



Member Newsletter

Spring 2021

Procurement Services That Save You Time and Money

KCDA Student Supply Program!

Prior to the start of each school year children across the northwest are given lists of school supplies for their parents to buy (such as pencils, colored markers, glue sticks, etc.) to send to school with their child at the start of the school year. KCDA's "Student Supply" program offers students, parents and schools a cost effective purchase option for these supplies that ensures every student, regardless of their parents ability to pay, starts the school year with a full set of supplies requested for their grade level.

The concept behind the KCDA "Student Supply" program is very straightforward. Schools provide KCDA with a list of school supplies needed for children in their school by grade level. KCDA procures these supplies at competitive prices through our vendor-partners and ships supplies in bulk, by grade level, to each designated school location. Schools receiving these supplies then "kit" these supplies for each student (using their PTA, parents or other volunteers time) and charge parents a nominal fee, based on ability to pay, to offset the cost of purchasing these supplies in for their children.

KCDA's "Student Supply" program offers benefits to Students, Parents and Schools:

Students benefit from this program by having them all start the new school year with the exact same set of high quality school supplies, regardless of their families economic situation.

Parents benefit by not having to shop or search online seeking student supply items for their child. When parents seek out student supplies they often don't know which items are quality products and may buy whatever is the cheapest. By offering parents the KCDA "School Supply" program schools ensure that the supplies their children are using are affordable and are of good quality.

Schools benefit from this program as it ensures equity in having each child equally prepared for the start of the school year with the same set of high quality school supplies. KCDA's "Student Supply" program allows schools the ability to customize their supply lists based on teacher preferences and to control the number and quality of the items purchased.

Program Cost – Schools may choose to charge parents a variable fee for this program based on their family's ability to pay. For example: a school might charge \$30.00 per student for families that can afford it, \$10.00 for those from lower income homes and extend a "No Charge" program offering if a family cannot afford to purchase student supplies for their child.



Here's how our program works:

- KCDA procures and inventories high-quality, cost-competitive student supplies and makes them available to schools from our Kent, WA distribution facility.
- Upon receiving student supply orders, KCDA packs and ships the student supplies to each school location. Student Supply materials can be ordered and shipped by grade level to facilitate easier distribution.
- School staff and parent volunteers receive the student supplies and create Student Supply kits. (Available kit options include boxes, Ziploc plastic bags or backpacks).

Interested in learning more? Please contact KCDA Customer Service or your Field Representative at 800-422-5019 or email us at customerservice@kcda.org

EXECUTIVE DIRECTORS CORNER



Change is happening at KCDA ...

As I have said before, change happens. Managing change requires an open mind, transparency, honesty, and staying attentive to all your stakeholders. It means embracing customer service and being forward thinking. Here are a few of the areas where change is happening at KCDA:

New People

- **Board of Directors:** Bridgette Agpaoa-Ryder, Tukwila School Board was elected to the KCDA Board last fall.
- **Purchasing Team:** Anita Plater joined KCDA this year as a new Contract and Procurement Specialist.
- **Administration Team:** Karen Robertson joined KCDA last year as our new General Accounting Assistant.

New Contracts

- **Security Solutions:** Awarded to Deledao.
- **COVID-19 PPE:** Awarded to VIRA Insight, Conscendo Medical, Multi-Craft Plastics, and Welland Trading.
- **Field Drainage & Irrigation:** Awarded to Pacific Sports Turf and Sprinkler Products.



CONSCENDO MEDICAL PRODUCTS



Multi-Craft Plastics
multicraftplastics.com



New Initiatives

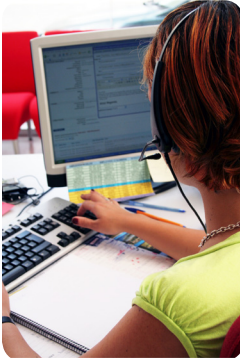
- Installed new security access system in front office.
- Installed new payroll and timekeeping system.
- Improved social media presence and increased website search speed.

