

# Hallsville Independent School District

## For the Consideration of the Board of Trustees

**Date of Board Meeting:**

**Topic:** Purchase of a Paxton-Patterson College and Career Ready Lab for Junior High

**Background and Rationale:**

The Paxton/Patterson College & Career Ready Labs deliver industry-leading college and career preparation for elementary, middle, and high school students. These learning systems employ problem-based instruction integrated with authentic, technology-driven skills. Paxton labs enable students to identify their interests and aptitudes and to chart pathways toward postsecondary success. Their distinctive programs focus on STEM education, health science careers, and architecture and construction.

Establishing this learning center at Hallsville Junior High will provide students with structured opportunities to investigate career pathways, strengthen readiness for high school coursework, and make informed postsecondary and career decisions.

FUNDING SOURCE: TITLE IV FOR THE SUPPLIES / TITLE II FOR PD

**Relationship to Strategic Plan:** College and Career Readiness

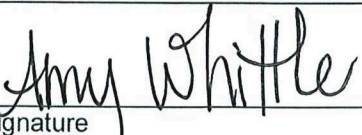
**Personnel Affected:** Junior High CTE Teacher

**Budget Implications:**

- Include in this year's budget
- Amendment of this year's budget required
- Increase in this year's budget required
- Expenditures required for next year's budget
- N/A

\$73,647.25

**Recommendation:** Approve as recommended by district personnel



Signature  
(Person Bringing Information to the Board)



Superintendent's Signature

Quote Date: 4/29/2026

Dear Hallsville Ind School District,

This letter states for the record, that **we are the sole providers** of all Paxton/Patterson Learning Systems, including College & Career Ready Labs, Career Discovery Labs, Future Ready Labs, Health Science Careers, and Construction Career Labs.

Paxton/Patterson developed these learning systems with the written curriculum, interactive multimedia, and proprietary Learning Management System, along with the necessary components to bring to your school a complete program for College & Career Readiness. Our programs are fully and exclusively supported by our educational consultants, professional development team, implementation specialists, and customer service teams. All curriculum is copyrighted and the exclusive properties of Paxton/Patterson LLC.

Best Regards,

*Jenni Lewis*

708-325-7144

[jenni@paxpat.com](mailto:jenni@paxpat.com)

# PAXTON / PATTERSON

4141 W. 126<sup>th</sup> Street | Alsip, IL 60803 | 877-243-8763

Hallsville Ind School District  
PO Box 810  
Hallsville TX 75650-0810

Quote ID: QUO-04985-T0X4N0  
Quote Date: 4/29/2026  
Total: \$75,925.00  
Tax: \$0.00

Discount (3%) TIPS: -\$2,277.75  
TIPS Contract 250802 Academic and Educational Goods and Services

**Total Amount: \$73,647.25**  
*Quote Valid for 90 Days*

**PLEASE Email Purchase Orders to [sales@paxpat.com](mailto:sales@paxpat.com) and copy [jenni@paxpat.com](mailto:jenni@paxpat.com)**

Product	Stock Number	Price Per Unit	Quantity	Total
Environment & Ecology, CCR	723556	\$2,995.00	1	\$2,995.00
Emergency & Fire Mgmt Services	725531	\$4,295.00	1	\$4,295.00
Intro to Culinary Arts	725500	\$4,795.00	1	\$4,795.00
Veterinary Medicine	860032	\$4,895.00	1	\$4,895.00
Facility Maintenance, FRL	822004	\$4,995.00	1	\$4,995.00
Professional Development Hands-On / Minds-On	643449	\$3,000.00	1	\$3,000.00
LMS Package, 5-Year Subscription	720610	\$3,800.00	1	\$3,800.00
Computer Graphics & Game Development (PC Required)	723548	\$3,295.00	1	\$3,295.00
Energy & Power	723554	\$4,695.00	1	\$4,695.00
Cosmetology & Barbering	725551	\$3,795.00	1	\$3,795.00
Criminalistics	725548	\$4,595.00	1	\$4,595.00

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Transportation Maintenance, FRL	822018	\$6,495.00	1	\$6,495.00
Health Care Support, FRL	822010	\$4,595.00	1	\$4,595.00
HVAC	780307	\$5,195.00	1	\$5,195.00
Video Production (iPad Required)	723576	\$4,495.00	1	\$4,495.00
Personal Finance	725503	\$1,995.00	1	\$1,995.00
Sports Medicine	860028	\$4,995.00	1	\$4,995.00
Setup & Assembly - Lab (10-19)	643428	\$3,000.00	1	\$3,000.00

**Payment Policy:** To keep costs low for our customers, pricing is based on payment by check or ACH. Customers preferring payment via credit card will be charged 2%.

