Patrick McKernan ([00:05](https://www.rev.com/transcript-editor/shared/BeDop2j2xMJwQymrV1aHablw_k2HeHezUYgHLAH-oYVROHSOVabpyqbbjnmLezzEBlEDV1b1jVVfnZN_Eukk3fSyfVw?loadFrom=DocumentDeeplink&ts=5.79)):

I so apologize. I know your time's valuable.

Daylene Long ([00:09](https://www.rev.com/transcript-editor/shared/_ddirssZdaL6_R05-LEReo2XczbZ_VTNq6Ppw3WsX6svZufIIOZWWTasrHpb5kyNAOpyOlehfHzkp7y1EDKV8jmfWgI?loadFrom=DocumentDeeplink&ts=9.18)):

No worries.

Patrick McKernan ([00:10](https://www.rev.com/transcript-editor/shared/Of8QoVLnotO15Yc6SZSSAMxzeO1VsWbVyGlNieYVCjikG14GxOzAcKONd8MqS39lQnrrVtcnAfP96_FybIW9ojseBPo?loadFrom=DocumentDeeplink&ts=10.86)):

I've had four zooms today and got sidetracked in between one. No excuse. I apologize.

Daylene Long ([00:16](https://www.rev.com/transcript-editor/shared/dz-CKCB6VOXmgHbd85e1Naj6wrWBp0ZHpqvgtIw7QtFUeR3lsiRHXwi6JQ9ZF08hJ7-eAztgRDObHS72kGwmT1lJ_8k?loadFrom=DocumentDeeplink&ts=16.65)):

No worries. We're going to keep it straight and focused then. And then if we've got any follow-up questions, we can do it asynchronously through email so that we keep everybody on track with time. Sound. Okay? Sure.

Patrick McKernan ([00:30](https://www.rev.com/transcript-editor/shared/ewwcoyjwg1WhUcpv8g1Jl03CHAGqDniXzihlDm0PeVNo3BGMPZ9pPA6cIgrK3eiVHuI01UcrYLla9zR-_-GT0eSpYSo?loadFrom=DocumentDeeplink&ts=30.48)):

Hopefully I can help you.

Daylene Long ([00:32](https://www.rev.com/transcript-editor/shared/O3k3X4sglYOIjFulslirqDvMtx1i6DzOeytxBnHvWC0mXId4_VuH40KYdKkbpoONi4o9N2kp5Wb80e4AfFwjVJhH2dA?loadFrom=DocumentDeeplink&ts=32.01)):

Okay. Well, let me tell you a little bit about what we're doing, and I'm going to go run through my document with ground rules in it. But basically what, so we are recording. I promise you won't end up on TikTok. And our real goal is to kind of understand when you are evaluating life science materials for a purchase that a school or a district or however it is that you are set up. I know you're superintendent, correct?

Patrick McKernan ([01:08](https://www.rev.com/transcript-editor/shared/wZh0qU1Lp_bz2j4yTnrWyKFH56KxaLlANwHca6A3rK3CHsD0FVzAu0pqGBw5dNQC7QEAz8bGSrK_zt2G16xv0zfBn88?loadFrom=DocumentDeeplink&ts=68.245)):

That's correct.

Daylene Long ([01:09](https://www.rev.com/transcript-editor/shared/7WjzsMGGEduEy86_XOqF35WcTwiPeMp-eXuufmy4CdOSO_jAfP--xWpKGwTNaxzRWRQd3C4xUqQatwLXn5MHjbDY0ho?loadFrom=DocumentDeeplink&ts=69.63)):

So when you're evaluating those things, what are the key components you look for and if you have any vendors that you tend towards, that's kind of what we're trying to understand it from a superintendent standpoint. You're going to ask a lot of what and why questions, but diving right into that, if you could talk specifically about the last time that you influenced or purchased for life science, that would be helpful.

Patrick McKernan ([01:41](https://www.rev.com/transcript-editor/shared/ymQIF4-fJHEovZdQ4GzC0JfsayLzBno9jzOSCdwIyG3OLnsDWYgJ8uzxtsU3R6p5gFNJ8V-ukgiTEQbpuW6XS5Rvsh8?loadFrom=DocumentDeeplink&ts=101.0699999)):

Okay. So we just, I'm sorry, Kimberly?

Kimberly Herder ([01:45](https://www.rev.com/transcript-editor/shared/jNXKP08tD869KTZaTtL2Doy-NTMQdvgJ5iIEcjv8df2Gw10qzyAO_LlqZLsHvWZdxdm0IM02G9VZS3xRh6J5LfgZcV0?loadFrom=DocumentDeeplink&ts=105.39)):

No.

Patrick McKernan ([01:46](https://www.rev.com/transcript-editor/shared/wNR1wC8I3UWVAtGdZGEjFbTSogSjnN5U_3dTuR7SnKpkCNrdw3ZKSnweBr2r_m8ItuZO-zQO92oJJ4QMtw50VGgS42w?loadFrom=DocumentDeeplink&ts=106.38)):

Okay. Just a little background if you need any of that small school district. Okay. 300 total kids in our district. Okay. So I'm very involved in that process sometimes because I need to be and other times because I'm just that guy, so I want my hands on it. So we just purchased a three through eight science program two years ago,

Daylene Long ([02:15](https://www.rev.com/transcript-editor/shared/8Hhw7w8qw_XLkB44a1q638Yvnse9faeDNYW_tRcvdGbBi0EgR13knbzZWQVDoHWiwdcaJId0iM6fhL3dSGceZH_72uc?loadFrom=DocumentDeeplink&ts=135.27)):

And

Patrick McKernan ([02:15](https://www.rev.com/transcript-editor/shared/sDKkiLESveJXOVFDQm9yK8M-dVTwntNU293Q2ENnJNkBE1mOFEWvtAxcSi70tdr3n8LQuPYBSklEi1gnzfN-Uwo7v0E?loadFrom=DocumentDeeplink&ts=135.93)):

So I'll tell you how we went about it and then if that's not what you want to hear, that's fine. The first thing, we'll use ED reports. Now we have vendors, McGraw Hill, hootin Mifflin, and this is my 37th year eight as a superintendent. But prior to that, I created some relationships as a building principal, not in the same district. So I had those relationships. So I reached out to vendors that I knew, talked to staff, obviously. Okay, so what are we looking for? What are we doing? Brought in the state standards, which are the new Generation Science standards are the same thing. Brought those in and said, okay, here's what we need to find to fit the standards now. That's how we do it. We don't go to the book and then just hope that the standards are there. Most of 'em are okay. I believe probably most of 'em are, but we're unique. We we're rural, we're not diverse. We're an ag-based, community conservative. So some of that stuff has to come into play when you're teaching and what you're giving kids in our community.

