

**ELK GROVE UNIFIED SCHOOL DISTRICT**

Sacramento, California

**RESOLUTION NO. 6, 2021-22**

Approval of Sole Source

**WHEREAS**, the Board of Education of the ELK GROVE UNIFIED SCHOOL DISTRICT has determined it is in the best interest of the DISTRICT to allow exceptions to the competitive bid process for the following materials, products, things or services pursuant California Public Contract Code § 3400, and that;

**WHEREAS**, the DISTRICT has determined that competitive bidding would be incongruous and would not result in any advantage to DISTRICT for the following materials, products, things or services.

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF EDUCATION OF THE ELK GROVE UNIFIED SCHOOL DISTRICT AS FOLLOWS:**

**Section 1.**

The DISTRICT, pursuant to Public Contract Code § 3400, intends to establish uniform and compatible materials, products things or services to reliably and cost efficiently support education for school children in the DISTRICT.

**Section 2.**

The DISTRICT has performed considerable research into the materials, products, things and services utilized by the DISTRICT's Curriculum and Professional Learning Department (CPL) department that would effectively support the DISTRICT's administrative and educational programs and systems.

**Section 3.**

The DISTRICT has determined that program and systems incompatibility contributes to increased cost in parts, training, maintenance and support to the DISTRICT and finds that it is necessary to establish DISTRICT standards to eliminate program and system incompatibility and reliability issues associated with replacing incompatible materials, products, things or services.

**Section 4.**

The DISTRICT's existing facilities currently use specific materials, products things and services. The DISTRICT's standardization recommendations contained herein have been developed to match existing programs and systems to avoid any additional designing and engineering cost that may be required for evaluating and testing incompatible materials, product, things and services.

**Section 5.**

In addition to establishing DISTRICT wide standards to ensure compatibility and interoperability of existing materials, products, things and services, the DISTRICT, pursuant to California Public Contract Code § 3400 intends to establish uniform standards for the listed materials, products, things and services for the following reasons:

## **Mandarins of Sacramento**

Mandarins of Sacramento, Inc. would provide elementary band instruction for three years, starting with school year 2021/2022 at all 42 elementary sites through their Mandarin Music Academy program. They would serve up to 1260 fourth, fifth, and sixth grade students.

The Mandarins Music Academy takes a systematic and organizational approach to providing a consistent music education program throughout all of the schools that they serve. Each of the following elements of their program are unique and together they build into a robust system that allows for growth, expansion and quality of their programs.

Partnership with higher educational institutions: The Mandarins have partnerships established with the Sac State University School of Music, Los Rios Community Colleges and the University of Pacific to provide referrals of music education major students. These students serve as one of the sources of Music Directors for our MMA Program.

Music Advisor Program: The Mandarins employs Music Advisors (MA) who have teacher's credentials and decades of experience in classroom music education. These MAs are responsible for classroom observation, coaching and development of the Music Directors

Developed Curriculum: The MMA has worked with the lead author, Peter Boonshaft, to adopt the Sound Innovations curriculum for Concert Band. This curriculum provides written, video and online accompaniment to enable a beginning student to progress through the intermediate level. The MMA has also commissioned the writing of a choir curriculum for elementary school students. The curriculum is made available exclusively for our MMA choir programs.

Karate Belt Band Method: The MMA has developed an exclusive Karate Belt Band Method that provides students with successively more difficult challenges. They are rewarded with colored "karate belts" (colored bead) for their accomplishments. These karate belts allow them to monitor the progress of the students and to monitor the effectiveness of the Music Directors.

KHS Instrument Partnership: The Mandarins has an exclusive partnership with one of the largest instrument manufacturers in the world, KHS. This partnership provides all of our instruments at a greatly reduced cost.

Honor Band Program: The MMA has developed an Honor Band Program that is an option to the students. This allows students from across all of the schools to practice and perform together in a large ensemble. This provides motivation and inspiration to students to continue in music.

MMA Focus on Equity: Being a non-profit organization, our first priority is NOT to make a profit. Unlike for profit companies who tend to offer their programs to the most affluent schools, our program emphasizes a focus on equity. The Mandarins believe that talent is distributed to all students, but access is not. Their aim to keep our rates as low as possible so that they can give the gift of music to as many students as possible.

Mandarins Organizational Infrastructure: The Mandarins Mission is to "Transform the Lives of Youth Through Performing Arts". The Mandarins organizational infrastructure provides all of the support to make this happen through payroll, human resources, insurance, facilities, accounting, transportation, legal, marketing, website and social media support.

**Section 6.**

The designation of certain materials, products, things or services contained herein shall be effective for 36 months from the date of this Resolution. At that time, a committee designated by DISTRICT staff will review the materials, products, things or services and recommend to the Board either a re-adaption, revision or discontinue use of the designated materials, products, things or services. The Board shall then consider the committee's recommendations and re-approve or discontinue the designation of the materials, products, things or services contained herein or approve additional replacement materials, products, things or services as determined by the Board.

PASSED AND ADOPTED this August 10, 2021 by the following vote:

AYES:

NOES:

ABSTAIN:

ABSENT:

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Christopher R. Hoffman  
Secretary to the Board of Education of the  
Elk Grove Unified School DISTRICT