

FAUQUIER COUNTY SCHOOL BOARD
a political subdivision of the Commonwealth of Virginia
Contract # COOP LIF-159-24jc
Photography Services
(Rider, Fairfax County Public Schools 4400007635)

This Agreement is made and entered into this 1st day of July 2024, by the Fauquier County School Board, a political subdivision of the Commonwealth of Virginia, referred to as "Owner" and Shutterfly Lifetouch, LLC having its principal place of business at 10 Almaden Blvd, Suite 900, San Jose, California 95113, hereinafter referred to as "Contractor".

WITNESSETH that the Contractor and the Owner, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF SERVICES: The Contractor shall provide Photography Services for Elementary, Middle and High Schools as set forth in the Contract Documents. NOTE: Contractor is advised to clearly reference Contract **COOP LIF-159-24jc** on their standard Publication Agreement, as the terms of this Contract will supersede any terms on the Contractor's standard Publication Agreement that conflict.

COMPENSATION: The Owner will pay and the Contractor will accept in full consideration for the performance during the contract term the fees and pricing as outlined in their proposal response and updated/attached hereto.

CONTRACT PERIOD: July 1, 2024 through December 24, 2024, with one (1) one-year renewal option if mutually agreed by both parties.

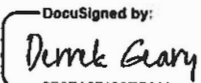
The contract documents shall consist of and are listed in order of priority:

- (1) This signed form inclusive of Pricing Summary and Insurance Checklist;
- (2) Fairfax County Public Schools Request for Proposals 2000002164, to include addenda, which is incorporated herein by reference;
- (3) Contractor's Proposal best and final offer and resulting FCPS Contract #4400007635, which is incorporated herein by reference.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

Shutterfly Lifetouch, LLC

Fauquier County School Board,
a political subdivision of the Commonwealth of Virginia

By: 
3B8EA87180E5441...

By: 
Jeffrey Campbell

Title Regional Vice President

Title: Procurement Manager
Officer III

Date: 7/30/2024

Date: 8/2/24



Financial Services
Office of Procurement Services
8115 Gatehouse Road, Suite 4400
Falls Church, VA 22042

AMENDMENT NO. 2

DEC 11 2023

CONTRACT TITLE: Photography Services

CONTRACTOR
Lifetouch National School Studios
13854 A Park Center Rd
Herndon, VA 20171

SUPPLIER ID
1000008018

CONTRACT NO.
4400007635

By mutual agreement, Contract 4400007635 is amended as follows:

1. Renew for one (1) year, effective January 1, 2024 to December 31, 2024. This is the second of three (3) renewal options available under this contract.
2. Change the vendor name, address and update contact information reflected in the table below:

From	To
Lifetouch National School Studios 13854 A Park Center Rd Herndon, VA 20171 Contact Person: Thomas Clater Phone Number: 202-834-5835 Email Address: Thomas.Clater@shutterfly.com	Shutterfly Lifetouch, LLC 10 Almaden Blvd., Suite 900 San Jose, CA 95113 Contact Person: Casey Johnson Phone Number: 512-461-0688 Email Address: caseyn.johnson@lifetouch.com

All other prices, terms and conditions remain unchanged.

ACCEPTANCE:

BY: _____
 Signature DocuSigned by:
Andrew Johnson
8FC39D4871B7453... _____
 Andrew Johnson
 Printed Name

Vice President of Field Sales
 Title
 12/4/2023
 Date

Michelle Pratt
 Michelle R. Pratt
 Director

MRP/ap

DISTRIBUTION:
Contractor
FCPS – Risk Management – Certificates@fcps.edu

FD
12/11/23

DEC 11 2023

REVISED NOTICE OF AWARD

CONTRACT TITLE: Photography Services
CONTRACT NUMBER(S): 4400007634, **4400007635**, 4400010178, 4400007637
NIGP CODE(S): 91572
CONTRACT PERIOD: Date of award Through December, 31, 2022
RENEWALS: 3
SOLICITATION NUMBER: RFP 2000002164
SUPERCEDES CONTRACT(S): 4400001690, 4400001691, 4400001692, 4400001693,
4400001694, 4400001695, 4400001696, 4400001697

CONTRACTOR(S): Barksdale School Portraits
380 Turner Way
Aston, PA 19014
SUPPLIER ID(S): 1000035835
Contact: Sarah Carle
Telephone: (800) 220-7667 Ext: 107
Email: sarah@barksdalephoto.com

