nature and Open Space	1,754	876	4,209	8,000
5720 · Heating Fuel	18,626	14,879	9,859	17,000
5820 · Building Maintenance	35,345	61,656	93,923	45,000
Total 5800 · B AND G MAINTENANCE	55,725	77,411	107,991	70,000
	315,964	347,569	359,710	374,300
6000 · CART EXPENSE				
6010 · Cart Lease Expense	7,916	7,302	20,330	21,320
6020 · Electricity	15,366	18,847	18,354	20,000
6030 · Maintenance	2,569	3,834	5,476	6,300
6050 · Cart Insurance	4,800	4,800	4,800	4,800
6060 · Misc. Cart Expense	-	95	256	-
Total 6000 · CART EXPENSE	30,652	34,879	49,217	52,420
6500 · TENNIS EXPENSE				
6510 · Professional Services		2,000		
6530 · Supplies		514		
6570 · Other Expense		359		
Total 6500 · TENNIS EXPENSE	-	2,873	-	-
TOTAL OPERATIONAL EXPENSE	1,684,145	1,912,364	2,011,106	2,125,350
TOTAL OPERATIONAL NET INCOME	691,166	607,158	705,704	434,604
B/S - Financed Debt Service Principal	152,678	158,165	157,429	197,853
Restructured Debt to City of Norwalk	118,803	126,878	133,118	130,165
Loan Repayment	118,803	126,878	133,118	130,165
NET INCOME BEFORE CAPITAL EXPENSES	691,166	607,158	705,704	434,604
8000 · OTHER EXPENSE				
8000 · Depreciation/Amortization	377,142	414,608	386,779	415,000
8000 · Depreciation/Amortization Non Current	(377,142)	(414,608)	(386,779)	(415,000)
8001 · Capital projects	133,492	311,949	301,216	344,500
8006 · Disposed Assets	(3,000)		(495)	
7002 · Capital Contribution	(26,752)	(41,865)	(63,881)	(20,000)
Total 8000 · OTHER EXPENSE	347,390	372,743	322,403	395,000

NET INCOME	343,776	234,415	383,301	39,604
PRIOR YEAR RETAINED EARNINGS/DEFICIT	222,011	565,787	800,203	1,183,504
CUMMULATIVE	565,787	800,203	1,183,504	1,223,108
	-7.9%	-7.9%	-7.9%	-7.4%



FY26 Reforecast	FY27 BUDGET	26 RFC vs 27 Bud
1.78	1.83	
43,751	43,978	0.5%
3,998	4,200	5.0%
47,749	48,178	0.9%
26,794	26,300	-1.8%
\$16.92	\$18.25	7.9%
\$144.22	\$149.13	3.4%
1,209	1,180	-2.4%
\$43.88	\$42.60	-2.9%
\$10.76	\$10.80	0.3%
<hr style="border-top: 1px dashed black;"/>		
174,362	175,976	
1,737,011	1,753,550	1.0%
172,654	175,980	1.9%
103,549	109,880	6.1%
127,136	120,000	-5.6%
462,959	479,970	3.7%
26,080	26,600	2.0%
(20,685)	(21,100)	2.0%
2,608,704	2,644,881	1.4%
43,400	52,800	21.7%
24,000	24,000	0.0%
17,078	17,600	3.1%
5,096	3,000	-41.1%
55,353	57,600	4.1%
144,928	155,000	6.9%
2,753,631	2,799,881	1.7%
254,909	295,710	16.0%
301,449	321,980	6.8%
346,419	399,980	15.5%
4,364	-	9066.4%
180,523	212,050	-100.0%
-	-	
2,192	-	9573.9%

1,089,856	1,229,720	12.8%
14%	15%	
81,855	90,070	10.0%
25,956	25,960	0.0%
24,515	42,250	72.3%
14,845	15,500	4.4%
5,478	6,100	11.4%
<hr/> 152,649	<hr/> 179,879	<hr/> 17.8%
10,065	11,000	9.3%
46,509	41,000	-11.8%
5,879	11,000	87.1%
34,088	31,000	-9.1%
152	50	-67.1%
65,705	67,620	2.9%
298	250	-16.1%
4,545	4,200	-7.6%
1,106	1,200	8.5%
-	-	-
9,890	11,160	12.8%
8,761	10,200	16.4%
116,302	116,570	0.2%
(46,881)	(45,560)	-2.8%
-	-	-
<hr/> 256,419	<hr/> 259,691	<hr/> 1.3%
123,264	131,390	6.6%
17,673	17,670	0.0%
<hr/> 140,937	<hr/> 149,059	<hr/> 5.8%
3,250	6,400	
3,658	4,700	28.5%
3,128	4,000	27.9%
<hr/> 10,036	<hr/> 15,100	<hr/> 50.5%
74,153	65,000	-12.3%
30,324	45,000	48.4%
5,000	7,000	40.0%
144,200	120,000	-16.8%
(13,578)	-	-100.0%
11,122	14,000	25.9%

4,194	4,000	-4.6%
6,203	4,000	-35.5%
32	200	524.6%
54,331	42,000	-22.7%
350	600	71.4%
3,793	3,000	-20.9%
12,250	18,000	46.9%
1,250	1,500	20.0%
333,625	324,300	-2.8%
6,000	10,000	
14,697	16,500	12.3%
75,296	68,000	-9.7%
95,993	94,500	-1.6%
429,618	418,800	-2.5%
23,880	8,000	-66.5%
15,031	16,000	6.4%
3,316	6,300	90.0%
4,800	4,800	0.0%
23	-	-100.0%
47,050	35,100	-25.4%
-	-	-
-	-	-
-	-	-
2,126,565	2,287,349	7.6%
627,067	512,532	-18.3%
163,030	\$226,000	
-		
134,842	134,480	
134,842	134,480	-0.3%
624,395	512,532	-17.9%
-		
393,838	415,000	5.4%
(393,838)	(415,000)	
410,024	410,000	
(4,980)		
(62,000)	(20,000)	
326,858	395,000	20.8%