## WARRANTY

Thank you for purchasing a Paxton/Patterson learning system. Your purchase includes warranty protection from defects in materials and workmanship when the learning system is used under appropriate educational conditions.

### Key aspects of the warranty are:

- Your warranty period starts when your lab is installed and ends one year later.
- Equipment which does not perform properly will be repaired or replaced with a new or remanufactured product. The replacement or repaired equipment remains under warranty for the balance of the original warranty period.
- If there are any integrated instructional unit guidebook pages which we modify due to an inaccuracy preventing student learning, those pages will immediately be reprinted and mailed to you.
- Please contact our learning systems technical support staff at 800.631.0158 for equipment matters.

### Technical Support:

- Your lab instructor will participate in our four step professional development program, Register, Complete Online Lessons, 4 hour On-Site Support Session and Attend Regional Workshop(optional).
- Should your instructor have questions about the learning system after completing professional development, our technical support staff is available Monday – Friday 7:00am to 5:00pm central time. If needed our staff can also be available by appointment at other times to provide technical support to your instructor. Except in unusual situations, technical support can be quickly and conveniently accessed via telephone, email and use of our "desktop streaming" support technology.
- We have consistently found that when an additional instructor is assigned to a lab or a new instructor is hired to replace the instructor who had completed professional development, the new instructor definitely needs to complete professional development just as your first instructor did. New instructors need considerably more formal training to effectively use the learning system lab than our tech support staff can provide via telephone.

*\*Exclusions to this warranty include: (a) consumable materials like paints and finishes, batteries, sanding materials and worksheets, (b) failure caused by misuse or accidents, (c) theft or "mysterious" disappearance, (d) normal wear and tear on guidebooks, textbooks, videos and other printed materials, and (e) damaged or lost computer software – CDs and diskettes. In conformity with your district's copyright law compliance policy we recommend that back-up copies be made of all computer software (CDs) exclusively for use in the learning system covered by this warranty.*

## PAXTON/PATERSON (PP) LEARNING SYSTEMS CONTENT DELIVERY

PP will provide the Paxton Content Learning Management System for 60 months with a service start date to be set after installation by PP.

During the 60 months PP will:

- Provide access to Learning System content from modern browsers.
- Provide updates to Learning System content and to the Paxton Content Learning Management System.

During the 60 months it is likely that some 3rd party providers of equipment, software, and licensed assets included in your original purchase will upgrade their products. It is impossible to predict the scope of these potential future upgrades by 3rd party sources, therefore PP has not "built in" any costs for those items in the original purchase prices.

PP will advise you well in advance of the upgrade potentials being available, advising you of how the upgrade will enhance student learning and the costs of the upgraded equipment, software and/or licensed assets.

Most importantly, no purchase of upgraded equipment, software or licensed assets will be required at any time during the 60 months – because the PP learning system originally purchased will be supported during the entire 60 months.

The only time that it may be necessary to upgrade equipment, software or licensed assets is if your school chooses to upgrade to a newer operating system that is not compatible with the originally purchased 3rd party equipment, software, or licensed assets.

# Pitsco Education

PROPOSAL NARRATIVE

PROPOSAL GOOD FOR 45 DAYS

**Hallsville Independent School District**

**Hallsville, TX**

APRIL 29, 2026

PROPOSAL #114822

## ***Letter of Interest***

Thank you for the opportunity to present a custom program we have designed that aligns directly to the goals of Hallsville Independent School District. At Pitsco Education, we aim to provide hands-on learning opportunities for learners and support for educators in their endeavors to create future problem solvers, offer career exploration opportunities, and create a foundation for future success.

The program we have outlined is hands on, includes engineering design process challenges, CSTA-aligned computer science products and curriculum, and exposes students to a number of future careers.

However, if this design doesn't hit the mark, we have a team of program designers who can make the necessary updates and select the standards-based curriculum, hands-on projects, and professional development from our comprehensive range of STEM and computer science resources to create a tailored, turnkey solution that best addresses the needs of Hallsville Independent School District students and teachers.

If you have any questions regarding the information enclosed or if you would like to request further information, please do not hesitate to contact me at any time. Thank you for your time and consideration.

## ***Overview***

The terms and circumstances of human existence are expected to change exponentially during our children's lives. A 21st-century, STEM-proficient workforce will be at the center of this change – causing it, shaping it, responding to it – because the primary driver of our future lies largely in the advances in science and engineering from those equipped with a collaborative, problem-identifying/problem-solving mindset.