Shutterfly Lifetouch, LLC
10 Almaden Blvd., Suite 900
San Jose, CA 95113

Contact: Casey Johnson
Telephone: (512) 461-0688
Email: caseyn.johnson@lifetouch.com

Strawbridge Studios Inc.
6109 Marlin Lane
Temple Hills, MD 20748

Contact: Neal Lester
Telephone: (301) 889-7036
Email: neal.lester@strawbridge.net

1000008018

1000000222

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12/11/23

Revised Notice of Award
Contract 4400007635
Page 2 of 3

Victor O'Neill Studios
4437 Brookfield Corporate Drive, Suite 200
Chantilly, VA 20151

1000035833

Contact: Michael Harris
Telephone: (571) 436-2960
Email: mike@vosphoto.com

TERMS: NET 30

FOB: DESTINATION

PRICES: See attached

OPS CONTACT: Aubree Parker
Phone: (571) 423-3580
E-Mail: adparker2@fcps.edu

Revised Notice of Award
Contract 4400007635
Page 3 of 3

ORDERING INSTRUCTIONS:

Individual schools will contact vendors and establish an agreement for each school's specific needs.

Aubree Parker
Senior Contract Specialist

DISTRIBUTION:

FCPS – Risk Management - Certificates@fcps.edu

Elementary and Middle Fall Underclass Pricing Schedule

All Packages Include Choice of Premium Background

Description	8x10 Units	Unit Price	Extended Price	FCPS Commission
Package A	1	\$11.00	\$11.00	20%
2 - 3x5				
4-2x3				
Package B	2	\$7.50	\$15.00	20%
4-3x5				
8-2x3				
Package C	3	\$7.00	\$21.00	20%
2-5x7				
4-3x5				
8-2x3				
Package D	4	\$7.00	\$28.00	20%
1-8x10				
2-5x7				
4-3x5				
8-2x 3				
Package E	5	\$7.00	\$35.00	20%
1- 8 x 10				
3-5x7				
4-3x5				
12 - 2 x 3				
Package F	8.5	\$4.47	\$38.00	20%
2 - 8 x 10				
4-5x7				
4-3x5				
12 - 2 x 3				
1- Portrait CD				
1- 8 x 10 Calendar or 8 Variety 2x3				
Package G	11	\$4.27	\$47.00	20%
3 - 8 x 10				
4-5 x 7				
4-3x5				
16 - 2 x 3				
1- Portrait CD				
8 -Variety Wallets				

Total Average Unit Price= \$5.65

<u>Options/ Add-Ons</u>		<u>Upgrades:</u>	
8	2 x 3 Variety Wallets	\$9.00	Premium Retouch
1	Portrait CD	\$15.00	\$8.00

Elementary and Middle Spring Underclass Pricing Schedule

All Packages Include Choice of Premium Background

Description	8 x 10 Units	Unit Price	Extended Price	FCPS Commission
Package A	1	\$11.00	\$11.00	20%
2 - 3 x 5				
4-2x3				
Package B	2	\$7.50	\$15.00	20%
4-3x5				
8-2x3				
Package C	3	\$7.00	\$21.00	20%
2-Sx7				
4-3x5				
8-2x3				
Package D	4	\$7.00	\$28.00	20%
1-8x10				
2-Sx7				
4-3 x 5				
8- 2 x 3				
Package E	5	\$7.00	\$35.00	20%
1- 8 x 10				
3-Sx7				
4-3x5				
12 - 2 x 3				
Package F	8.5	\$4.47	\$38.00	20%
2-8x10				
4-Sx7				
4-3x5				
12 - 2 x 3				
1- Portrait CD				
1 - 8 x 10 Calendar or 8 Variety 2x3				
Package G	11	\$4.27	\$47.00	20%
3-8x10				
4-Sx7				
4-3x5				
16 - 2 x 3				
1 - Portrait CD				
8 - Variety Wallets				

Total Average Unit Price= \$5.65

<u>Options/ Add-Ons:</u>		<u>Upgrades:</u>	
8	2 x 3 Variety Wallets	\$9.00	Premium Retouch
1	Portrait CD	\$15.00	\$8.00

Elementary and Middle Spring Underclass Pricing Schedule

Alternative Spring Underclass Offering. All students are photographed and packages are sent home for Parents to view prior to purchase. Speculation/Family Approval Model.