297,537	117,532	-60.5%
1,183,504	1,481,042	
1,481,042	1,598,574	
	4.4%	
ect after cap ex	(257,948)	

TAX COLLECTOR'S REPORT
MAY 2026

FISCAL YEAR 2025-2026
(2024 GRAND LIST)

ORIGINAL LEVY	ADJ. TAX COLLECTIONS JUN 25 - MAY 26	COLLECTION %	CORRECTED LEVY*	CHANGE IN LEVY	COLLECTION %
AUTOMOBILE-REGULAR	\$18,059,521.71	92.04%	\$19,458,100.72	(\$163,612.30)	92.81%
AUTOMOBILE-SUPPLEMENTAL	\$3,115,978.84	83.58%	\$3,095,653.21	(\$20,325.63)	84.13%
PERSONAL PROPERTY	\$28,666,103.44	94.72%	\$28,529,870.33	(\$136,233.11)	95.17%
REAL ESTATE	\$340,880,548.34	99.22%	\$340,754,060.01	(\$126,488.33)	99.26%
TOTAL TAX	\$392,284,343.64	98.41%	\$391,837,684.27	(\$446,659.37)	98.52%
SEWER USE	\$19,835,102.00	99.92%	\$20,003,042.00	\$167,940.00	99.08%
IPP FEE	\$181,250.00	84.26%	\$181,249.66	(\$0.34)	84.26%

FISCAL YEAR 2024-2025
(2023 GRAND LIST)

ORIGINAL LEVY	JUN 24 - MAY 25	COLLECTION %	CORRECTED LEVY*	CHANGE IN LEVY	COLLECTION %
AUTOMOBILE-REGULAR	\$27,666,654.80	90.75%	\$29,994,250.20	(\$491,270.42)	92.24%
AUTOMOBILE-SUPPLEMENTAL	\$4,617,948.35	84.62%	\$4,580,244.04	(\$37,704.31)	85.32%
PERSONAL PROPERTY	\$24,660,647.62	96.83%	\$24,563,776.03	(\$96,871.59)	97.21%
REAL ESTATE	\$314,512,159.95	98.58%	\$312,396,081.56	(\$2,116,078.39)	99.25%
TOTAL TAX	\$374,276,276.54	97.66%	\$371,534,351.83	(\$2,741,924.71)	98.38%
SEWER USE	\$19,044,215.00	98.48%	\$18,987,820.50	(\$56,394.50)	98.78%
IPP FEE	\$167,750.00	103.27%	\$197,499.52	\$29,749.52	87.72%

TAX DIFFERENCE 2024 G.L. vs. 2023 G.L.
INCREASE/(DECREASE)

	\$18,008,067.10	\$20,529,201.59	0.75%	\$20,303,332.44	\$2,295,265.34	0.14%
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SEWER DIFFERENCE 2024 G.L. vs. 2023 G.L.
INCREASE/(DECREASE)

	\$790,887.00	\$1,063,138.08	1.43%	\$1,015,221.50	\$224,334.50	0.30%
--	--------------	----------------	-------	----------------	--------------	-------

IPP DIFFERENCE 2024 G.L. vs. 2023 G.L.
INCREASE/(DECREASE)

	\$13,500.00	(\$20,514.10)	-19.01%	(\$16,249.86)	(\$29,749.86)	-3.45%
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BACK TAXES COLLECTED

FISCAL YR 2025-2026 (JUL 25 - MAY 26)	FISCAL YR 2024-2025 (JUL 24 - MAY 25)	CUR YR vs. PRIOR YR INC/(DEC)
PRIOR TAXES	\$3,790,062.87	\$4,560,940.22
PRIOR SEWER USE FEE	\$144,622.31	\$166,109.28
PRIOR IPP FEE	\$9,330.50	\$13,811.57
TOTAL PRIOR TAX, SEWER & IPP	\$3,944,015.68	\$4,740,861.07
CURRENT INTEREST	\$925,033.85	\$1,059,906.10
PRIOR INTEREST	\$1,171,369.67	\$1,367,484.35
SEWER USE FEE INTEREST	\$80,689.06	\$92,886.07
IPP FEE INTEREST	\$5,719.29	\$8,640.65
TOTAL INTEREST COLLECTED	\$2,182,811.87	\$2,528,917.17
PRIOR LIEN FEE	\$11,528.35	\$14,841.43
CURRENT LIEN FEE	\$6,225.34	\$4,919.17
TOTAL LIEN FEE COLLECTED	\$17,753.69	\$19,760.60
MISC FEES COLLECTED**	\$333,403.93	\$542,575.20
TOTAL PRIOR TAX, ALL INTEREST & ALL FEES	\$6,477,985.17	\$7,832,114.04
TOTAL TAX BILLED/PAID ON GROSS RECEIPTS FROM CANNABIS SINCE 05/24	\$	\$ 670,880.86