Daylene Long ([03:31](https://www.rev.com/transcript-editor/shared/-Wfm7tOdq6xFUrk1c1wKvGZlF-RyW8EOcSGV54dG-0Sj1o5BMPUqJhP16hrGffEFo4gCSWP9FtbMyUviIx5zNRKAnZE?loadFrom=DocumentDeeplink&ts=211.985)):

Remind me what's,

Patrick McKernan ([03:33](https://www.rev.com/transcript-editor/shared/S6VDOcM9DhVx0LrnNFFbN5nuTI0n7LpgVfYFP8jks7VrM3zLaT15AgD1JrRQcLzNQX6RXmwNI1Hld5MfQpomfoEGiNg?loadFrom=DocumentDeeplink&ts=213.505)):

Go ahead. Sorry.

Daylene Long ([03:34](https://www.rev.com/transcript-editor/shared/9MAUC8DWBUa2NPItG6RBGacvfEHexwdSNirSMeBuPYn6I5cAGxTggRt8oZftoONJNU9SQg-PVPounvBQXRkivF3ekng?loadFrom=DocumentDeeplink&ts=214.685)):

Remind me what

Patrick McKernan ([03:35](https://www.rev.com/transcript-editor/shared/x2Lwmb5snuuFLA3k_ojz5sCnvqgRgRaoaxylJ-2sUEL_JGU-gaWpl3b-F6KLtxAQy-PCqWFS9IPdpJwDrG7tR0R16Ok?loadFrom=DocumentDeeplink&ts=215.95)):

Kansas,

Daylene Long ([03:36](https://www.rev.com/transcript-editor/shared/KKuwkl2R-LGsFpD6XvK6IV-c_-2Gdlo4DWtHqavPh1gn0IbrjdAlMiITdsF85E2QJ3jneqOw5dvewddjJsGFLODnjAs?loadFrom=DocumentDeeplink&ts=216.915)):

Yeah,

Patrick McKernan ([03:37](https://www.rev.com/transcript-editor/shared/4ZyfDHEHYYNygG6nKb1a165RCg7XERoYOyznDjYL-lzEvAibVkDAm7oXSyoohceXrZ3WhcNLo4krqwuqXbGC1lxzjt8?loadFrom=DocumentDeeplink&ts=217.57)):

Yeah, Northeast Kansas.

Daylene Long ([03:39](https://www.rev.com/transcript-editor/shared/o66fDheY0LxYg9KdRtcsv1Ueh6jPQKwIl9AOiI2WV3hbAotBGJ3SycwjKODFXU8bb_inn4LkXirG_R8v1gxMt8d3cc8?loadFrom=DocumentDeeplink&ts=219.16)):

What did you end up choosing then? For K Eight? Inspire science, which

Patrick McKernan ([03:44](https://www.rev.com/transcript-editor/shared/gwozEQymctw8KJOqT3cxNc4rD77WuWZ9hsUNfhmX1ANrt8AI3BMhCsm8b8ComZZcdDI7eY0ql3Nc8_qlZU3fZstOpBc?loadFrom=DocumentDeeplink&ts=224.5)):

Is McGraw Hill.

Daylene Long ([03:46](https://www.rev.com/transcript-editor/shared/6iAIEi5lFB9w4Lj3kcPCjiq9bx8anmPY6kog8W6SbWnm4TQ62SM3o_e62nVrdx-A3JlmWiVqm5rodnTuaI6zZHIg-70?loadFrom=DocumentDeeplink&ts=226.09)):

Okay, okay. That's interesting. Have you've done a similar thing with high school?

Patrick McKernan ([03:53](https://www.rev.com/transcript-editor/shared/W_BR4ZqHkfbqtzH-VvYu75OZ1gx1Kf5ey3HaYOcds7J8lbyd92vndyw7QW4dOVqUA0XM8o7tQ5XAqF1OfkaZwU_mgHQ?loadFrom=DocumentDeeplink&ts=233.47)):

We haven't, no. No, we did. Let me pull my folder. I think we did high school too, I'm pretty sure. Yeah.

Patrick McKernan ([04:05](https://www.rev.com/transcript-editor/shared/2lSV-B60HDBHcy5sfMoiUIY6MCEnjGSc5_xG9DOtLm00ugUX5mCxeLlfLCdqMvl34x-CFR5oN3OYwgx2-I1vBi_ieG0?loadFrom=DocumentDeeplink&ts=245.74)):

So that is what we did. We purchased 3, 5, 3 years ago, and then at that time we had hired a new science teacher and really didn't have curriculum. So then we thought the best approach would be to dovetail into inspire science at the high school level too. So we did that as well. But we had the science department, one middle school teacher, one high school teacher, building principal myself, review ed reports and have the presentations from two or three different vendors just to make sure it was the right thing. Because we were dealing with, like you said, life science at the high school level. You got biology and chemistry.

Daylene Long ([04:58](https://www.rev.com/transcript-editor/shared/h0oODlV-1Oq2TrbMHjrqFLhK8srIwrCt6mE7-5-0sGN0Qcv8am5xFAmUvx-5iA0eUCVNQqRshhnPQoOqBkPyazSfMz0?loadFrom=DocumentDeeplink&ts=298.27)):

Now

Patrick McKernan ([04:58](https://www.rev.com/transcript-editor/shared/d4E5xYEMJq-RuwoBcYSfEgBs-tuaxpQzCZ0eQLKmY8jVoWu03Nodul2Fl14TsDEy7m18_Ss2NtsTbzGlRodIEUMj9Fs?loadFrom=DocumentDeeplink&ts=298.54)):

We online physics, so we don't have a physics teacher, but we online it. But we do teach chemistry, we do teach biology, and then physical science and earth and space.

Daylene Long ([05:09](https://www.rev.com/transcript-editor/shared/BvCxC6FsgqgHi_YdWfiw-h5z6kpJcunbr5UFCoU5cuaCEjDGjttOY8F7UvL_tr6Et3aLSp0pbdolRADXPolKzzTtJkc?loadFrom=DocumentDeeplink&ts=309.82)):

Okay. Do you remember the three vendors that you were considering at the high school level?

Patrick McKernan ([05:15](https://www.rev.com/transcript-editor/shared/r1RqxLmqxAxXrfIcPgjJ2mEdjps_Q4_B9zmig_Bqi1LkATv7hKvanLqXwCbVEcXNAabY71OSKmPvI3XBg1wstI6WHrE?loadFrom=DocumentDeeplink&ts=315.79)):

I'm going to spitball this and say that probably one of 'em was Hootin Mifflin, just because I know at the time I knew the rep, and I'm going to probably say the other one. Lemme pull my folder because

Patrick McKernan ([05:33](https://www.rev.com/transcript-editor/shared/h-bsUIZ7b5aitppiTTJzlwtUvwLm4MwEilak_mYIbUD4M5n2O7YQSara_gopGdV5h6nk3_FeUbRqxqbAic-bphiOIcM?loadFrom=DocumentDeeplink&ts=333.995)):

I keep pretty good notes on that stuff. Yeah, so great. Six through 12 study McGraw Hills, what we ended up buying, I know I had some pages of notes in here. Oh, we reached out to KSDE, so Kansas State Department of Education, their science specialist. We reached out to them. They of course do not, they won't tell you their favorites or anybody like that, but they will point you towards ED reports. And then if you say, okay, well we're interested in McGraw Hill, they might be able to say, okay, well, you might contact this school district and this school district, so on, so forth. Lemme see if I can find my notes here. We spent a lot of time with McGraw Hill, it looks like Inspire Science grades K through five.