For over 80 years, KCDA has been a leader in providing centralized procurement services to our member school districts. KCDA helps districts focus their resources in the classrooms by creating volume purchasing and fulfilling bid law requirements. KCDA operates as an extension of your purchasing department, governed by the basic laws and regulations that apply to all school districts in Washington. Every dollar spent using our contracts increases our purchasing power and helps us get lower pricing to our member districts. More importantly, you can be assured that our contracts are safe, legal, and compliant.

Dave Mahalko
Executive Director

CUSTOMER SERVICE CORNER

Ordering Your 2021 School Supplies



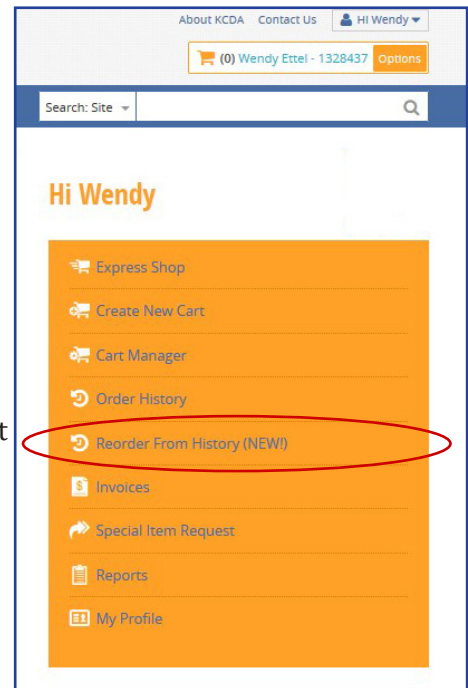
We recommend getting your orders into KCDA as early as possible. The KCDA purchasing team bases its buying from your new orders and also from your previous years orders. Receiving your order helps to maintain sufficient inventory to cover the needs of every member. Not sure where to start? Try the “Reorder from History” option as described below.

When placing your school start up order be certain to indicate when you want your orders delivered. August to mid September have the busiest delivery dates and tend fill up fast, requested delivery dates are on on a first come first serve basis.

Reorder from History

Here are the instructions for the new KCDA “Reorder From History” button on the KCDA homepage. This feature allows you to create a cart from items you have previously ordered (for example; last year’s startup order). This feature is based on the Items Order Summary report which saves you from having to go through old carts or orders looking for a KCDA item # that you previously ordered. You can now create a cart and add items from this report.

1. Sign on to the KCDA website.
2. Click on “Reorder From History” in the menu > leave the report set on Items Order Summary Report.
3. Click the “Ship To” field and click in the box for your school or dept. Usually the school is the only one that shows. (close that menu to see the next field).
4. Click the “Status” field and click in the box for completed. (close that menu to see the next field).
5. To do a startup order, click previous on the “from” date to a date that would include your 19-20 startup order. You might go back to 4/1/2019 for instance. I usually select the current date for the “to” date.
6. Click “GO”. You will generate an alpha list of all items ordered during that time period complete with KCDA item numbers.
7. To select all items on the report, click in the box at the top of the list in the header and all line items will turn green. To select individual items, click the box for each line item you want and it will turn green. At the bottom of this alpha list, you will find one of two buttons. You will see an “Add Selected Items to Cart” if you already have an open cart. If there is no open cart, you will see “Create and Add All” to set up your cart. Clicking either “add” button will populate a cart (this may take a couple of minutes if your order is large). When the process is completed, you will see a lot of orange stripes that notify you of price changes. Ignore that and scroll to the top of the screen. Click on your cart in the field just to the left of the “Options” button.



You can now edit your cart by changing amounts & clicking update, hitting the red ‘X’ to delete items, adding account codes & clicking update, and add items by shopping.

KCDA'S NEWEST PRODUCTS

2-Gun Cart Airless Disinfectant Sprayer

This dual gun cart disinfectant sprayer is the perfect solution to deliver maximum productivity on large disinfecting jobs, use when you have up to 100 gallon per week production needs.

02909....Ea \$2,888.34



Portable Airless Disinfectant Sprayer

This hopper style disinfectant sprayer is the perfect solution to deliver maximum productivity on midsized disinfecting jobs, use when you have up to 50 gallon per week production needs.