Description	SxIO Units	Unit Price	Extended Price	FCPS Commission
Package A	1	\$8.60	\$43.00	Greater of 20% or 3.00 per student photographed
1- 8x10				
2- 5 x 7				
4- 3 x 5				
8 - Variety Wallets				
1- Laminate Product				
Digital Class Group	1	\$11.00	\$11.00	20%
1-8x10 Bordered Group				

Elementary Yearbook Sample Pricing Schedule

Description	Quantity (# of copies)	Pages	Extended Price
Elementary Yearbook			
	376-475	60	\$12.60
	476-575	60	\$11.60
	576-675	60	\$10.60
	676-775	60	\$9.60
	376-475	72	\$13.00
	476-575	72	\$12.00
	576-675	72	\$11.00
	676-775	72	\$10.00
Schools determine price to parent from extended price. School keeps 100% of profit above extended price.	Lifetouch Yearbook Expert will work with each school to determine the appropriate number of copies and pages required.		

High School Underclass Pricing Schedule

Packaging and Pricing in reference to specific requests of the High School community and associated service needs - *All Packages Include Choice of Premium Background*

Description	8x10 Units	Unit Price	Extended Price	FCPS Commission
Package A	1	\$13.00	\$13.00	20%
1- 3 x 5				
4-2x3				
4-1½x2½				
Package B	2.5	\$8.00	\$20.00	20%
4-3 x5				
8-2x3				
8-1½x2½				
Package C	3	\$8.00	\$24.00	20%
1-Sx7				
4- 3 x 5				
8-2x3				
8-1½x2½				
Package D	3.5	\$7.70	\$27.00	20%
2-Sx7				
4-3x5				
12 - 2 x 3				
Package E	4.5	\$7.10	\$32.00	20%
1-8x10				
2-Sx7				
6-3x5				
8-2x3				
Package F	8.5	\$4.55	\$39.00	20%
2-8x10				
4- 5 x 7				
4-3x5				
16 - 2 x 3				
1- Portrait CD				
1 - 8 x 10 Calendar or 4 variety 3 xS's				
Package G	11.5	\$4.17	\$48.00	20%
3 - 8 x 10				
6-Sx7				
4- 3 x 5				
16 - 2 x 3				
8-1½x2½				
1- Portraits CD				
8-Variety Wallets				

Average Unit Price: \$5.88

Options Add-Ons:		Options Add-Ons:		Upgrades:	
8 2 x 3 Variety Wallet	\$9.00	4 3 x 5 variety	\$15.00	Premium Retouch	\$8.00
2 - 5 x 7 (portraits)	\$7.00	1 Portrait CD	\$15.00		

Senior Pricing Schedule

Packaging and Pricing in reference to specific requests of the High School community and associated service needs

Pricing includes a 10% discount. Additional discounts offered throughout the year of 15% - 30%

Description	8x10 Units	Unit Price	Extended Price	FCPS Commission
Intro -1 pose	4	\$26.75	\$107.00	20%
4 -4x 5				
24 - 2 x 3				
Value -1 pose	6	\$25.30	\$152.00	20%
2 - 5 x 7				
4 -4 x 5				
32 - 2 x 3				
Plus: Wallet Box				
Graduate- 2 pose	9	\$22.85	\$206.00	20%
1-8x10				
2-5x7				
4-4x5				
48 - 2 x 3				
Wallet Box				
Plus: Wallet Album				
Wallet Personalization				
Classic - 3 pose	13	\$19.30	\$251.00	20%
2-8x10				
4-5x7				
4-4x5				
64-2x3				
(Wallet Box				
Plus: Wallet Album				
¹ -Wallet Personalization				
Keepsake - 4 pose	16	\$19.00	\$305.00	20%
3-8x10				
6-5x7				
4-4x5				
72-2x3				
Wallet Box				
Plus: Wallet Album				
Wallet Personalization				
Senior Special - 6 pose	25	\$13.60	\$341.00	20%
1- 11 x 14 or 16 x 20				
4-8x10				