AGENDA

CLAIMS COMMITTEE MEETING

JULY 16TH

REFUNDS PROCESSED CLAIMS COMMITTEE

APPROVED BY TAX COLLECTOR

PAY TO: BILL No & AMOUNT REFUNDED REASON

MOTOR VEHICLE

JONES-SMITH ESSENCE	22-MV-406662 \$17.49	OVERPAYMENT
LABRIOLA THOMAS & DANIELA	24-MV-337959 \$13.16 + \$2.17 INT	PRORATION
MEDINA GALLEGRO DIANA M	22-MV-344986 \$405.21	MTS ABATEMENT
	23-MV-345474 \$350.57 + \$31.55 INT \$5.00	MTS ABATEMENT
NISSAN INFINITI LT LLC	23-MV-350413 \$264.81	PRORATION
OMEARA JUDITH	24-MV-377284 \$50.00	MTS FEE REMOVED
PILDER BAILEY E	21-24-MV-SEE ATTACHED \$1,451.07	ABATEMENT
QADIR ISHFAQ	24-MV-355620 \$41.83	OVERPAYMENT
RHODE JOHN	23-MV-204297 \$40.72	PRORATION
	24-MV-202958 \$119.72	PRORATION
TOYOTA LEASE TRUST	24-MV-368247 \$238.48	PRORATION
TOYOTA LEASE TRUST	24-MV-368101 \$364.32	ABATEMENT
	24-MV-368701 \$284.46	ABATEMENT

REAL ESTATE

CAVANAGH CARROLL

SHELLFISH LAND

5-100-22-0 23-RE-104838 \$40.91 DUPLICATE BILL ISSUED

MTS SAYS VEHICLE SHOULD BE TAXED BY STAMFORD, DMV SAYS VEHICLE IS REGISTERED IN NORWALK



Norwalk Public Schools
Technology Department
P: 203-854-4039 / F: 203-806-4289
125 East Avenue, PO BOX 6001
Norwalk, CT 06852-6001

TO: Chitsamay Lam
CC: Finance & Claims Committee
FROM: Ralph Valenzisi, Assistant Superintendent of Digital Learning and Innovation
RE: Software Platforms
DATE: 7/6/2026

Dear Members of the Finance Claims Board and Common Council,

This funding request is for six software platforms foundational to our district's educational mission: Brisk, Exemplars, Google AI, Explore Learning (Lazel Inc.), Magic School, and Inner Orbit (Rocketlit Inc.).

Brisk Curriculum Intelligence is an AI-powered instructional software package configured for high school levels (Grades 9–12) and supported by a Professional Learning Package. Integrated directly into teachers' daily digital workflows, Brisk allows educators to analyze student writing, provide targeted feedback, generate instructional materials, and adapt existing curricula. It plays a crucial role in differentiation by allowing teachers to instantly adjust the complexity of science or math texts to match a student's individual level.

Exemplars provides standards-based digital performance subscriptions for "Problem Solving for the 21st Century," tailored for grades K–5 and 6–8, and includes Spanish translations. Instructionally, it provides authentic, rich performance tasks that engage students in deep reasoning and communication within Math, Science, and Writing. Teachers utilize Exemplars' rubrics and anchor papers to support self- and peer assessments, guiding students to think critically and solve complex, real-world problems.

Google AI Pro for Education unlocks advanced corporate-grade artificial intelligence capabilities directly within the district's secured norwalkps.org domain. Instructionally, this allows educators to leverage Google's cutting-edge Gemini AI workspace features to analyze student performance trends, draft highly interactive curriculum units, automate administrative formatting tasks, and design multimedia-rich math and science resources that maximize classroom engagement.

Explore Learning provides a suite of deeply immersive math and science platforms, including Science4Us, Elementary and Secondary Gizmos, Reflex, and Frax. Instructionally, Gizmos

provides interactive, inquiry-based math and science simulations that let students manipulate variables and conduct virtual lab experiments. Science4Us establishes foundational science concepts for early learners, while Reflex and Frax use game-based adaptive missions to help students achieve math fact fluency and master higher-grade fraction concepts.

Magic School Enterprise is an educational AI platform deployed at district elementary and middle schools, including Fox Run, Marvin, Tracey, and Ponus. This tool includes a dedicated Learning Outcomes Module and specialized teacher training. For instructional purposes, Magic School acts as a co-pilot for educators, empowering them to rapidly generate differentiated lesson plans, translate materials, rewrite texts to accommodate different Lexile reading levels, and build customized student accommodations to fit individual IEP needs. Together, these integrated platforms are critical for curriculum delivery, data-driven instruction, student support, and the effective management of our educational resources.

Inner Orbit is a dedicated Next Generation Science Standards (NGSS) assessment platform utilized across Grades 6–11. Instructionally, it provides teachers with a rigorous database of phenomena-based clusters and formative assessments that are directly aligned with NGSS standards. This allows science educators to pinpoint student performance on specific dimensions (Disciplinary Core Ideas, Science and Engineering Practices, and Crosscutting Concepts) to target interventions and adapt classroom instruction dynamically.

Ralph Valenzisi
Assistant Superintendent of Digital Learning and Innovation
Norwalk Public Schools
125 East Ave.
Norwalk, CT 06852
203-854-4149

ACTION REQUESTED:

Authorize the Purchasing Agent to issue a purchase order to Brisk Teaching, for software, for an amount not to exceed \$34,500, account 09275010-5777-C0112, and forward to the Common Council for further action.

ACTION REQUESTED:

Authorize the Purchasing Agent to issue a purchase order to Exemplars Inc., for software, for an amount not to exceed \$29,575, account 09275010-5777-C0112, and forward to the Common Council for further action.

ACTION REQUESTED:

Authorize the Purchasing Agent to issue a purchase order to CDW Education, for software, for an amount not to exceed \$211,200, account 09275010-5777-C0112, and forward to the Common Council for further action.

ACTION REQUESTED:

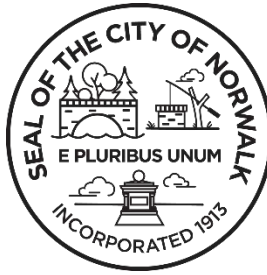
Authorize the Purchasing Agent to issue a purchase order to Lazel Inc., for software, for an amount not to exceed \$100,133.04, account 09275010-5777-C0112, and forward to the Common Council for further action.