02908....Ea \$1,313.24



Handheld Airless Disinfectant Sprayers

For use on any small jobs – tables, doors, handles, cars, desks, and more, use when you have up to 15 gallons per week production needs.

02907....Cordless \$1,075.19

02910....Corded \$720.50



Rechargeable Batteries

The use of rechargeable NiMH (Nickel Metal Hydrate) batteries is efficient and affordable; they are durable and long-lasting.

80126....AAA..... 4/Pkg ..\$10.83

80127....C..... 2/Pkg ..\$10.27



Economy Earbuds

ABS plastic, flanged ear covers, 3.5mm plug, 43" cord.

28997....Each..... \$1.00



Lightweight Stereo Headphones

Adjustable, Foam ear cushions, storage bag, 4' cord.

28996....Ea \$3.93



UBS Flash Drive with Removable Cap

64GB, durable and reliable.

94114....Ea \$24.90



Motivational Stickers

Perfect for calling attention to special occasions and good work.

18304....Encouraging Words30/Pkg..... \$2.36

18306....Fun Assortment 1000/Pkg \$6.28

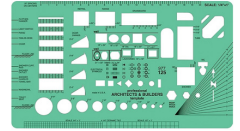
18305....Shining Star30/Pkg..... \$2.36



Architect Template

Includes 56 geometric shapes in a 1/4" = 1" scale.

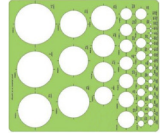
80640 Ea \$8.33



Combo Circle Template

45 assorted circle sizes, plastic, ruler scales.

80639....Ea \$7.55



Drafting-Dusting Brush

Soft bristle, approximately 12.32"x3.86"x47".

80638....Ea \$3.56



Wood T-Squares

Hardwood with black fixed wood header and elevated acrylic edges.

80636....24" Ea\$12.74

80637....36" Ea\$16.99



Thin Vine Charcoal

Fine, extra-soft natural vine 3-4 mm.

21243....12 Sticks \$5.32



Black Scratch Art Board

Pre-inked, 10 point thick scratch-board, black. 11"x14", 12 Sheets.

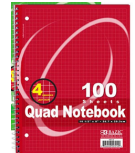
82794....Each \$12.80



Graph Ruled Spiral

4x4 graph ruled (4 squares/inch), 8"x10-1/2", wire bound, 3-hole punched, cardstock cover. 100 sheets.

93449....Each..... \$1.32



Cambro Lunch Trays

Six compartment, 10"x14", red ABS plastic.

49716....24/Case \$185.44



MeshOne Series Folding Chair

Durable and lightweight with breathable elastomeric mesh seat and backrest.

Black mesh and frame.

70150....Ea \$60.34



Brother Inkjet Printer Cartridge TN 660

63948....Black Ea\$57.00



Washington prices listed include delivery. Delivered prices to the San Juan Islands and other states may be slightly higher. For all current pricing please visit www.kcda.org. All KCDA prices are subject to change without notice.

KCDA'S NEWEST PRODUCTS

Brother Inkjet Printer Cartridges TN730 and TN760

94439....Black..... Ea\$44.38
94689....Black XL Ea\$78.61



Brother Inkjet Printer Cartridge TN750

94441....Black XL Ea\$103.20



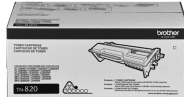
Brother Inkjet Printer Cartridge TN880

94436....Black ExtraXL Ea\$130.35



Brother Inkjet Printer Cartridges TN820 TN850

99072....Black..... Ea\$69.53
63949....Black XL Ea\$111.25



HP Printer Cartridge, HP 96

79550R.Black..... REM..... Each ... \$14.78



HP Inkjet Printer Cartridges, HP 64XL

63946....Black High-Yield 64XL Ea... \$37.20
93947....Tri-Color High-Yield..... 64XL Ea... \$40.35



HP Inkjet Printer Cartridges, HP 950XL & 951XL

94431....Cyan High-Yield Ea ... \$30.70
94432....Magenta High-Yield Ea ... \$30.70
94433....Yellow High-Yield..... Ea ... \$30.70