	8-5x7				
	8-4 x 5				
	88 - 2 x 3				
	Wallet Box				
	Wallet Album				
Plus:	Wallet Personalization				
	Wallet Frame				
	Proof Set & Folio				
	Senior Pix CD				
Family Package - 7 pose		29	\$12.35	\$359.00	20%
	1 - 11 x 14 or 16 x 20				
	5-8x10				
	10-5x7				
	8-4x5				
	104-2x3				
	Wallet Box				
	Wallet Album				
	Wallet Personalization				
Plus:-<	Wallet Frame				
	Proof Set & Folio				
	Senior Pix CD				
	Senior Frame				

Options Individual Portraits:		
8	Wallets	\$17.00
24	Wallets	\$41.00
24	Wallets	\$41.00
48	Wallets	\$59.00
48	Wallets	\$59.00
1	8x10 Portrait	\$32.00
2	5x7 Portraits	\$32.00
4	4x5 Portraits	\$32.00
1	11x14 Portrait (Mounted)	\$53.00
1	16x20 Portrait (Mounted)	\$86.00
1	20x24 Portrait (Mounted)	\$131.00
1	24x30 Portrait (Mounted)	\$171.00
1	Proof Set & Folio	\$71.00
1	Proof Set only	\$62.00
1	Additional Folio	\$23.00

Commencement Pricing Schedule

Packaging and Pricing in reference to specific requests of the High School community and associated service needs

Description	Sx 10 Units	Unit Price	Extended Price	FCPS Commission
Package A	.5		\$9.95	20%
1- 5 x 7				
Package B	1	\$17.95	\$17.95	20%
1-8x10				
Package C	1	\$17.95	\$17.95	20%
1- 5 x 7				
4-2x3				
Package D	3	\$13.31	\$39.95	20%
1-8x10				
2-5x7				
8-2x3				

Panoramic Pricing Schedule

Packaging and Pricing in reference to specific requests of the High School community and associated service needs

Description	QTY	Unit	Unit Price	Extended Price	FCPS Commission
Panoramic Portraits 8" x 24"	2	EA	N/A	\$20.00	20%

Options/ Add-Ons:

Optional: Laminate Coating \$5.00
 Optional: Shipping and handling \$5.00

Prom Pricing Schedule

Packaging and Pricing in reference to specific requests of the High School community and associated service needs

Description	8x10 Unit	Unit Price	Extended Price	FCPS Commission
Package	.5		\$14.00	20%
2-3x5				
Package	2.5	\$10.00	\$25.00	20%
2-Sx7				
12-2 x 3				
Package	4	\$8.00	\$32.00	20%
2-8x10				
16-2 x 3				
Package	3	\$13.00	\$36.00	20%
3-Sx7				
12-2 x 3				
Package	6	\$7.17	\$43.00	20%
2-8x10				
2-Sx7				
24-2 x 3				
Package	9	\$7.00	\$63.00	20%
4-8 x 10				
4-Sx7				
24-2 x 3				

Options/ Add-Ons:

2 instant key chains	\$15.00
16 - 2 x 3 wallets	\$14.00

Photo Booth Pricing

Description	Units	Extended Price	FCPS Commission
Photo Booth- 4 hour event	N/A	\$650	0%

Sports Pricing Schedule

Packaging and Pricing in reference to specific requests of the High School community and associated service needs

Description	8x10 Units	Unit Price	Extended Price	FCPS Commission
Package	1	\$16.00	\$16.00	20%
1 - 8 x 10 Bordered Team				
Package	1.5	\$13.30	\$20.00	20%
** 1 - 8 x 10 SportsMate				
Package	2+	\$13.00	\$27.00	20%
1 - 8 x 10 Bordered Team				
2-3x5				
4- 2 x 3				
Package	2.5	\$11.60	\$29.00	20%
1- 8x10				
4-3x5				
4-2x3				
Package	3	\$10.30	\$31.00	20%
** 1 - 8 x 10 Sports Mate				
4 - Events Tickets				
8- 2 x 3				
Package	4	\$9.00	\$36.00	20%
** 1 - 8 x 10 Sports Mate				
1- 8 x 10 Individual				
2-3x5				
8-2x3				
2 Photo Magnets				
Package	5.5	\$8.70	\$48.00	20%
**1 - 8 x 10 Sports Mate				
*1- Metallic Gift Pack				
2-3x5				
2-Sx7				
4- 2 x 3				
1 Photo Magnet				
1 Photo button				