ACTION REQUESTED:

Authorize the Purchasing Agent to issue a purchase order to Magic School Inc., for software, for an amount not to exceed \$20,542, account 09275010-5777-C0112, and forward to the Common Council for further action.

ACTION REQUESTED:

Authorize the Purchasing Agent to issue a purchase order to Rocketlit Inc., for software, for an amount not to exceed \$31,729.50, account 09275010-5777-C0112, and forward to the Common Council for further action.



DEPT OF FINANCE - Purchasing Department

NONCOMPETITIVE PROCUREMENT JUSTIFICATION FORM

DATE: _____

DEPARTMENT: _____


Procurement by non-competitive proposals may be used only when the award of a contract is infeasible under informal competitive Quotations (§3-204), Informal Competitive Request for Proposals (§3-205), seal bids, or competitive proposals and at least one of the following circumstances applies:

Check One:

1	The item is available only from a single source (justification is attached). The provisions of this regulation apply to all sole source procurements unless emergency conditions exist as defined by Purchasing Guideline on Emergency Procurements
2	After solicitation of several sources, competition is determined inadequate (record of source contacts and/or attempts to obtain pricing is attached)
3	The compatibility of equipment, accessories, or replacement parts is of paramount consideration
4	The item/service is available on a Cooperative Purchasing Agreement (please provide the organization name, quote, and the contract/agreement number)
5	The public exigency or emergency for the requirement will not permit a delay resulting from competitive solicitation (documented emergency contingency is attached). Please forward this form and supporting documentation within 48 hours of the Emergency
6	Other, please explain:

TOTAL COST: _____ MUNIS Account: _____

VENDOR: _____

Purchasing Agent Signature	The Purchasing Agent		Department Head Signature
	X	Supports	
Purchasing Agent Name		Does Not Support	Department Head Name
Date	X	Single Source Requires Common Council Authorization (in excess of \$20,000.00)?	Date

JUSTIFICATION:

ANY OTHER VENDORS CONTACTED FOR PRICING? (Please attach quotes): _____

Vendor 1: _____

Vendor 2: _____

EMERGENCY: Explain in detail the nature of the emergency



2261 Market Street
Suite 22980
San Francisco, California 94114

Official Quote and Order Form

Prepared for

Client Name: Norwalk Public Schools
Primary Contact: Ralph Valenzisi
Primary Contact Email: valenzisir@norwalkps.org
Accounts Payable Contact:
Accounts Payable Email:
Service Start Date: 07-01-2026
Service End Date: 06-30-2027

Quote No.:
BRISK Q 4284
Prepared Date:
06-22-2026
Exp. Date:
09-20-2026

Product	Quantity	Price	Total
Brisk Curriculum Intelligence (Grades 9-12)	4000	\$8.00	\$32,000.00
Brisk Professional Learning Package	1	\$2,500.00	\$2,500.00
Total			\$34,500.00

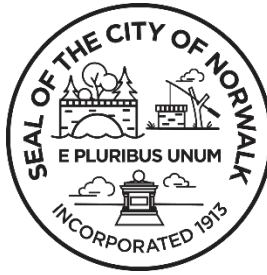
This Quote and Order Form ("Quote") is subject to the following terms & conditions:

1. **WHAT BRISK LABS CORP. ("BRISK TEACHING," "WE," "US," OR "OUR") PROVIDES:** Your educators will have access to the Brisk for Schools & Districts solution, at the plan level noted on this Quote, subject to and as further described in this Quote, any statement(s) of work that expressly reference(s) this Quote ("SOW(s)"), and the Master Services Agreement available at <https://www.briskteaching.com/privacy/master-services-agreement> or any successor website (as it may be updated from time to time, "MSA"). The terms of the MSA govern this Quote, and, in the event of a conflict between this Quote and any SOW and/or between this Quote and the MSA, the order of precedence shall be as follows: the MSA, then the applicable SOW (if any), and then this Quote; provided, however, that, to the extent this Quote specifically states that the conflicting provision included in this Quote controls, such conflicting provision of this Quote will control, but only with respect to this Quote. We reserve the right to disclose our relationship with you to others, including potential customers (for example, on our marketing page).
2. **PRIVACY:** By accessing the Brisk for Schools & Districts solution, you acknowledge that we will collect, use, and disclose personally identifiable information provided, directly or indirectly, by you as set forth in our [Privacy Notice](#). Brisk Teaching signs student data privacy agreements when requested. For any privacy-related questions, email privacy@briskteaching.com.
3. This Quote may be accepted to form a binding contract upon completion of the following prior to the expiration date listed herein (unless Brisk Teaching waives the deadline in writing, in which case the terms of such waiver will apply):
 - a. mutual execution of this Quote; and
 - b. payment to BRISK TEACHING for the items listed herein.