HP Laser Printer Toner Cartridges, HP 410X, 411X, 412X and 413X

75103....Black High-Yield Ea ... \$87.10
75104....Cyan High-Yield Ea . \$143.84
75105....Magenta High-Yield Ea . \$143.84
75106....Yellow High-Yield..... Ea . \$143.84



HP Laser Printer Toner Cartridges

75122....Black..... Ea\$72.36
75123....Cyan..... Ea\$93.16
75121....Magenta Ea\$93.16
75124....Yellow Ea\$93.16



HP Laser Printer Toner Cartridge, HP 14X

75146....Black XL Ea\$187.68



HP Laser Printer Toner Cartridge, 37A, 37X

75147....Black..... Ea\$121.06
75148....Black XL Ea\$247.61



HP Laser Printer Toner Cartridge, 87A

75472....Black..... Ea\$198.32



HP Laser Printer Toner Cartridge, 89A

75473....Black..... Ea\$127.03



KCDA'S NEW AND UPDATED CONTRACTS

For more than 80 years, KCDA has been a leader in providing centralized procurement services. Every dollar spent using our contracts increases our purchasing power and helps us get lower pricing. We are governed by the basic laws and regulations that apply to our members so you can be assured that our contracts are safe, legal, and compliant.

Contracts Awarded in December 2020, January and February 2021

Art Brushes, Bid 21-152

Audio Visual Equipment & Supplies, Bid 21-050

Career & Technical Education, Bid AEPA 018.5B

Ceramic Supplies, Bid 21-160

Classroom Aids, Bid 21-015

Commercial Kitchen Equipment, Bid 21-040

Copiers and Multifunction Devices, Bid AEPA 021-C

Custodial Products, Bid 21-060

Digital Display Solutions, Bid AEPA 020-F

Digital Resources, Bid AEPA 020C

Facility Management Software, Bid AEPA 020-D

First Aid Supplies, Bid 21-110

Food Staples and Canned Goods, Bid 20-08

Furniture, Bid AEPA 018-D

Hon Furniture, Bid 21-265

HVAC Building Systems & Installation, Bid 18-270

Integrated Systems and Critical Communications, Bid 17-405

Landscaping and Grounds Equipment, Bid AEPA 020-E

LED Lighting, Bid AEPA 018-B

Library Supplies, Bid 21-020

Multi-Purpose Copy Paper - White Only, Bid 21-019

Natural and Synthetic Surfaces, Bid AEPA 020-A

Paper Supplies/Reference Resources, Bid 21-010

Patient Care Training Equipment, Bid 21-116

PE Equipment & Supplies, Bid 21-120

Playground & Recreational Structures, Bid AEPA 019.5B

Promotional Items, Graphic Design and Digitized Logos, Bid 18-145

Roofing Materials, Installation and Sitework, Bid AEPA 021-D

School & Instructional Supplies, Bid AEPA 019-E

Security Solutions, Bid AEPA 021-G

Sport Court and Field Lighting, Bid 19-406

Technology Catalog, Bid AEPA 018-A

Vehicles, Bid AEPA 020-G

Virco Furniture, Bid 21-134

Whiteboards & Display Cases, Bid 21-131

FROM OUR MARKETING DEPARTMENT



KCDA Recognizes our Top Vendor-Partners for 2020!

2020 was another very successful year for KCDA and much of our success was due to the efforts of our “Direct Ship” vendor-partners who encouraged their school district and other public agency customers to utilize our KCDA contracts. As a “Thank You” to these vendor-partners KCDA awarded our Top 5 vendor-partners customized recognition plaques acknowledging their outstanding contribution to our associations overall success during 2020.

KCDA’s Top 5 vendor partners for 2020 include:

Pacific Mobile Structures
Saxton Bradley
Beresford Company
Northwest Playground
WTI - Tremco

Modular Buildings
Furniture and Interactive Technology
Carpeting and Flooring
Playground Equipment
Roofing



In addition to these top vendor-partners KCDA also recognized Honeywell as our fastest growing vendor-partner for 2020!

Honeywell

KCDA’s strong partnerships with these outstanding vendor-partners continues to build our association’s success in serving the needs of K-12 schools and other public agencies throughout the Pacific Northwest and Alaska.