***Metallic Gift Pack includes: 1 color 5 x 7 Individual and 4 Color 2 x 3's printed on Metallic paper**

****Sports Mates: 5 x 7 Team & 3 x 5 Individual portrait in one personalized 8 x 10 format**

Options/ Add-Ons:			
1-8 x 10	\$8.00	2-Sx7	\$8.00
8 Wallets	\$8.00	Retouching	\$6.00
2 Photo Magnets	\$8.00	Name and Year on Wallets	\$6.00

Additional Elementary and Middle School Offerings

- a) Complimentary Portrait Packages for underprivileged students (2 per 100 students enrolled)
- b) Two (2) complimentary Smile Safe Kids Cards for each student photographed
- c) Parent Volunteer Portrait Vouchers
- d) Framed Portrait Montage Poster of entire student body
- e) Personalized Motivational Banners
- f) Desk and Monthly Planning Calendars for Administrative Staff
- g) Complimentary Staff Portraits
- h) ID Cards and Staff ID's available for all Middle Schools
- i) Partners in Education Materials for Awards and Student Recognition
- j) One (1) No-Touch CD for yearbook advisors using a publishing company other than Lifetouch

Additional High School Offerings

Premium Incentives:

- a) Technical Grants
- b) Digital Cameras
- d) Waterboy Branding program available

The following items will be available to each school complimentary:

- a) Unlimited instant digital candid photography for clubs, sports, plays, etc.
- b) Image Flow Program: provide yearbook advisers secure online access to their candid images for yearbook creation. Images are available within 48 hours and can be downloaded throughout year.
- c) Instant digital cameras for each school.
- d) I-Depot card system for on-site delivery of ID cards.
- e) Motivational Banner displaying a personalized school message.
- g) Photoshop training seminars for High schools that service their yearbooks with Lifetouch.
- h) Seminars for school photographers for High schools.
- i) Texture screens or special effects as needed for yearbook production.
- j) Photo kit to be used in the production of yearbooks.
- k) Free picture packages for underprivileged students.
- l) Partners in Education Items.
- m) One (1) ImageStream CD with software to reprint ID cards and provide information for schools student software systems for each school.
- n) Business cards or student barcodes on labels.
- o) One (1) No-Touch Publishers CD for any school not servicing their yearbooks through Lifetouch.
- p) ID Cards for students and staff.
- q) Local Studio hours are available for convenience of students unable to be photographed at school.
- r) Photo Tracker II Program: Online selection of digital Senior glossies to assist in yearbook production.
- s) On-Line viewing and ordering option for Senior Portraits and Graduation Handshake Portraits.
- t) Instant viewing of Senior Portraits during Senior photo session to ensure: quality and satisfaction of images.
- u) One (1) Panoramic Senior Class Portrait for each school that uses the panoramic program.
- v) Framed Portrait Montage Poster of entire student body.

Elementary and Middle Fall Underclass Pricing Schedule

All Packages Include Choice of Premium Background

Description	8x10 Units	Unit Price	Extended Price	FCPS Commission
Package A	1	\$11.00	\$11.00	20%
2 - 3x5				
4-2x3				
Package B	2	\$7.50	\$15.00	20%
4-3x5				
8-2x3				
Package C	3	\$7.00	\$21.00	20%
2-5x7				
4-3x5				
8-2x3				
Package D	4	\$7.00	\$28.00	20%
1-8x10				
2-5x7				
4-3x5				
8-2x 3				
Package E	5	\$7.00	\$35.00	20%
1- 8 x 10				
3-5x7				
4-3x5				
12 - 2 x 3				
Package F	8.5	\$4.47	\$38.00	20%
2 - 8 x 10				
4-5x7				
4-3x5				
12 - 2 x 3				
1- Portrait CD				
1- 8 x 10 Calendar or 8 Variety 2x3				
Package G	11	\$4.27	\$47.00	20%
3 - 8 x 10				
4-5 x 7				
4-3x5				
16 - 2 x 3				
1- Portrait CD				
8 -Variety Wallets				

Total Average Unit Price= \$5.65

<u>Options/ Add-Ons</u>		<u>Upgrades:</u>	
8	2 x 3 Variety Wallets	\$9.00	Premium Retouch
1	Portrait CD	\$15.00	\$8.00