Daylene Long ([06:44](https://www.rev.com/transcript-editor/shared/zMG9x5ZHwf3sTp7wA44HmaNsQ0WIxMJiVv_jYewYcrS9XolBs0emWQHB78ImeEAJnsOOREoajVC568Tkxku-e_Frlx8?loadFrom=DocumentDeeplink&ts=404.57)):

And then we went ahead and jumped on that at the high school level too.

Patrick McKernan ([06:49](https://www.rev.com/transcript-editor/shared/AnD3R9N4NNBQ0DyRjb-VtuaKvVjxgswdNKYFv3Rfy_wZ0TA32tSprb9tZbIleVfM_P11PRdG93WLi9pTX-hmGcNkkcc?loadFrom=DocumentDeeplink&ts=409.04)):

Hootin Mifflin is in my notes, and I don't see anyone else listed, but I want to say SAVI or somebody like that. Is that maybe somebody like that? If they have something at the high school level, I can't remember. Yeah,

Daylene Long ([07:04](https://www.rev.com/transcript-editor/shared/TmGBWt9azqHM0Sz2noIu2Xv6Kw7eWx1JU6NxxMZQ6FARGaZNlLjRY4tgkX7jYI46j649JKAHcDpCai68HDD2hY3nFc4?loadFrom=DocumentDeeplink&ts=424.67)):

That makes sense. When you're choosing that curriculum, then how do you decide who you're going to use for the hands-on components for the lab experiences and that kind of stuff.

Patrick McKernan ([07:19](https://www.rev.com/transcript-editor/shared/sQWb7tlw4Hc8pyQsascnxK83c7iWT1sWATVhrX_hSNPKQF9y6bR2ezrLwJR32wz8i4tATbHZmphTMK17F7f6WxrsOlQ?loadFrom=DocumentDeeplink&ts=439.04)):

So we wanted to turnkey. Okay. So McGraw Hill sends us refills to our kits every year.

Daylene Long ([07:26](https://www.rev.com/transcript-editor/shared/q5XZYTee_eWdXbkYWVtoAsIEqksRoi-TwfGVXsMjmFMQKT0THfeJVhuRK_EdrR5npApy1J7y4xrtSL37iFYZLnFR5ME?loadFrom=DocumentDeeplink&ts=446.96)):

Oh, they do?

Patrick McKernan ([07:28](https://www.rev.com/transcript-editor/shared/LRhgfg3quKrmHeyTUnsc9O0q9Wtipo25_BJ2WwvmrpEPGkIOmCNZH8MuUWIP7aO8adnqmhswoRjcJ9T46pr5AduqGyQ?loadFrom=DocumentDeeplink&ts=448.19)):

So we went all in. Okay. We bought the kits, so we have totes. Alright. Remember FOS kits?

Daylene Long ([07:35](https://www.rev.com/transcript-editor/shared/lsQwdY-ZDOlaG1yVp2ujykroD7vAP0_-g7gpSM4oNxbaKaCA0SBJJZcdKYNXrSt4JMlgFFf8E6x5IA9MO_XB0so1wbk?loadFrom=DocumentDeeplink&ts=455.09)):

Yep.

Patrick McKernan ([07:35](https://www.rev.com/transcript-editor/shared/D2ttwN_DGkYxN9MCUQFpP1W6lSQqF6Rx4nrUhE4K_hqHnHROvUaryx9BIqXOL0OV5Y7aKy1IUUxS6Am5V723DbrdkS4?loadFrom=DocumentDeeplink&ts=455.81)):

Yep. That's what they are basically are FOSS kits. They're not foss, they're McGraw Hill kits, but that's what they are. So there might be a unit on motion, there might be a unit on force, there might be a unit on ecosystems, whatever it might be. So there's a tote and there's probably 24 totes during the course of the school year or 12 totes that the kids can get into and use. And then during the course of that textbook cycle, so we've signed up for a five-year cycle. We receive the upgrades or the replenishment, I should say, of the totes of the lab experiences. Do

Daylene Long ([08:13](https://www.rev.com/transcript-editor/shared/3n67bCov-BZIA1ICr8qWgZeiuPSP6XI-AgBoLCHZkgagWYB0hsWyufat8Uhee4blqGzL8SYaljmlfw711aIcKycGSII?loadFrom=DocumentDeeplink&ts=493.645)):

You remember either what the initial totes cost or what the refurbs cost?

Patrick McKernan ([08:20](https://www.rev.com/transcript-editor/shared/HHorHO6_CsBpmnwV4fqbmBoRrw_oQ_8kEINdHx56O7qUEdCVheu8c0IZeuvLNDmEWOS6fcM-kYROrJdd0bdCpHrMh70?loadFrom=DocumentDeeplink&ts=500.18)):

Okay. So the refurbs are not, they don't cost anything.

Daylene Long ([08:24](https://www.rev.com/transcript-editor/shared/aKxyuf5nVGGZ__AXEYdLSoo0gdQvAfcZAqfRuydSg-LFYDzbOdnf9N7fuBvV12WAwMpQPeTB89MsmdEYCfMhAIMIotU?loadFrom=DocumentDeeplink&ts=504.74)):

We get

Patrick McKernan ([08:24](https://www.rev.com/transcript-editor/shared/OsRqCSk4BPiPKJt552hRchHvGu29Q0HbwRPuheYzyQ5AFbZG3u7tgW7htWKI-rHqkizne3EAKUIzfz3kI2V4SdyFy3I?loadFrom=DocumentDeeplink&ts=504.895)):

It every year

Daylene Long ([08:26](https://www.rev.com/transcript-editor/shared/H3r5Vhe8FS5YvXCme0Weh9WBgxSUkGKvId7jcjltRclLbxfFkCCuxl7h4mIwfqLUDXhdjdO_HcPANIBA_nSA38l3UsM?loadFrom=DocumentDeeplink&ts=506)):

Paid upfront.

Patrick McKernan ([08:28](https://www.rev.com/transcript-editor/shared/GgrBt6cmNpVQ0J5QowvhMOBQWeHTRgTP7xIE6tShUf68lG4GCiJPAvGr3EIDuHX3Dr6opckRAIvo7syXsu2LT1akMfI?loadFrom=DocumentDeeplink&ts=508.49)):

Initially we paid, at the high school level, we paid $31,892 and 68 cents. That would've been for about 150 kids. Okay. Also 150 digital licenses, all that stuff. I can tell you they put on this that there's free materials, but I can tell you it would cost if you didn't do that. Science kits were, well, no, they charged us for the science kits, it was $1,400. Okay. $1,400 on that page. Lemme look here. Yeah. And then teacher's editions, teacher kits was about a thousand. And

Daylene Long ([09:24](https://www.rev.com/transcript-editor/shared/KXj7AdxElMoW3f1B9J-h4qKE2kqVkTKf-ydAZUtQX5OiT28Q4-IY_9dutYCzKEjQg3D6bD-VMYXZCFw6fCSBuzUK3dQ?loadFrom=DocumentDeeplink&ts=564.09)):

These all cover the five years?