*Dane Hewitt
Director of Marketing*

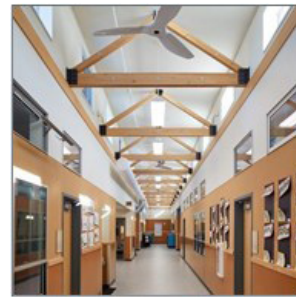
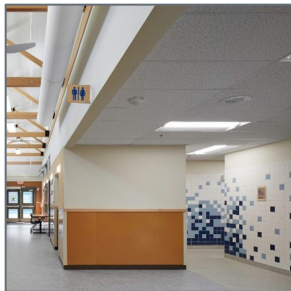
KCDA DIGITAL MARKETING



KCDA Social Media Highlights

Check out this award-winning project by fourth-time vendor of the year Pacific Mobile Structures (contract #19-255). Their project for Central Kitsap School District at Silverdale Elementary School took first place for Green Building at World of Modular in April 2020.

This SAGE (Smart Academic Green Environments) building is the first of its kind resulting in the most complex SAGE school project ever. Follow us on social to see this and more exciting projects!



*Randi Michie
Digital Marketing*

CUSTOMER SERVICE CORNER, Continued

Order Your Furniture Early!

If you have new furniture projects for the upcoming year, please allow plenty of time for delivery. KCDA does not stock furniture in our warehouse. All furniture is shipped directly to you from our various vendors. Normal shipping turnaround is about 4 to 6 weeks. During May to September, that time could be as much as 12 weeks.

Ordering early March will allow time for your order to be processed and shipped, thus minimizing any delay for your projects. If you have any questions please contact customer service at 800-422-5019.



FROM OUR PURCHASING DEPARTMENT



KCDA Moving Forward Contracts

2020 was another successful year for KCDA with total sales revenues topping \$170 Mil.

Much of this success was due to the efforts of our vendor partners and KCDA who developed new contract categories to satisfy growing needs of our members.

In 2020, KCDA launched new bids such as Natural & Synthetic Surfaces, Digital Display Solutions, Landscaping & Grounds Equipment, and COVID PPE Items.



KCDA will continue this momentum in 2021 and below are the new contracts that will be introduced this year.

- KCDA #21-210, Athletic Equipment, Uniforms, and Accessories.
- AEPA #021-D, Roofing & Building Envelope Services.
- AEPA #021-G, Web Security Solutions.

021G, Web Security Solutions

Perfect for
distance learning



Filter off campus
to stay CIPA-compliant.



Classroom management
for online classes

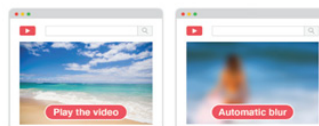
The only real-time
AI web filter



Reimagine Education
AI Category



AI solution



Real-time image and video analysis

Thomas Kim
Director of Purchasing

STAFF DIRECTORY

Administrative

- David Mahalko, Executive Director**
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- Yohan Lee, Chief Financial Officer**
ylee@kcda.orgext. 110
- Riesa Ragan, Director of Human Resources**
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- Shalena Putnam, Accounting Specialist**
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- Tracie Keller, Accounting Supervisor**
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- Van Nguyen, Accounts Receivable**
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- Karen Robertson, General Accounting Assistant**
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- Customer Service**
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- Etta Smith-Rice**
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- Pauline Peterson**
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- Lima Lotoa**
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- Wendy Ettel, Website Designer**
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- Randi Michie, Digital Marking Specialist**
rmichie@kcda.orgext. 152
- Field Representatives**
- Ryan Burge**
rburge@kcda.orgext. 151
Representing Counties: Adams, Asotin, Columbia, Franklin, Garfield, Island, Kitsap, S. King, Pierce, San Juan, Skagit, N. Snohomish, Thurston, Walla Walla, Whatcom, Whitman, Yakima. Representing School Districts: Auburn, Enumclaw, Tahoma.