Agreed and Accepted:

_____ SIGNATURE	_____ NAME	_____ DATE
_____ TITLE	_____ SCHOOL / DISTRICT	_____
_____ BRISK TEACHING	_____ NAME / TITLE	_____ DATE

Contact: heather@briskteaching.com



DEPT OF FINANCE - Purchasing Department

NONCOMPETITIVE PROCUREMENT JUSTIFICATION FORM

DATE: _____

DEPARTMENT: _____


Procurement by non-competitive proposals may be used only when the award of a contract is infeasible under informal competitive Quotations (§3-204), Informal Competitive Request for Proposals (§3-205), seal bids, or competitive proposals and at least one of the following circumstances applies:

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1	The item is available only from a single source (justification is attached). The provisions of this regulation apply to all sole source procurements unless emergency conditions exist as defined by Purchasing Guideline on Emergency Procurements
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5	The public exigency or emergency for the requirement will not permit a delay resulting from competitive solicitation (documented emergency contingency is attached). Please forward this form and supporting documentation within 48 hours of the Emergency
6	Other, please explain:

TOTAL COST: _____ MUNIS Account: _____

VENDOR: _____

Purchasing Agent Signature	The Purchasing Agent		Department Head Signature
	X	Supports	
Purchasing Agent Name		Does Not Support	Department Head Name
Date	X	Single Source Requires Common Council Authorization (in excess of \$20,000.00)?	Date

JUSTIFICATION:

ANY OTHER VENDORS CONTACTED FOR PRICING? (Please attach quotes): _____

Vendor 1: _____

Vendor 2: _____

EMERGENCY: Explain in detail the nature of the emergency



Quote

ADDRESS	SHIP TO	QUOTE # 9858
Norwalk Public Schools	Norwalk Public Schools	DATE 06/02/2026
Attn: Finance Department	Attn: Misty Hofer	EXPIRATION DATE 08/03/2026
125 East Avenue	125 East Avenue	
PO Box 6001	PO Box 6001	
Norwalk, CT 06852-6001	Norwalk, CT 06852-6001	

SKU	ITEM	QTY	PRICE EACH	AMOUNT
PSCCK5Y10	PSCC (K-5) Y10 Problem Solving for the 21st Century: Built for the Common Core, Digital Subscription, Grades K-5 Online Subscription Details: The subscription is for one year/12 months and will begin the date of online account activation. The subscribing school/district will submit a user list (template provided) for each educator planning on utilizing the online system. An account will be set-up by Exemplars for each user (educator).	4,850	5.50	26,675.00
DISC-RNK5	Discount_K-5_Digital_Sub_Renewal Discount for Digital Subscription Renewal	26,675	-0.30	-8,002.50
PSCC68Y4	PSCC (6-8) Y4 Problem Solving for the 21st Century: Built for the Common Core, 1 Year/12 Month Digital Subscription, Grades 6-8 Online Subscription Details: The subscription is for one year/12 months and will begin the date of online account activation. The subscribing school/district will submit a user list (template provided) for each educator planning on utilizing the online system. An account will be set-up by Exemplars for each user (educator).	1,650	5.50	9,075.00
DISC-RN68	Discount_6-8_Digital_Sub_Renewal Discount for 6-8 Digital Subscription Renewal	9,075	-0.30	-2,722.50
SPAN, CC	SPAN, CC Spanish Translations for Problem Solving for the 21st Century: Built for the Common Core - Add on to existing subscription	13	350.00	4,550.00

Thank you for your interest in Exemplars to support improved **TOTAL** **\$29,575.00**

Please remit to:
Exemplars, Inc.
P.O. Box 112
Underhill, VT 05489
PH: 1-800-450-4050
TAX ID: 03-0338811

teaching and learning in your classrooms with standards-based performance tasks for assessment and instruction.

Our authentic tasks engage students and develop their abilities to reason and communicate in Math, Science, and Writing. Self & peer assessment practices are supported by our rubrics and anchor/benchmark papers.

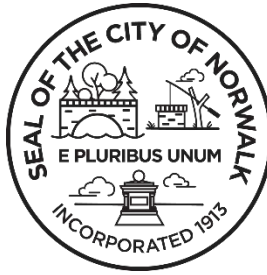
If you have any questions, please contact us at 1-800-450-4050 or via email at info@exemplars.com.

NOTE: THIS QUOTE IS PROVIDED WITHOUT VERIFICATION OF NON-PROFIT STATUS.

Accepted By

Accepted Date

Please remit to:
Exemplars, Inc.
P.O. Box 112
Underhill, VT 05489
PH: 1-800-450-4050
TAX ID: 03-0338811



DEPT OF FINANCE - Purchasing Department

NONCOMPETITIVE PROCUREMENT JUSTIFICATION FORM

DATE: _____

DEPARTMENT: _____


Procurement by non-competitive proposals may be used only when the award of a contract is infeasible under informal competitive Quotations (§3-204), Informal Competitive Request for Proposals (§3-205), seal bids, or competitive proposals and at least one of the following circumstances applies:

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6	Other, please explain:

TOTAL COST: _____ MUNIS Account: _____

VENDOR: _____

Purchasing Agent Signature	The Purchasing Agent		Department Head Signature
	X	Supports	
Purchasing Agent Name		Does Not Support	Department Head Name
Date	X	Single Source Requires Common Council Authorization (in excess of \$20,000.00)?	Date

JUSTIFICATION:

ANY OTHER VENDORS CONTACTED FOR PRICING? (Please attach quotes): _____

Vendor 1: _____

Vendor 2: _____

EMERGENCY: Explain in detail the nature of the emergency



CDW Education
 75 Remittance Drive, Suite 1515
 Chicago, IL 60675

Prepared For	Estimate Date	Estimate Number
Norwalk Public Schools 125 East Avenue Norwalk, CT 06851	06/23/2026	0139407

Description	Rate	Qty	Line Total
GOO-AIP-1005 Google AI Pro for Education - Google AI Pro for Education 1000-4999 With Plus : Unlock advanced AI capabilities for educational institutions with Google AI Pro for Education. Licensed Domains: norwalkps.org License Term: 2026-07-20 - 2027-07-19	\$132.00	1600	\$211,200.00
Subtotal			211,200.00
Tax			0.00
Estimate Total (USD)			\$211,200.00

Terms

About Us <https://www.cdwg.com/content/cdwg/en/about/overview.html>
 Privacy Policy <https://www.cdwg.com/content/cdwg/en/terms-conditions/privacy-notice.html>
 Terms and Conditions <https://www.cdwg.com/content/cdwg/en/terms-conditions.html>

Please send purchase orders to cdwg@amplifiedit.com or fax to 757-585-3550. If possible, please also include a copy of your organization's tax-exempt certificate with your purchase order. An exemption certificate is required to process Google Voice orders.