Patrick McKernan ([09:26](https://www.rev.com/transcript-editor/shared/eRUEq7cdyQ0aHV2AzApvF2TbrlquLIaCGhmsRMaiuFOweaKESPPOl29NcBrKTWVXHvKqXrivFynTMit0AqW37JgdAV8?loadFrom=DocumentDeeplink&ts=566.88)):

Yes. Yep. Yeah, we never pay again. So I'm guessing for our school for 300 kids, let's say K five, and then, well, it's not K five, it's three five, it's three five down here, and then six eight at the middle school high school. So three, would that be eight grades? That wouldn't be, yeah, seven grades, maybe eight grades. We probably spent, I'm going to roughly say $55,000.

Daylene Long ([09:55](https://www.rev.com/transcript-editor/shared/i_cXj9vsq8joHimsMPqwRmF1g7Mz3iboqpsOXp7qOFcHYAKCMs4QHHDu9iwhINwmSP05SfxFeiGVkwA_tIirxMLfdzI?loadFrom=DocumentDeeplink&ts=595.38)):

Okay.

Patrick McKernan ([09:56](https://www.rev.com/transcript-editor/shared/2EM1MGCIF_akQazwth0CTm-Xe1p_8-k1MMOhkzrCcArOx6DOdFYoooeQh6eNiMDcPDxvIO40aVEt-e5ZvncaXb9oHvU?loadFrom=DocumentDeeplink&ts=596.37)):

So whatever that average is out to a kid is what we spent. And

Daylene Long ([10:00](https://www.rev.com/transcript-editor/shared/zQW1HknFviu31mkSM0E-GBjXyx2apDrXXGFBL9vhajqoRXpZJKFlgsiS-vZdJ6-GBki4xZBZIRB9C8UF5I1UAiFRq-I?loadFrom=DocumentDeeplink&ts=600.99)):

You said the turnkey was important to you in your district. Why was turnkey important to you?

Patrick McKernan ([10:07](https://www.rev.com/transcript-editor/shared/zM4N20fh61e7PDEH7s3rLJJpaTxhkksIN0gNh7yi0QzQij9WaYV-GJWyu2iaRaugMUc0GJU0X1_aLeBwCZDPzGJeEZQ?loadFrom=DocumentDeeplink&ts=607.26)):

Well, I don't know if this is the right way to do things. It's just the way we do it. I want my teachers to worry about teaching and not about researching and finding stuff off Pinterest and pay teachers and things like that. We felt like we did this study appropriately and efficiently. There's more stuff than we were ever going to use, which comes with textbook companies. They throw it all at you. But I thought it was important that my teachers had time to plan and how to use the material instead of how to find the material, if that makes sense.

Daylene Long ([10:48](https://www.rev.com/transcript-editor/shared/Wc0A1yyPPsA2kUoH_xFl7Qm1sGvd2n76Y0rqblJnPRVQtl7m-dU2UTRSvRrLdQLh8XhWMrrV3YAJ3JkGVkRVZWiGICQ?loadFrom=DocumentDeeplink&ts=648.12)):

Yeah. Was there professional development baked into that, or videos to teach them? Or how do

Patrick McKernan ([10:54](https://www.rev.com/transcript-editor/shared/Nu2S-x44_tg_69haumLmXyRC8rig8XfGZaeraBIsp9uOVKkaxNai3QeE0bJGgggD4QkQOfx1lUhqRbz0T5BVADyTh9U?loadFrom=DocumentDeeplink&ts=654.885)):

Yeah, so I can speak from probably most of the companies we've looked at, even over the last, so we're doing a big ELA study this year for our K five. What do they have? What they're called? Padlets. So they'll give you their Padlet page, which is a digital platform page, and they'll have you go to those pages and you can look at units and this and that, and they'll give you demo logins. And then what we did again or wrong, it's just what we did. We in service with every one of the companies for about hour and a half to two hours, and they did their presentation to us on in-service days. During the course of the year. We tried to book those on a full in-service day in January where we had listened to three different companies on the same day. So it was fresh, and then we had a rubric we would fill out. We filled out that said, okay, meet state standards. Kind of a checklist type thing that we wanted to touch all the Right. So if it did that, we were happy with that. And honestly, most of 'em did of 'em, did touch all the bases. Okay.

Daylene Long ([12:02](https://www.rev.com/transcript-editor/shared/1VbShxbQ0tRFasyuAmOcvhTYUqNsj_SztsMWT6m_3PlSvTxNEx7xnrfhTgVrfl7-P-bG0wsgcPMn4qqprM9iX6lry9Q?loadFrom=DocumentDeeplink&ts=722.92)):

So do you do the PD then recurring? Or how do you bring in a

Patrick McKernan ([12:07](https://www.rev.com/transcript-editor/shared/tKS1DV5P1-3EMS6i-sftiR8WFxRiTlXA1L5t9gXolMQ_YJn6fxAtviIkdxycbMie4FfB-rSocRnCFl_vtR1_ei9p8o4?loadFrom=DocumentDeeplink&ts=727.72)):

Yeah. Yeah. So that's not a great thing, right? Because you pay for it upfront. You get the initial free PD when they're trying to sell you, and then once they sell you, they kind of wave goodbye to you. But we did the pd, we set the PD up for in August. So when the teachers came back, they had that full, whatever it was. I think it was a three and a half hour part of the day that they had the intro. Again, basically the full intro into the program might've been June or July. We did that. I think we did it before the actual school year started, but that was part of the payment. Now, additional PD we haven't gone back to look at. So we have had some new teachers at the elementary level with the program, but not at the middle school and high school.

Daylene Long ([12:57](https://www.rev.com/transcript-editor/shared/Yh1LZCTk1C5RCnc5OowdLcR7HaG_-Sq7TWyDk-uf0aIYN80bu8p8wvf4kXQl8QWF-89hwualOuPJXpYbsOozS7Sovss?loadFrom=DocumentDeeplink&ts=777.94)):

Okay. That's helpful. So another thing that just pops into my head as we were talking is you've got your rubric, you know how you're going through it. Did any of the vendors provide things like efficacy studies or white papers or the research that the materials were based on?

Patrick McKernan ([13:19](https://www.rev.com/transcript-editor/shared/5kegtsBeHHQYeVRjyWGN_Mdt8vmTmTGMF7XcGsEV2i1A7iWo_QkhWRkMx4X3hngfH_UI-Kh582XtbWWVBjcbB0zMGt8?loadFrom=DocumentDeeplink&ts=799.21)):

Interesting. Yes. That if they rank high on ED reports, they refer to ED reports.

Daylene Long ([13:26](https://www.rev.com/transcript-editor/shared/-Q5qMYF0yK8oU4I3CcbeJpwJLXOR7ivg4YZiMRP1KPY5zS3tIyTTJ4X2fr5EAhCeGFNDUDpLy9XWLz_F-OnIlK9QV4g?loadFrom=DocumentDeeplink&ts=806.02)):

Okay.