Customer Service

- Kevin Hedeon**
khedeon@kcda.orgext. 137
Representing Counties: Chelan, Douglas, Ferry, Grant, Kittitas, Lincoln, N. King, Okanogan, Pend Oreille, S. Snohomish, Spokane, Stevens.
Representing School Districts: Bellevue, Edmonds, Everett, Federal Way, Highline, Issaquah, Kent, Lake Washington, Mukilteo, Northshore, Renton, Riverview, Seattle, Shoreline, Snoqualmie Valley.
- Mike Rebitzke**
mrebitzke@kcda.orgext. 162
Representing Counties: Clallam, Clark, Clowitz, Grays Harbor, Jefferson, Klickitat, Lewis, Mason, Pacific, Skamania, Wahkiakum. Representing States: Alaska, Idaho, Oregon.

Purchasing

- Thomas Kim, Director of Purchasing**
tkim@kcda.orgext. 143
Janitorial Services, LED Lighting, School & Instructional Supplies.

Contract & Procurement Specialists

- Valerie Buckbee**
vbuckbee@kcda.orgext. 134
Athletic Surfaces - Synthetic Turf, Track & Courts, Bottle Filling Stations, Custodial Supplies, Early Childhood Supplies & Furniture, Field Lighting, First Aid, Maintenance Machines, Modular Athletic Field Protection, Plastic Can Liners, Scoreboards and Marquis Signage, Sports Field Drainage.
- Kathy Elliott**
kelliott@kcda.orgext. 149
Carpet & Specialty Flooring, Furniture - Artcobell, General, Hon & Virco, Lockers, Musical Instruments & Whiteboards.
- Julie Harris**
jharris@kcda.orgext. 116
ADA & IBC Compliant Ramps & Stairs, Calculators, Ceramics Supplies, Commercial Kitchen Equipment, Copiers & Multifunction Devices, Custom Printed Materials, Food Staples & Canned Goods, HVAC Maintenance, Library Supplies, Lunchroom Disposables Supplies & Equipment, Multipurpose Copy Paper - White Only, Plumbing Supplies
Printing Paper - Colors & Specialty

Janice Lee

- janice.lee@kcda.orgext. 141
Athletic Apparel - Uniforms & Accessories, Athletic Equipment & Sports Supplies, Athletic Sports - Field Equipment, Calendars, Commercial Fitness Equipment, Crayola Art & Craft Supplies, Critical Communications Systems, Duplicating Supplies/Ink & Toner Cartridges, Facility Management Software, HVAC Air Filters, Interactive Classroom - Technology Phone Network Systems, Physical Education Equipment & Supplies, Science Equipment & Supplies, Technology Catalog.

Purchasing

- Anita Plater**
aplater@kcda.orgext. 131
Auditorium Seating, Bleachers, Binders & Binder Indexes, General Supplies, HVAC Building Systems, Promotional Items, Roofing and Related Services, Security, Tapes & Adhesives, Writing Instruments.
- Karri Wyman**
kwyman@kcda.orgExt. 133
Art Brushes, Arts & Crafts, AV Equipment & Supplies, Bus Digital Video Security, Bus Stop Arm Camera, Career & Technical Education, Landscaping & Grounds Equipment, Mobile Learning, Modular-Portable Classrooms & Buildings, Patient Care Equipment, Playground Equipment & Matting.
- Debbie Day, Senior Buyer**
dday@kcda.orgext. 130
Supports: Custodial, General Supplies
Responsibilities: Inventory Item Maintenance, Inventory Management Support, Purchasing for Strategic Departments and Training.

Rita Alford, Purchasing Specialist

- ralford@kcda.orgext. 119
Orders & Supports: Art Supplies, Ceramics, Classroom Aids, Construction Paper, Crayola, Custom Stamps, Ink & Toner Cartridges, Name Plates, Non-Standard Printer Toners, Paper Supplies/Dated Materials/Reference Resources, Special Projects.

Information Services

- Computer Operator/Programmers**
- Bert Piedlow, IT Systems Administrator**
bpiedlow@kcda.orgext. 136
- Dustin Lohse, Network Administrator**
dlohse@kcda.orgext. 113
- Mario Mitchell, Web Developer**
mmitchell@kcda.orgext. 150

Warehouse

- Barry Fredericks, Manager**
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- Tony Apodaca, Assistant Manager**
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