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DEPT OF FINANCE - Purchasing Department

NONCOMPETITIVE PROCUREMENT JUSTIFICATION FORM

DATE: _____

DEPARTMENT: _____


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JUSTIFICATION:

ANY OTHER VENDORS CONTACTED FOR PRICING? (Please attach quotes): _____

Vendor 1: _____

Vendor 2: _____

EMERGENCY: Explain in detail the nature of the emergency

LAZEL, Inc.
17855 Dallas Parkway, Ste 400
Dallas, TX 75287

Renewal Notice

For your ExploreLearning® subscription
#: Q-349172

Your subscription to the items below
will expire on: **06/30/2026**

Ship To:

Misty Hofer
Norwalk Public Schools
125 East Ave
Norwalk, CT 06851-5702
USA

Choose your renewal term below - multi-year discounts are available!

Item # / Description	Quantity	Renewal Price
DISSCI-BUN1SUB / Bundle: Science4Us + Elem + Secondary Gizmos 1-subject, district-wide license	20	\$38,308.16
Estimated Tax		\$0.00
TOTAL		\$38,308.16

Multi-Year Discounts		Savings of
3 YEARS	\$103,432.03	\$11,492.45
2 YEARS	\$72,785.50	\$3,830.82

Total Renewal Price: _____
Renewal # of Years: (1,2 or 3 YEAR) _____

Tax Exempt (Y/N): _____

This proposal presented on 06/02/26 is made on behalf of LAZEL, Inc. (FEIN 27-1609020). As provided in the ExploreLearning, LLC customer notice, attached and incorporated herein, as of October 15, 2025, ExploreLearning® products and services are offered and available from its parent company, LAZEL, Inc., and provisioned and supported under the Company's integrated operational model.

All ExploreLearning® subscriptions and/or services are offered subject to the Company's standard license and terms of use and privacy policy (the "License Terms"), available at <https://apps.explorelearning.com/account/el/terms>, as supplemented by the terms of this proposal. By placing an order, customer confirms its acceptance of the License Terms, as well as the fees in this proposal, which together with the awarded proposal and/or any other associated agreement entered into by Company and customer regarding the subscriptions, products and services under this proposal, constitute the entire agreement between customer and Company regarding such subscriptions, products, and services (the "Agreement"). Customer and Company agree that the terms and conditions of the Agreement supersede any additional or inconsistent terms or provisions in any customer drafted purchase order, which shall be of no effect, or any communications, whether written or oral, between customer and Company relating to the subject matter hereof. In the event of any conflict, the terms of the Agreement shall govern.

PLEASE NOTE (Q-349172) MUST APPEAR ON PURCHASE ORDER(S) TO PROCESS.

*If the above price reflects sales tax and your organization should be tax-exempt, please send a current sales tax exemption certificate (including signature and date) via e-mail: sales@explorelearning.com and cc: jason.barnattan@explorelearning.com or fax: 877-829-3039. Otherwise, **please remit total including applicable sales tax.***

Choose Method of Payment:

- _____ P.O. – Signed P.O. must be included/attached.
- _____ Check – Payable to ExploreLearning
- _____ Visa, MasterCard, Discover or American Express

Card Number: _____
Expiration Date: _____
CVV: _____
Name on Card: _____
Phone: (_____) _____

Please send Purchase Orders via email:

sales@explorelearning.com and cc: jason.barnattan@explorelearning.com or fax: 877-829-3039

PLEASE NOTE: Our remittance address for checks HAS CHANGED:

ExploreLearning
PO Box 844615
Boston, MA 02284-4615

Please confirm your Primary Account Contact Name and Email: _____

Please confirm your PD Contact Name and Email: _____

Questions – call us: 866.882.4141 ext 433 (jason.barnattan@explorelearning.com)



Dear Valued Customer,

We are excited to share an important update regarding the operational integration of two of our businesses, ExploreLearning, LLC ("ExploreLearning") and Learning A-Z, LLC ("Learning A-Z"), which are affiliated companies under the common control of our parent company, LAZEL, Inc.

ExploreLearning and Learning A-Z are trusted leaders in K-12 educational technology. As of October 15, 2025, we will integrate the business operations of ExploreLearning and Learning A-Z under their existing parent company, LAZEL, Inc. By uniting these two businesses, we can deliver a broader, more impactful suite of solutions focused on making teaching easier, learning more fun, and outcomes stronger in the subjects that matter most.

For more detail and to access the press release, please click [here](#).

What This Integration Means for You

As a prospective customer, you now have access to the combined expertise and resources of both ExploreLearning and Learning A-Z. Our authorized team members from both companies work together to support the full range of products and services we offer. This integration allows us to provide you with comprehensive educational technology solutions backed by the knowledge and experience of both organizations.

Your data will be managed by authorized and trained personnel from both companies, as well as by trusted third-party service providers who support our operations. All data handling follows applicable data privacy laws and our internal policies to ensure your information remains protected.

Agreement to Terms

By choosing to move forward with a relationship with ExploreLearning, Learning A-Z, or both, you acknowledge and agree to the integrated operational model under LAZEL, Inc. described above. This includes the shared support infrastructure, data management practices, and future purchasing processes.