Patrick McKernan ([13:26](https://www.rev.com/transcript-editor/shared/GPKqlWoVHnK_f5W6LjY3VthzSdiiXbw8Yau6eBYdLCPd6sSlmwWi9kRXaBOAtte0ypB2N1T6Yv4riSwQ0LjpTiC_gng?loadFrom=DocumentDeeplink&ts=806.5599999)):

Yeah, they do. Yeah. And they'll say, we are green. We're green in this, we're green in that. We're green in this. If they don't talk about ED reports to me, I have to ask. So then I ask and say, okay, where are you at on Ed reports? And they'll explain why they're not meets or meets standards or expectations, whatever it is on Ed reports. But I can't recall anybody offered anything up like that. Yeah.

Daylene Long ([13:53](https://www.rev.com/transcript-editor/shared/ZiheOmGv-9eTF1jqZgad5DoFnybBk7NSptC2CNrc9RDRp8dnoc6eVDp_LguFfbWTrexke4YEcUWDMQ7jDxLbAP34m1M?loadFrom=DocumentDeeplink&ts=833.8)):

Okay. And then do you use any other science vendors for things like, I don't know, dissections or live materials or speakers or,

Patrick McKernan ([14:04](https://www.rev.com/transcript-editor/shared/sN6ZqFq6uzfGbmRrkkWFhYwU72OTTAJHaPCgDyWnUbh006snJ6lpY-emSYNo6i11wwBs0tJYqtpMN9gq4q24rp7SwPU?loadFrom=DocumentDeeplink&ts=844.54)):

We do, yeah. Carolina, we use Carolina for some is Carolina dissection type stuff. I think that, yeah, I believe

Daylene Long ([14:19](https://www.rev.com/transcript-editor/shared/rzbTICa0tXYrkRYczO3nkrI1EPb2UDtYjJT9_3YtvTdVgDU4CT2JG2jUCZK3omFFqqYYZW4_zY9orFOjlWGv0W5GDmE?loadFrom=DocumentDeeplink&ts=859.66)):

Have a lot of,

Patrick McKernan ([14:20](https://www.rev.com/transcript-editor/shared/JME8oB-zjzWgdkgN6leRp6XSNNXwbV1gN1oHEG8N67buWUxS2jt5F18OFKSSX6sPga0pn4DnkvZCOQF3XgylEWbeAZE?loadFrom=DocumentDeeplink&ts=860.775)):

Yeah, we buy stuff every year from Fry. Is it Fry, F-R-E-Y-M, ward, I believe. But most of it is Carolina, I believe it comes over my desk. Yeah. I'm not really prepared to answer that for you. I know what I signed in the spring, and I know those companies we buy from. So they're replenishing something, right? Yeah.

Daylene Long ([14:47](https://www.rev.com/transcript-editor/shared/BVZfOLBcj5lNeedeEvKb8RjiX3i9en8RDvHjO-y0IyH3x4ugkB1E3cKgRjdJ_8L9VY23tkWCbmTS8zaN1sHFmmAsLk8?loadFrom=DocumentDeeplink&ts=887.95)):

And so those you sign off on in the spring, and are they delivered in the summer or all year round the next year, or how does that,

Patrick McKernan ([14:55](https://www.rev.com/transcript-editor/shared/qUoIWbxMmdZhHUhNMxZVlMeewdePFwLu4wes77hKQe5WF6eGVGJTZss6hMusKATySaNbv5T6AGsO5TVHt-zBRVIdYog?loadFrom=DocumentDeeplink&ts=895.49)):

Depending on what it is. So if it's some perishable stuff, we'll set up, we try and purchase everything in the spring. The way Kansas works for school financing as we get new money in July, and you spend your budget down in the spring, so we like to get rid of our old money, get our new money, otherwise they don't give you new money. So we play that game. Yeah. But I know we'll have stuff from Carolina come in throughout the year, so I'm assuming they don't want some things sitting around, assuming they don't want the pigs in the bucket sitting around all fall or whatever.

Daylene Long ([15:39](https://www.rev.com/transcript-editor/shared/cHVHo3HC3f6pXrQmdCT4zvvTHqNhzXlydZV9TPeykNEj0NoWorcHndrTDtofx-Jex6O3VwBkYGHlSxilq3MY-4vy0kQ?loadFrom=DocumentDeeplink&ts=939.995)):

So does your state or your district, do you guys do dissections or? We do. Okay. Do you do them in your main biology classes or are they in AP or anatomy and physiology, or how does that work? Biology and A and P. Okay.

Patrick McKernan ([15:58](https://www.rev.com/transcript-editor/shared/nVKixUCqd6VvPuAkY2vQQT1faxKXrjChylh3C_3xdTa3tT3zgjU5KEGWTeF8ZNlehi_t-C6ncNwm5foLt3YMFYm70XM?loadFrom=DocumentDeeplink&ts=958.34)):

Yes.

Daylene Long ([15:59](https://www.rev.com/transcript-editor/shared/8ZF5bBK3393bBGcP8rmcxj6_06ncnKo889gTNiijZ7f9tHyBpZk4FJTBZc6GMIz1nGcqOXt-MQ4OzmFV74v0vuE26KQ?loadFrom=DocumentDeeplink&ts=959.785)):

That's interesting. Yeah. So we

Patrick McKernan ([16:01](https://www.rev.com/transcript-editor/shared/dqGRWoNR2b8YNxnYcFDdU1H71ZY2y6IjQNy7_PjZ0ZL0PA1XZkE4ApVrQI_icjjoaDKtgbS97Xg_2OEqeAGfitP_T7c?loadFrom=DocumentDeeplink&ts=961.67)):

Have an old building, again, not to bore you with all this, but we have an old building. Old building, very well kept building, but old. So we have a small science room and a lab next to it. So it's not one big science lab. Everybody has now it's a lecture hall, lecture room, and then the lab next door, and they, you go next door. You can smell it in there when you walk by it.

Daylene Long ([16:25](https://www.rev.com/transcript-editor/shared/s3moHkV6Q-vAXjvKnewgZIn6hQTAYSOOLEobCYJIaFP816Vr-UI7dKcuR1KkqY97_VXM_xfBUG84DRPgp0pB2pZ_Jsk?loadFrom=DocumentDeeplink&ts=985.97)):

I bet you can.

Patrick McKernan ([16:27](https://www.rev.com/transcript-editor/shared/m_LIL1kARqNnutW6fPILVFVvzGjw81ogx2BvLDiFcJQp74cbhG33x7GVCRT2ruIMCZdaZkIe0uLHhLdKHc5Qx9Urhzk?loadFrom=DocumentDeeplink&ts=987.11)):

Yeah.

Daylene Long ([16:28](https://www.rev.com/transcript-editor/shared/wIXzM50zTobCkE0gkfYY5I5MZ98P7bc9P_o1ll7uKR39Y4e3pRsnNlb2JmX30Y_CUjhF0MSuWZDY0Xv2Cv7GH3twZdc?loadFrom=DocumentDeeplink&ts=988.28)):

Okay. So then Brian Wards, what kind of things do you tend to get from them?