Elementary and Middle Spring Underclass Pricing Schedule

All Packages Include Choice of Premium Background

Description	8 x 10 Units	Unit Price	Extended Price	FCPS Commission
Package A	1	\$11.00	\$11.00	20%
2 - 3 x 5				
4-2x3				
Package B	2	\$7.50	\$15.00	20%
4-3x5				
8-2x3				
Package C	3	\$7.00	\$21.00	20%
2-Sx7				
4-3x5				
8-2x3				
Package D	4	\$7.00	\$28.00	20%
1-8x10				
2-Sx7				
4-3 x 5				
8- 2 x 3				
Package E	5	\$7.00	\$35.00	20%
1- 8 x 10				
3-Sx7				
4-3x5				
12 - 2 x 3				
Package F	8.5	\$4.47	\$38.00	20%
2-8x10				
4-Sx7				
4-3x5				
12 - 2 x 3				
1- Portrait CD				
1 - 8 x 10 Calendar or 8 Variety 2x3				
Package G	11	\$4.27	\$47.00	20%
3-8x10				
4-Sx7				
4-3x5				
16 - 2 x 3				
1 - Portrait CD				
8 - Variety Wallets				

Total Average Unit Price= \$5.65

<u>Options/ Add-Ons:</u>		<u>Upgrades:</u>	
8	2 x 3 Variety Wallets	\$9.00	Premium Retouch
1	Portrait CD	\$15.00	\$8.00

Elementary and Middle Spring Underclass Pricing Schedule

Alternative Spring Underclass Offering. All students are photographed and packages are sent home for Parents to view prior to purchase. Speculation/Family Approval Model.

Description	SxIO Units	Unit Price	Extended Price	FCPS Commission
Package A	1	\$8.60	\$43.00	Greater of 20% or 3.00 per student photographed
1- 8x10				
2- 5 x 7				
4- 3 x 5				
8 - Variety Wallets				
1- Laminate Product				
Digital Class Group	1	\$11.00	\$11.00	20%
1-8x10 Bordered Group				

Elementary Yearbook Sample Pricing Schedule

Description	Quantity (# of copies)	Pages	Extended Price
Elementary Yearbook			
	376-475	60	\$12.60
	476-575	60	\$11.60
	576-675	60	\$10.60
	676-775	60	\$9.60
	376-475	72	\$13.00
	476-575	72	\$12.00
	576-675	72	\$11.00
	676-775	72	\$10.00
Schools determine price to parent from extended price. School keeps 100% of profit above extended price.	Lifetouch Yearbook Expert will work with each school to determine the appropriate number of copies and pages required.		

High School Underclass Pricing Schedule

Packaging and Pricing in reference to specific requests of the High School community and associated service needs - *All Packages Include Choice of Premium Background*

Description	8x10 Units	Unit Price	Extended Price	FCPS Commission
Package A	1	\$13.00	\$13.00	20%
1- 3 x 5				
4-2x3				
4-1½x2½				
Package B	2.5	\$8.00	\$20.00	20%
4-3 x5				
8-2x3				
8-1½x2½				
Package C	3	\$8.00	\$24.00	20%
1-Sx7				
4- 3 x 5				
8-2x3				
8-1½x2½				
Package D	3.5	\$7.70	\$27.00	20%
2-Sx7				
4-3x5				
12 - 2 x 3				
Package E	4.5	\$7.10	\$32.00	20%
1-8x10				
2-Sx7				
6-3x5				
8-2x3				
Package F	8.5	\$4.55	\$39.00	20%
2-8x10				
4- 5 x 7				
4-3x5				
16 - 2 x 3				
1- Portrait CD				
1 - 8 x 10 Calendar or 4 variety 3 xS's				
Package G	11.5	\$4.17	\$48.00	20%
3 - 8 x 10				
6-Sx7				
4- 3 x 5				
16 - 2 x 3				
8-1½x2½				
1- Portraits CD				
8-Variety Wallets				

Average Unit Price: \$5.88

Options Add-Ons:		Options Add-Ons:		Upgrades:	
8 2 x 3 Variety Wallet	\$9.00	4 3 x 5 variety	\$15.00	Premium Retouch	\$8.00
2 - 5 x 7 (portraits)	\$7.00	1 Portrait CD	\$15.00		

Senior Pricing Schedule

Packaging and Pricing in reference to specific requests of the High School community and associated service needs