While most career and technical education programs focus on high school students, Pitsco Education's STEM programs build a pipeline of STEM learners, beginning early to hone students' 21st-century skills and establish a solid foundation for future careers. Along the way, students acquire the requisite

language and skills sets to jump directly into more immersive experiences such as internships that continue the progression of learning, helping students achieve success at their chosen next stop – college or career.

### ***A Progressive CTE Experience***

Pitsco Education’s curricular programs put a piece of the world in students’ hands and ask, “How does this apply to your life?” Hands-on exploration and problem-solving extend across the curriculum and connect the classroom to careers. This has been a guiding ideal in Pitsco’s philosophy since the company’s founding more than 50 years ago, well before the concept of STEM existed.

Pitsco Education solutions prepare students for a lifetime of critical thinking, collaboration, and creative problem-solving in the context of rigorous and future-relevant hands-on STEM learning. Preparing the next generation for the future requires meeting young people where they are. It’s giving students a platform and structure to gain and practice the knowledge and skills required in a 21st-century workplace. It’s equipping teachers with the understanding and mindset required to manage this type of future-relevant learning environment that produces independent critical thinkers.

Equally as important as the hands-on, technical skills students will need are the soft skills necessary to accept and engage with changes caused by the fast-paced growth of technology. According to the Organization for Economic Co-operation and Development (OECD), in order to succeed in the future workforce, “students will need to develop curiosity, imagination, resilience and self-regulation; they will need to respect and appreciate the ideas, perspectives and values of others; and they will need to cope with failure and rejection, and to move forward in the face of adversity” (*The Future of Education and Skills: Education 2030*). Rote memorization will play less of a role in the future workforce. Instead, regardless of educational background, students need to learn how to learn, to be able to quickly and easily name and find solutions to problems; they need to be accomplished in the engineering design process and ready – and willing – to fail; and they need to know how to engage with others and work as part of a team.

Pitsco Education brings all of this together in hands-on learning experiences that prepare students with a skill set that can help them be successful no matter their career choice. The products and programs outlined in this document were carefully chosen to increase STEM literacy and workforce-development skills for **Hallsville Independent School District** students.

### ***Program Details***

***Curriculum for Hallsville Independent School District*** creates learning opportunities that build the collaboration and problem-solving skills needed for a lifetime of learning and working, enables students to make connections among the four areas of STEM learning, and immerses students in the technology of the future. It was intentionally designed to expose students to the CTE pathways offered by Hallsville ISD.

### Scope and Sequence

The following scope presents a strategically designed progression of curriculum, accompanied by a chart that aligns each component to Hallsville ISD's CTE pathways.

Curriculum	Estimated Class Periods	Ag Science	Audio/Video	Law	Computer Science	EMT/Fire	Health/ Nursing	Business	Welding	Auto Tech
Classroom policies, expectations, and procedures	2									
Microburst Employability Skills Pre-Test	2	X	X	X	X	X	X	X	X	X
Microburst Employability Skills Posttest	2	X	X	X	X	X	X	X	X	X
Microburst Employability Skills	20	X	X	X	X	X	X	X	X	X
Expeditions Orientation	2									
Expedition: Now Hiring	7	X	X	X	X	X	X	X	X	X
Expedition: Vital Signs	7					X	X			
Expedition: Design Time	8							X		
Expedition: Growing Up	10	X						X		
Tech Explorer: Physical Computing	45	X	X		X			X		X
STEM Explorers: Engineering for Innovation	45							X	X	
Middle School Drone Engineering Program	12	X		X		X	X	X		
AP (Air-Powered) Dragster – Getting Started Package	10									X
Farmbeats	5	X			X					
End of Year	3									
<b>TOTAL ESTIMATED CLASS PERIODS</b>	<b>180</b>									

## School-wide Services

- **Comprehensive Installation:** Installation at Pitsco begins before the curriculum and equipment arrives on-site. Preinstallation of materials occurs in our warehouse as soon as the product is pulled from our warehouse shelves and is strategically packed, making the on-site experience more efficient and thus reducing the amount of time anyone will need to spend setting up the material. Upon arrival, Pitsco Education professionals ensure classrooms are ready for student use. This includes installation of software, if applicable, unpacking of all boxes, and organizing of consumable supplies and equipment in storage bins and cabinets.
- **Technical Support:** Pitsco Education's team of experienced technical support representatives ensure the labs remain operational and fully functioning. They understand the unique nature of each lab and treat it as such. They are a call, chat, or email away.
- **Professional Development:** This proposal includes two days of in-person professional development delivered by Pitsco Education, focused on effective implementation of Career and STEM Expeditions and STEM solutions. The in-person training is designed for up to 10 teachers. This proposal also includes one three-hour virtual professional development interactive session partnering Pitsco Education and CodeJoy, focused on FarmBeats implementation.