Patrick McKernan ([16:37](https://www.rev.com/transcript-editor/shared/-QwNoH8q79coL3KMEmtr0ErBANlz4ReIMvIwHkIXvQhTClK1r9JOMKvBVsx2Reqk6yEsNBJDqKO49U_E3Tnr_d0LMLw?loadFrom=DocumentDeeplink&ts=997.19)):

Again, I can't answer that follow. If you want to follow up with an email and I'll track all that down for you,

Daylene Long ([16:44](https://www.rev.com/transcript-editor/shared/G_AJ7rH0AK63whKeclNq-Ph9DkOTSFbRykmXM67qF2E8HZaozaL64p5lWkwqLoYpfb0XDIaPKg5NZsWbAUKio1n07RY?loadFrom=DocumentDeeplink&ts=1004.605)):

That would be awesome. That would be awesome.

Patrick McKernan ([16:46](https://www.rev.com/transcript-editor/shared/sXo6uVMoY_1N3O5MHCYbs89V4JBNAXyBicpM6AsN7bRJLKtU57-mgXNiQeXuVQ7eARaf51HZ0fEGH_DaFJ2SeDXrEGU?loadFrom=DocumentDeeplink&ts=1006.61)):

Track all that down for you.

Daylene Long ([16:49](https://www.rev.com/transcript-editor/shared/yVN0Eotv2_Jyvhnu-V67KkUXOR4VkvQNrJ21cs026OyklEXs-a02X2GQ0cmEMhDLEYr9aXsCxqGjMKBAYyH0nLLDyKk?loadFrom=DocumentDeeplink&ts=1009.16)):

Let's see. I'm going to just flip through my other questions. I want to make sure we use the best of your time. Oh, okay. What's your annual budget for things like the consumables? Well, I think when I filled that out, if I remember right, I kind of did that in my head because we pay that upfront cost. So

Patrick McKernan ([17:16](https://www.rev.com/transcript-editor/shared/WWK4gqUwWmgv0y0_sqEfoWKKlOqND_HP3SOymgiDed8bpYOoB-8VHu2wxhsW9IXsOxCwZjtohh_lL4zmZo31OlDNB24?loadFrom=DocumentDeeplink&ts=1036.88)):

If we figured we paid $55,000 at the start of that, I took that as like $10,000 a year. And that'd be for the consumables, for the digital piece, for the totes, the kits, stuff like that. Then you divide that out over 200 kids and you're getting whatever that might be.

Daylene Long ([17:45](https://www.rev.com/transcript-editor/shared/7ji7k6TJLJj3QuLlnPTTJyQf8zfFajflY3edIGpT0VZ89Zer3h1rexw0_xAo6VHMTmExyCduMAxVczsMgIpaaYQMqy0?loadFrom=DocumentDeeplink&ts=1065.325)):

Did you add an RFP for that, or was it just you like, okay, these three we know from Yeah, We did not do an RFP, and we don't do that on textbooks because the state of Kansas, you don't have to bid textbooks. But what I do is I go ahead and bid a

Patrick McKernan ([18:02](https://www.rev.com/transcript-editor/shared/mlQbqL3C5_5IiW8A_SxhsYPWkfYEU83MGOmnnY0yi_ukv0XBd0JoNWOkM0mjYFWXxBUCDIhxLS_a4FMAcJVrJboJhAw?loadFrom=DocumentDeeplink&ts=1082.04)):

Company to company, so I can use a little leverage, a little leverage with our, we pretty much know who we're going to go with, but I always like to get the bids and then maybe see if they'll throw something else in or take a little bit off or promise that if we grow, we'll be able to get, because we cut it pretty close on our consumables year to year, and usually they'll throw in three or four extra fours.

Daylene Long ([18:28](https://www.rev.com/transcript-editor/shared/--ZQRrVJ1zW7OzHaYgCe3oKP266-3japUukVru0GFA2D05bBRTRiIhjtfiTKBarJ_cPH8yXfXchgzgxjfDSTCj3Jo0w?loadFrom=DocumentDeeplink&ts=1108.56)):

Okay. That's a good strategy with the kind of knowing who you want to go with upfront, but then seeing how all of the prices break out. Do you guys have a contract with Amazon for any of your materials?

Patrick McKernan ([18:44](https://www.rev.com/transcript-editor/shared/OrhTKU77NmTNiJfVnUhyBzfl34qvDkbSeFa_1XnwG6Bd34TGM2mnUZxPGuE2V_e1vhKxqw0MRVli_H1U30t60S-BpG4?loadFrom=DocumentDeeplink&ts=1124.3699999)):

We don't now. We spend a lot of money on Amazon, and we've probably bought science stuff on Amazon. And I'll check on that for you too. But we do not have a contract with them.

Daylene Long ([18:57](https://www.rev.com/transcript-editor/shared/qknPKg77CrLVbMZzaBhd2X8x3JKgp7gavthacUxdKaaCI_cRopQdmVJZYxDICOW1o3KhgWTshl_SqPwy0j6CCKvVgmA?loadFrom=DocumentDeeplink&ts=1137.39)):

But you have a business account? We have

Patrick McKernan ([18:59](https://www.rev.com/transcript-editor/shared/pZxzZXzRrnEerGd5jhUUDGeQamFe55t4U8hZgnacRlM-MLqY6EkHXk0gtGtHk9A5X1TJKTdwEzcEDn5lJuzjSOuXAbo?loadFrom=DocumentDeeplink&ts=1139.465)):

A business Prime account, yeah.

Daylene Long ([19:01](https://www.rev.com/transcript-editor/shared/LOaUg3QvgRxUXQuxVCzesaTAmI0pQ97A1k_3QC6jPx4aLpM1pYQ-auxSX9P_fCcbLTC8Lx9EJF6QQ3Q38RrMqFp0Vlc?loadFrom=DocumentDeeplink&ts=1141.56)):

Okay. All right. Every day we're getting stuff from Amazon every day. Crazy. How does that go through? Does the teacher request something or? Yeah,

Patrick McKernan ([19:12](https://www.rev.com/transcript-editor/shared/mzyUIUsMMtklad6SMB-Bq_E89BMTMyxZ3slbSE6cgNVVgnvjXk3hwcXHZXhBElv8gX9MhCXs-qVcNThYY6o0LgN_7NY?loadFrom=DocumentDeeplink&ts=1152.66)):

So we have a purchasing process. They fill out a requisition, an online requisition comes to the building principal. We probably buy more maintenance and items like that on Amazon supplies than we do teacher material though, and teacher supplies. But anyway, it goes through an ere, what we call an ere and electronic requisition process. And then the building principals approve it, and the district office initially gets to it and we approve it.