Looking Ahead

Beginning in January 2026, you will be able to access the product and service offerings of both ExploreLearning and Learning A-Z through a dedicated account representative who can help you explore our comprehensive suite of educational solutions. We are committed to making your experience with our integrated platform as seamless as possible and will continue to prioritize your educational needs throughout your journey with us.

Thank you for considering ExploreLearning and Learning A-Z as part of your educational journey.

ExploreLearning®
110 Avon Street
Charlottesville, VA 22902
866.882.4141
sales@explorellearning.com

LAZEL, Inc.
17855 Dallas Parkway, Ste 400
Dallas, TX 75287

Renewal Notice

For your ExploreLearning® subscription
#: Q-385401

Your subscription to the items below
will expire on: **06/30/2026**

Ship To:

Misty Hofer
Norwalk Public Schools
125 East Ave
Norwalk, CT 06851-5702
USA

Frax Sector 3 is here – lock in 2025 pricing thru year-end!

NEW final sector helps students master higher-grade level fraction skills with more missions and games.
Contact us to renew and get release access at no extra cost until 2026!

Description	Quantity	Renewal Price
Bundle: Reflex + Frax; Site License	13	\$61,824.88
TOTAL WITH ESTIMATED TAX		\$61,824.88

OR renew your current subscription.

Description	Quantity	Renewal Price
Reflex Site License	1	\$2,800.75
Bundle: Reflex + Frax 1 & 2; Site License	12	\$48,909.00
TOTAL WITH ESTIMATED TAX		\$51,709.75

If you would like multi-year pricing, please reach out to your Account Executive.

Total Renewal Price: _____

Tax Exempt (Y/N): _____

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All ExploreLearning® subscriptions and/or services are offered subject to the Company’s standard license and terms of use and privacy policy (the “License Terms”), available at <https://apps.explorelearning.com/account/el/terms>, as supplemented by the terms of this proposal. By placing an order, customer confirms its acceptance of the License Terms, as well as the fees in this proposal, which together with the awarded proposal and/or any other associated agreement entered into by Company and customer regarding the subscriptions, products and services under this proposal, constitute the entire agreement between customer and Company regarding such subscriptions, products, and services (the “Agreement”). Customer and Company agree that the terms and conditions of the Agreement supersede any additional or inconsistent terms or provisions in any customer drafted purchase order, which shall be of no effect, or any communications, whether written or oral, between customer and Company relating to the subject matter hereof. In the event of any conflict, the terms of the Agreement shall govern.

PLEASE NOTE (Q-385401) MUST APPEAR ON PURCHASE ORDER(S) TO PROCESS.

If the above price reflects sales tax and your organization should be tax-exempt, please send a current sales tax exemption certificate (including signature and date) via e-mail: sales@explorelearning.com and cc: jason.barnattan@explorelearning.com or fax: 877-829-3039. Otherwise, please remit total including applicable sales tax.

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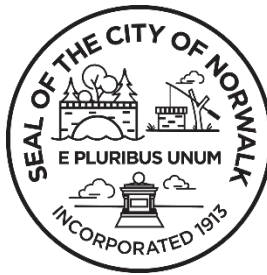
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110 Avon Street
Charlottesville, VA 22902
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sales@explorellearning.com



DEPT OF FINANCE - Purchasing Department

NONCOMPETITIVE PROCUREMENT JUSTIFICATION FORM

DATE: _____

DEPARTMENT: _____


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TOTAL COST: _____ MUNIS Account: _____

VENDOR: _____

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Purchasing Agent Name		Does Not Support	Department Head Name
Date	X	Single Source Requires Common Council Authorization (in excess of \$20,000.00)?	Date

JUSTIFICATION:

ANY OTHER VENDORS CONTACTED FOR PRICING? (Please attach quotes): _____

Vendor 1: _____

Vendor 2: _____

EMERGENCY: Explain in detail the nature of the emergency



Quote Name Norwalk Public Schools - Renewal - 26/27

Quote To Name Norwalk Public Schools

Created Date 6/23/2026

Expiration Date 7/31/2026

Quote Number 00007843

Product	Line Item Description	Sales Price	Quantity	Subtotal	Total Price
MagicSchool Enterprise	Fox Run, Marvin, Tracey, Ponus	\$6.00	1,756.00	\$10,536.00	\$10,536.00
MagicSchool Learning Outcomes Module	Fox Run, Marvin, Tracey, Ponus	\$1.00	1,756.00	\$1,756.00	\$1,756.00
MagicSchool Enterprise License (Per Teacher)	50 Additional Teacher Licenses	\$125.00	50.00	\$6,250.00	\$6,250.00
Virtual PD (60 Min Session)		\$500.00	4.00	\$2,000.00	\$2,000.00

Subtotal \$20,542.00

Total Price \$20,542.00

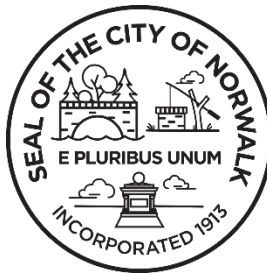
Questions? Contact Me



Becky Luetjen

becky@magicschool.ai

Magic School, Inc.
 4845 Pearl East Cir
 Ste 118 PMB 83961
 Boulder, CO 80301-6112
 United States



DEPT OF FINANCE - Purchasing Department

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EMERGENCY: Explain in detail the nature of the emergency

Quote

2604825



RocketLit

RocketLit Inc.
2378 Watertown Ct.
Thousand Oaks, CA 91360
(323) 456-3137
fax (323) 400-4578
rocketlit.com

DATE **03/25/2026**
VALID THROUGH **06/30/2026 (97 Days)**

CUSTOMER
Norwalk Public Schools

CONTACT
Misty Hofer
hoferm@norwalkps.org

ITEM	DESCRIPTION	QUANTITY	UNIT PRICE	AMOUNT
	IO-SCL: InnerOrbit NGSS assessment platform	5769	5.50	31,729.50
NOTES	'26'27 InnerOrbit Quote (Grades 6-11)		Subtotal	31,729.50

TOTAL \$31,729.50

All licenses subject to RocketLit Inc.,
Terms of Use, and Privacy Policy.