Pricing includes a 10% discount. Additional discounts offered throughout the year of 15% - 30%

Description	8x10 Units	Unit Price	Extended Price	FCPS Commission
Intro -1 pose	4	\$26.75	\$107.00	20%
4 -4x 5				
24 - 2 x 3				
Value -1 pose	6	\$25.30	\$152.00	20%
2 - 5 x 7				
4 -4 x 5				
32 - 2 x 3				
Plus: Wallet Box				
Graduate- 2 pose	9	\$22.85	\$206.00	20%
1-8x10				
2-5x7				
4-4x5				
48 - 2 x 3				
Wallet Box				
Plus: Wallet Album				
Wallet Personalization				
Classic - 3 pose	13	\$19.30	\$251.00	20%
2-8x10				
4-5x7				
4-4x5				
64-2x3				
(Wallet Box				
Plus: Wallet Album				
1-Wallet Personalization				
Keepsake - 4 pose	16	\$19.00	\$305.00	20%
3-8x10				
6-5x7				
4-4x5				
72-2x3				
Wallet Box				
Plus: Wallet Album				
Wallet Personalization				
Senior Special - 6 pose	25	\$13.60	\$341.00	20%
1- 11 x 14 or 16 x 20				
4-8x10				

	8-5x7				
	8-4 x 5				
	88 - 2 x 3				
	Wallet Box				
	Wallet Album				
Plus:	Wallet Personalization				
	Wallet Frame				
	Proof Set & Folio				
	Senior Pix CD				
Family Package - 7 pose		29	\$12.35	\$359.00	20%
	1 - 11 x 14 or 16 x 20				
	5-8x10				
	10-5x7				
	8-4x5				
	104-2x3				
	Wallet Box				
	Wallet Album				
	Wallet Personalization				
Plus:-<	Wallet Frame				
	Proof Set & Folio				
	Senior Pix CD				
	Senior Frame				

Options Individual Portraits:		
8	Wallets	\$17.00
24	Wallets	\$41.00
24	Wallets	\$41.00
48	Wallets	\$59.00
48	Wallets	\$59.00
1	8x10 Portrait	\$32.00
2	5x7 Portraits	\$32.00
4	4x5 Portraits	\$32.00
1	11x14 Portrait (Mounted)	\$53.00
1	16x20 Portrait (Mounted)	\$86.00
1	20x24 Portrait (Mounted)	\$131.00
1	24x30 Portrait (Mounted)	\$171.00
1	Proof Set & Folio	\$71.00
1	Proof Set only	\$62.00
1	Additional Folio	\$23.00

Commencement Pricing Schedule

Packaging and Pricing in reference to specific requests of the High School community and associated service needs

Description	Sx 10 Units	Unit Price	Extended Price	FCPS Commission
Package A	.5		\$9.95	20%
1- 5 x 7				
Package B	1	\$17.95	\$17.95	20%
1-8x10				
Package C	1	\$17.95	\$17.95	20%
1- 5 x 7				
4-2x3				
Package D	3	\$13.31	\$39.95	20%
1-8x10				
2-5x7				
8-2x3				

Panoramic Pricing Schedule

Packaging and Pricing in reference to specific requests of the High School community and associated service needs

Description	QTY	Unit	Unit Price	Extended Price	FCPS Commission
Panoramic Portraits 8" x 24"	2	EA	N/A	\$20.00	20%

<u>Options/ Add-Ons:</u>	
Optional: Laminate Coating	\$5.00
Optional: Shipping and handling	\$5.00

Prom Pricing Schedule

Packaging and Pricing in reference to specific requests of the High School community and associated service needs

Description	8x10 Unit	Unit Price	Extended Price	FCPS Commission
Package	.5		\$14.00	20%
2-3x5				
Package	2.5	\$10.00	\$25.00	20%
2-Sx7				
12-2 x 3				
Package	4	\$8.00	\$32.00	20%
2-8x10				
16-2 x 3				
Package	3	\$13.00	\$36.00	20%
3-Sx7				
12-2 x 3				
Package	6	\$7.17	\$43.00	20%
2-8x10				
2-Sx7				
24-2 x 3				
Package	9	\$7.00	\$63.00	20%
4-8 x 10				
4-Sx7				
24-2 x 3				

Options/ Add-Ons:

2 instant key chains	\$15.00
16 - 2 x 3 wallets	\$14.00

Photo Booth Pricing

Description	Units	Extended Price	FCPS Commission
Photo Booth- 4 hour event	N/A	\$650	0%

Sports Pricing Schedule

Packaging and Pricing in reference to specific requests of the High School community and associated service needs

Description	8x10 Units	Unit Price	Extended Price	FCPS Commission
Package	1	\$16.00	\$16.00	20%
1 - 8 x 10 Bordered Team				
Package	1.5	\$13.30	\$20.00	20%
** 1 - 8 x 10 SportsMate				
Package	2+	\$13.00	\$27.00	20%
1 - 8 x 10 Bordered Team				
2-3x5				
4- 2 x 3				
Package	2.5	\$11.60	\$29.00	20%
1- 8x10				
4-3x5				
4-2x3				
Package	3	\$10.30	\$31.00	20%
** 1 - 8 x 10 Sports Mate				
4 - Events Tickets				
8- 2 x 3				
Package	4	\$9.00	\$36.00	20%
** 1 - 8 x 10 Sports Mate				
1- 8 x 10 Individual				
2-3x5				
8-2x3				
2 Photo Magnets				
Package	5.5	\$8.70	\$48.00	20%
**1 - 8 x 10 Sports Mate				
*1- Metallic Gift Pack				
2-3x5				
2-Sx7				
4- 2 x 3				
1 Photo Magnet				
1 Photo button				

***Metallic Gift Pack includes: 1 color 5 x 7 Individual and 4 Color 2 x 3's printed on Metallic paper**

****Sports Mates: 5 x 7 Team & 3 x 5 Individual portrait in one personalized 8 x 10 format**

Options/ Add-Ons:			
1-8 x 10	\$8.00	2-Sx7	\$8.00
8 Wallets	\$8.00	Retouching	\$6.00
2 Photo Magnets	\$8.00	Name and Year on Wallets	\$6.00

Additional Elementary and Middle School Offerings

- a) Complimentary Portrait Packages for underprivileged students (2 per 100 students enrolled)
- b) Two (2) complimentary Smile Safe Kids Cards for each student photographed
- c) Parent Volunteer Portrait Vouchers
- d) Framed Portrait Montage Poster of entire student body
- e) Personalized Motivational Banners
- f) Desk and Monthly Planning Calendars for Administrative Staff
- g) Complimentary Staff Portraits
- h) ID Cards and Staff ID's available for all Middle Schools
- i) Partners in Education Materials for Awards and Student Recognition
- j) One (1) No-Touch CD for yearbook advisors using a publishing company other than Lifetouch

Additional High School Offerings

Premium Incentives:

- a) Technical Grants
- b) Digital Cameras
- d) Waterboy Branding program available

The following items will be available to each school complimentary:

- a) Unlimited instant digital candid photography for clubs, sports, plays, etc.
- b) Image Flow Program: provide yearbook advisers secure online access to their candid images for yearbook creation. Images are available within 48 hours and can be downloaded throughout year.
- c) Instant digital cameras for each school.
- d) I-Depot card system for on-site delivery of ID cards.
- e) Motivational Banner displaying a personalized school message.
- g) Photoshop training seminars for High schools that service their yearbooks with Lifetouch.
- h) Seminars for school photographers for High schools.
- i) Texture screens or special effects as needed for yearbook production.
- j) Photo kit to be used in the production of yearbooks.
- k) Free picture packages for underprivileged students.
- l) Partners in Education Items.
- m) One (1) ImageStream CD with software to reprint ID cards and provide information for schools student software systems for each school.
- n) Business cards or student barcodes on labels.
- o) One (1) No-Touch Publishers CD for any school not servicing their yearbooks through Lifetouch.
- p) ID Cards for students and staff.
- q) Local Studio hours are available for convenience of students unable to be photographed at school.
- r) Photo Tracker II Program: Online selection of digital Senior glossies to assist in yearbook production.
- s) On-Line viewing and ordering option for Senior Portraits and Graduation Handshake Portraits.
- t) Instant viewing of Senior Portraits during Senior photo session to ensure: quality and satisfaction of images.
- u) One (1) Panoramic Senior Class Portrait for each school that uses the panoramic program.
- v) Framed Portrait Montage Poster of entire student body.