Daylene Long ([19:45](https://www.rev.com/transcript-editor/shared/ln8POg84odIbB_94-BRF8sfLBjr3JSOoKzscGmsJsYNcJCJPH623VUbVBqdqOqrVNaS4LPFpDmQKM5b260Pqsbi48hY?loadFrom=DocumentDeeplink&ts=1185.06)):

Okay. Do you by chance do any business with Flynn? Okay,

Patrick McKernan ([19:49](https://www.rev.com/transcript-editor/shared/yyN_GRKoTQkiX4g_PhBHc1M_z67AG4KvGT9hY4FLfFRHw43wML4HHioHmhhYs79L3R3JvgPTAwV59eU8VGtZpt-5yjY?loadFrom=DocumentDeeplink&ts=1189.29)):

So that Flynn Scientific. Yeah, that would be another one I can get you. Yeah, I'm very familiar with that company.

Daylene Long ([19:56](https://www.rev.com/transcript-editor/shared/xZUkGxVdLhWe3eyYSGB1Pc7fF-Df6bcnOmPf5WEHq2M2She6WTc6aAHCV3wuPIKJAUMNFZ6tbHtnofmJYXMwyD4LC8s?loadFrom=DocumentDeeplink&ts=1196.07)):

Okay. So I'm going to bring Kim on to see if she's got any questions, but tell you about next steps. We're going to get you out of here early since you're a busy superintendent. I appreciate you. And again, sorry I was late. No worries. I'm going to follow up with an email that asks you about those vendors and maybe what kinds of things you get from each one of them. And I'm also going to ask if there are any other superintendents that you know of that we should really talk to either in Kansas or that you have context with. Sure. And Kimberly, do you want to let Patrick know about next steps or did you have any questions that I missed? No,

Kimberly Herder ([20:39](https://www.rev.com/transcript-editor/shared/eLSun2LAnH0Vnd2SMIsaFbXhAjjovhOfZ743qAAzdiZ_yRwB-CKe3Agn2hVPu6o7sTlOiXy4ed1NOkjjuKG5hFsmgfc?loadFrom=DocumentDeeplink&ts=1239.24)):

It was great. Thank you very much for taking the time and for jumping on, even though it was late jumping on. Appreciate

Patrick McKernan ([20:46](https://www.rev.com/transcript-editor/shared/lkTO_mm_k5kOC-KMpxspkRqB2H2LSXBNwI0OAevkEjojk_eHoevD7fKY-0kP0Hl5hdNwJYjN7oezVyL-MSqBs2CX-bE?loadFrom=DocumentDeeplink&ts=1246.32)):

You guys. Thank you. Appreciate

Kimberly Herder ([20:47](https://www.rev.com/transcript-editor/shared/Cx1vIceyOnjGfcFz0WF-n0aAKBGNJOVAltnAI1aZoBQ2CnCSi_xZZlr1TFhYLSorHhGamuR7AE5hApNMb9j0ZTmyvSk?loadFrom=DocumentDeeplink&ts=1247.75)):

You didn't leave us hanging out there. No,

Patrick McKernan ([20:49](https://www.rev.com/transcript-editor/shared/s4I5Z4aEnx1VyECn0vNXCV1ZeThUJ8FuD9ZxhkkLXj2UWRaWh_4C2peuL_3mFmlWS5j3oT9856Da4MmuxbjcJ9dg4iE?loadFrom=DocumentDeeplink&ts=1249.63)):

I didn't want to do that. I did 15 minutes and that bothered me.

Kimberly Herder ([20:53](https://www.rev.com/transcript-editor/shared/uoDeLiUEvasJXG1Pey4EJz_QsEU6dLQK7P3g0wQfoHM-bU6Bo6i9SLRBw8a854kDjds86lywDFm_XiwuBS3uMTONBPg?loadFrom=DocumentDeeplink&ts=1253.53)):

Oh, no. Well, thank you very much. So I'm going to follow up with you later today. You'll get the email from Daylene with more specific questions. Mine's going to ask you a couple of questions. One, if you'd be willing to do something like this again for any future studies that we're involved with.

Patrick McKernan ([21:11](https://www.rev.com/transcript-editor/shared/vmPJdtyeYgHq-iMO1DjhiQgKNs1i0NzBb5eVM9pN6C4lmz_fFl_kRpFcWfnu9u2L1M3k-pZ3z5gTrBJYgALBrMGB-Ek?loadFrom=DocumentDeeplink&ts=1271.8)):

And

Kimberly Herder ([21:12](https://www.rev.com/transcript-editor/shared/PNlgm8moCWfc2k1vEiNFn7hHl2echLkAX0-mvCcdQTt4E_LgfudvDogY2ilvs__J8AXorFbtGhgh6CMSlvlMmIU5sB0?loadFrom=DocumentDeeplink&ts=1272.04)):

Then the other one is, but you're probably going to get a lot of that from Daylene too. But anytime, whether it's over the holiday next week, next month, whatever it is, if you think of something else, please reach out to us.

Patrick McKernan ([21:25](https://www.rev.com/transcript-editor/shared/C4TIOOyW6ZT4_bfR2Z60XbBvxe5fai-BGMXOFeF6grOPiDviha9Ux0OkcDDPtTJIQA1tET8v-GCQnLRSfKih-vQCrYg?loadFrom=DocumentDeeplink&ts=1285.78)):

Sure. Yep.

Daylene Long ([21:29](https://www.rev.com/transcript-editor/shared/vyPY-Wm-ZoywUwwBNOs0KUWe86-iRwOI538ccgqvfAEShoCofT2KUkFYDcrAX_ry9ldfFZrbYkgF9IQCRq7NTX2oi28?loadFrom=DocumentDeeplink&ts=1289.77)):

You'll also get your gift card by the end of the day. I think you're our last one for the day, so I can send those out in the next hour. And it'll give you a choice of an Amazon gift card, or I think there's Starbucks and Target. There's even, because we recognize that, especially with superintendents, sometimes they need other options. And so we also put a nonprofit in there and all kinds of things. You've got multiple choices for how you use that incentive.

Patrick McKernan ([22:00](https://www.rev.com/transcript-editor/shared/FBtoMOsxvw8T1oEITpY3tIgWATLy67hvaM7x3P7UuRpr_NEqrF_aPKbj4fl7G7roVOU6l63sOE12CjgCN0O80I4Ucvs?loadFrom=DocumentDeeplink&ts=1320.79)):

Appreciate that.

Daylene Long ([22:01](https://www.rev.com/transcript-editor/shared/tIsd7URCt3tOnRVT8mE9LQ_wbN4kPkhndMJO-e7yQ19U-qqzVn8G09lvpoO3mlnsvm7PNQEQXQ6ZCIpeNlICC5oJpWM?loadFrom=DocumentDeeplink&ts=1321.96)):

Yeah,

Patrick McKernan ([22:02](https://www.rev.com/transcript-editor/shared/MwHzrLiTQnWL7uxtGEnHRQk3IDovZviDQt4Stry_q2pXhAWGd2yTgzOYaVYElAqXx4AQXOcMQlF2s5IGV4cWDsZxmoU?loadFrom=DocumentDeeplink&ts=1322.38)):

Those come in handy this time of year as far as helping some people who need 'em and staff and some giveaways and things like that.