MAKE CHECKS PAYABLE TO
Rocketlit Inc.

PLEASE SEND PURCHASE ORDERS TO
sales@rocketlit.com



CITY OF NORWALK
Joyce Liu
Director/Information
Technology
125 East Avenue Room 203
Norwalk, CT 06851
Office: (203) 854-7714
www.norwalkct.gov
jliu@norwalkct.gov

TO: Finance & Claim Committee

FROM: Joyce Liu, Director of Information Technology

RE: State and Local Cybersecurity Grant Program (SLCGP) Award Acceptance

DATE: June 22nd, 2026

Dear Members of the Finance & Claims Committee,

The Information Technology Department respectfully requests authorization to accept funding awarded through the State and Local Cybersecurity Grant Program (SLCGP) and to authorize the Mayor to execute all necessary grant documents.

The State and Local Cybersecurity Grant Program is a federally funded initiative designed to help state and local governments strengthen cybersecurity protections and reduce the risk of cyber incidents. The program provides funding for cybersecurity tools, services, and assessments that help protect critical government systems and public services.

The City of Norwalk has been awarded \$24,000 in federal grant funding through the SLCGP program. Acceptance of the grant requires a local match of \$6,000, resulting in a total project value of \$30,000. This funding will allow the City to implement important cybersecurity improvements while leveraging federal funding to offset the majority of project costs.

The grant funds will be used to enhance the City's cybersecurity capabilities through the acquisition of cybersecurity tools and services, including vulnerability management, security assessments, and related technologies that help identify, monitor, and reduce cybersecurity risks.

Cybersecurity threats targeting local governments continue to increase in frequency and sophistication. The City experiences phishing attempts, malicious emails, and other cyber threats on a daily basis. A successful cyberattack could disrupt City operations, expose sensitive information, interrupt public services, and result in significant recovery and remediation costs.

Acceptance of this grant will allow the City to take advantage of available federal funding while minimizing the financial impact on local taxpayers. These cybersecurity improvements support the City's ongoing commitment to protecting public resources, safeguarding sensitive information, and ensuring the reliable delivery of services to residents, businesses, and visitors.



CITY OF NORWALK
Joyce Liu
**Director/Information
Technology**
125 East Avenue Room 203
Norwalk, CT 06851
Office: (203) 854-7714
www.norwalkct.gov
jliu@norwalkct.gov

The Information Technology Department respectfully requests that the Finance & Claims Committee authorize acceptance of the State and Local Cybersecurity Grant Program award, approve the required local match of \$6,000, and authorize the Mayor to execute all necessary agreements and related documents associated with the grant.

Sincerely,

Joyce Liu

IT Director

ACTION REQUESTED:

Authorize the Mayor to accept a State and Local Cybersecurity Grant Program (SLCGP) award in the amount of \$24,000 and to execute all required grant documents. The grant requires a City match of \$6,000, for a total project value of \$30,000.

City match account: 011370-574C.



CITY OF NORWALK
Joyce Liu
Director/Information
Technology
125 East Avenue Room 203
Norwalk, CT 06851
Office: (203) 854-7714
www.norwalkct.gov
jliu@norwalkct.gov

TO: Finance & Claim Committee
FROM: Joyce Liu, Director of Information Technology
RE: PURE – Centralized Data Storage System
DATE: July 9th, 2026

Dear Members of the Finance & Claims Committee,

The Information Technology Department respectfully requests approval to renew support and maintenance services for the City's Pure Storage system, which provides centralized data storage for critical City applications and services.

The proposed three-year renewal covers the period from August 2, 2026, through August 1, 2029, and is being purchased through the Pure Storage NASPO Contract (Connecticut Contract #23PSX0163AE-8). The renewal provides continued manufacturer support, software updates, hardware replacement, and technical assistance for the City's storage infrastructure.

As part of Pure Storage's Evergreen Gold/Forever Support Program, the City is eligible for a technology refresh at no additional hardware cost during the renewal term. Pure Storage will replace the current storage controllers with the latest generation controllers and perform a non-disruptive upgrade, meaning the work can be completed with little to no interruption to City operations. The upgrade will be coordinated by Pure Storage, Total Communications, and the City's IT Department.

The City's Pure Storage system houses data for many essential municipal systems and services. Maintaining manufacturer support helps ensure the reliability, security, and performance of this infrastructure while providing access to software enhancements, technical support, and replacement hardware when needed.

The included controller upgrade will extend the useful life of the system, improve performance, and allow the City to take advantage of newer technology without purchasing an entirely new storage platform.

This renewal helps protect the City's existing technology investment and ensures that critical systems remain available to support City departments and the services they provide to residents.

Sincerely,

Joyce Liu



CITY OF NORWALK
Joyce Liu
***Director/Information
Technology***
125 East Avenue Room 203
Norwalk, CT 06851
Office: (203) 854-7714
www.norwalkct.gov
jliu@norwalkct.gov

IT Director

ACTION REQUESTED:

Authorize the Purchasing Agent to issue a purchase order to Total Communications, Inc. for a three-year Pure Storage support and maintenance renewal, including a controller upgrade under the Evergreen Gold/Forever Support Program, for the period of August 2, 2026, through August 1, 2029, utilizing Connecticut NASPO Contract #23PSX0163AE-8. Total cost not to exceed \$87,630.39.

Account Allocation: 011370-574C