Daylene Long ([22:08](https://www.rev.com/transcript-editor/shared/isP_wxCeawPEQ1_y2kx6LGHeQJebQIi1HQNI0Tepcp_1Wjes0YhvO-xRepG5BbQKy2CzNwfF2Qo2M54aYK_RtgAD8Kk?loadFrom=DocumentDeeplink&ts=1328.65)):

Yeah, That's great. So I'll get you that in about an hour.

Patrick McKernan ([22:13](https://www.rev.com/transcript-editor/shared/VbXoHBk0tH2qSvJHw4NN9iPu7ez87GhKorNszIauU4jBPTZci446bU1nAQcysWHE6FP-wwi8TqENOcTm4np9edmIWq0?loadFrom=DocumentDeeplink&ts=1333.24)):

Okay.

Daylene Long ([22:15](https://www.rev.com/transcript-editor/shared/XwiPORRxCQp4OTVJyJ04EsJEFgjjt6-360_Cby01ddg_2yfNK-gDt3QDntyaUEZU3183tWTOpXzObrOUGtZn97rdQpU?loadFrom=DocumentDeeplink&ts=1335.22)):

Yep. And I'll just follow up.

Patrick McKernan ([22:16](https://www.rev.com/transcript-editor/shared/R_J7Vp9zOlpynPC6eRBiIGDmgFgqzwEe1eSMmIYUkDaA8Y0RIG_Cg7UOkawjTzL12yvPF5yQz1DILkoyN3OecXiUHWY?loadFrom=DocumentDeeplink&ts=1336.96)):

Alright. Appreciate both of you. Thank

Daylene Long ([22:18](https://www.rev.com/transcript-editor/shared/T-5H8dRPDPPG1LzqvLUyCZDznwhJtu1CGSe-WHf1cWE5XvkUXKODxsLLI9BXKTj0Fg--ID-LrScSXz1g7VvOvp5HRLc?loadFrom=DocumentDeeplink&ts=1338.885)):

You so much. Thank

Kimberly Herder ([22:19](https://www.rev.com/transcript-editor/shared/Vx4land4cYsuPrmMmnOqX72pBPZCGMZqw2EWeJkstYy53XpQ_G6BkwZmbdR35wXHr_xFawIHKZOIMYCZCKDMduSQ_fE?loadFrom=DocumentDeeplink&ts=1339.765)):

You. You

Patrick McKernan ([22:20](https://www.rev.com/transcript-editor/shared/mZcyjhpoat-bf2IuDSck1uAJZVOLu5LpJ5Y793LLmFW6cXM88AY2T1qtpq8gA1vZOmG_lYnzXzpJjgpJJ4pmAncfkWE?loadFrom=DocumentDeeplink&ts=1340.25)):

Bet.

Daylene Long ([22:20](https://www.rev.com/transcript-editor/shared/TSqQW9USZpTlYNL7gDB4uHsFyF1l8c6aCMsdq1G4rv95IOMnKZAun58j9fgWUe0r2_G11pGWAAgvuz4oqB4RY_ZDU_s?loadFrom=DocumentDeeplink&ts=1340.47)):

Take

Patrick McKernan ([22:20](https://www.rev.com/transcript-editor/shared/FfkgUMD0L_0XN3V3U-vEOKTIpxpwf1Kv84UA06nY3mTlrjDY0aXyCj2rWQcjNdBsPJA_q9uJAoqABTImfKIzXgoiXDs?loadFrom=DocumentDeeplink&ts=1340.68)):

Care.

Kimberly Herder ([22:21](https://www.rev.com/transcript-editor/shared/aa-4TFFZsGtat3YvpMsoQUYO2U2eUBYTpwEPM3PBEWS-RfhtPGcx7qN1On5J38Zh-Eu_LmNl7P5F5necobvSH9URyG4?loadFrom=DocumentDeeplink&ts=1341.58)):

Bye. Kim,

Daylene Long ([22:23](https://www.rev.com/transcript-editor/shared/wvB3zoH4vY_oQesJ2jGqvaPcl_hOuhxI8lQM2xMDo-ZNVDBPy37H_Ggj5Jy8kM4Y-d3o0PhVnabRFtrt71GPfCtI-jU?loadFrom=DocumentDeeplink&ts=1343.71)):

You want to stay on for just a second? I think it was good. It was fast, but I was just so super aware that he is a really busy superintendent, so I wanted to get him out early. And I think working asynchronously with that level is a good thing to do too, because dive right into the numbers. They'll pull out the PO and say, this is exactly what we spent on whatever.

Kimberly Herder ([22:49](https://www.rev.com/transcript-editor/shared/5rChRKBB4BfZIW4Awp8BpfTSb00uy4bjiaE4vWYYqJwVKqChg03gp2IGqRpr3QkBibBlAMTsVeO_yLyvR7_ERhykTmo?loadFrom=DocumentDeeplink&ts=1369.99)):

Yeah. What do you say with whatever, and 63 cents he said. Yeah.

Daylene Long ([22:55](https://www.rev.com/transcript-editor/shared/y-V5afDi3lrhWTybqAVIe33A53qNq6y9SM9Ogbge_dttADpAyfiBYFQU3uKRLbHR7bhKTX7NJ6ZbNblgYkG94aC4zMQ?loadFrom=DocumentDeeplink&ts=1375.81)):

So I'll send the gift cards out.

Kimberly Herder ([22:59](https://www.rev.com/transcript-editor/shared/QJF7QUsIzrnQgKhKOqvMmz-Hb885oVStyFJZq5BVUVLITT6wAua1M2RQKJUFJKIknArCZyEe7vvMLsqPmfCLWNtxgNs?loadFrom=DocumentDeeplink&ts=1379.29)):

Okay.

Daylene Long ([23:01](https://www.rev.com/transcript-editor/shared/lUSce8kR6uwLFkjlStN7xjwhn3J941XuBkiMa4PC-ChCJW7i0FFXVZSrimsRf3N_IA451K_qnKS9GjJtUApdm4GQjRo?loadFrom=DocumentDeeplink&ts=1381.09)):

I'm glad he could make it though.

Kimberly Herder ([23:02](https://www.rev.com/transcript-editor/shared/pHgi7tP5pH2bzD1iPr-7HAxwgnk1mYLuDY2c0q7960f6VvH_Ypuu6PzzaWJwNuZSexGmHkmmMm5rtf5cX-ke8LTRZJg?loadFrom=DocumentDeeplink&ts=1382.8599999)):

Yes, Yes.

Daylene Long ([23:06](https://www.rev.com/transcript-editor/shared/H6Zla5MIxVZMbHm0sLs9lDWaZZhOmH0jPAqUfn5gZnyPTa7NCEMytjZ6WoaJF3NtBlx0QU8HLlswMIO_5HqyC1D-1_4?loadFrom=DocumentDeeplink&ts=1386.4)):

Yeah. I'm going to stop the recording. It

Kimberly Herder ([23:09](https://www.rev.com/transcript-editor/shared/AjF2luvNICNXIFy3auBiniOllzBA0Q1J9T9Q_VLxNfdIDuzxCX1Li-PY6ChJWeBbRO2HfUTH6PKdYt94Buu6l1Fss3s?loadFrom=DocumentDeeplink&ts=1389.7)):

Was a.