## Solution Price

We are pleased to present you with a breakdown of costs associated with this custom proposal. Please be aware that all pricing will be honored for 45 days.

	Grade 8
Curriculum/Equipment/Consumables	\$38,583.25
Environment	\$14,460.00
Delivery & Installation	\$5,525.00
Professional Development	\$8,250.00
<b>Proposal Total*</b>	<b>\$66,818.25</b>

# Pitsco Education

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\*Applicable sales tax is not included. Accepted payment forms include ACH and check.

**Notes:**

- Some activities require the initial purchase of perishable and common supplies. These are the responsibility of the district.
- Annual purchase of consumable materials is required for sustainability. This is the responsibility of the district.
- Licensure is required for Career and STEM Expeditions and Microburst Learning. Three years of licensure is included. Renewal will begin in Year 4.

***Presented by***

Zach Bowden



Realityworks, Inc.  
 2709 Mondovi Rd.  
 Eau Claire, WI 54701 USA  
 (715) 830-2040

# Quote

195460  
 4/14/2026  
 Expires: 6/13/2026

**Prepared For**

Kathy Gaw  
 (903) 668-5990

**Bill To**

Accounts Payable  
 Hallsville High School  
 PO Box 810  
 Hallsville TX 75650-0810  
 United States

**Ship To**

Hallsville High School  
 PO Box 810  
 Hallsville TX 75650-0810  
 United States

**READY TO PLACE ORDER?**

- Email PO and copy of quote to [orders@realityworks.com](mailto:orders@realityworks.com) or call 800-830-1416 for payment options.
- Include Accounts Payable email address on PO

**QUESTIONS?**

Contact Sofia Scott  
[sofia.scott@realityworks.com](mailto:sofia.scott@realityworks.com)  
 (715) 858-7173

**Sole Source Info:**

<https://www.realityworks.com/resources/sole-source-product-list>

Item #	Description	Price	Quantity	Extended
31910237	<b>Career Exploration Package Extended</b>	\$13,859.00	1	\$13,859.00
	RealCareer® Food Safety Kit		1	
	Brain and Cerebral Arteries Model		1	
	Nursing Employability Scenario Cards		1	
	Culinary Employability Scenario Cards		1	
	Child Care Employability Scenario Cards		1	
	Welding Employability Scenario Cards		1	
	Agriculture Employability Scenario Cards		1	
	Child Care Center Design Kit		1	
	Electrician Scenario Cards		1	
	Vet Tech Scenario Cards		1	
	EMT Scenario Cards		1	
	Food Production & Systems Scenario Cards		1	
	Food Truck Design Kit		1	
	Swine Litter Processing Simulators		1	
	Common Welding Joints Kit		1	
	Concussion Education Kit		1	
	Animal Clinic Design Kit		1	
	Wearable Auscultation Trainer		1	
	Shaken Baby w/swaddling and storage		1	
	Electrical Wiring Wall Panel		1	
	Electrical Wiring Teacher Assessment Kit w/ Accessories		1	



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2709 Mondovi Rd.  
Eau Claire, WI 54701 USA  
(715) 830-2040

# Quote

195460  
4/14/2026  
Expires: 6/13/2026

Subtotal	\$13,859.00
Shipping and Handling	\$694.32
Tax	\$0.00
<b>Total</b>	<b>\$14,553.32</b>
Terms	Net 30

## **Career Exploration**

Realityworks provides comprehensive learning solutions that pair curriculum with hands-on learning aids, student activities, and assessment tools to create innovative learning environments. These solutions are used to engage students, teach necessary skills, and provide career exploration opportunities.

### **Employability and Soft Skills**

#### [Middle School Employability Program](#)

- Hands-on activities and real-world applications to teach middle school students 20 soft skills prioritized by middle school teachers
- Twenty-lesson curriculum with 20-30 hours of teaching time

#### [Career Scenario Cards](#)

- Occupation specific workplace scenario covers real-world situations
- Use to develop soft skills through small group, large group icebreakers or individual writing challenges
- Decks available for Welding, Construction, Manufacturing, Electrician, Agriculture, Horticulture, Veterinarian, Child Care, Culinary, Food Processing, Interior Design, Textiles and Fashion, Nursing, Geriatric, Medical Assistant, Sports Medicine, and EMT

### **Agricultural Mechanics and Metal Tech**

#### [guideWELD VR Welding Simulator](#) with MIG and/or STICK

- Learn basic welding techniques and explore career paths
- Immediate corrective feedback on work angle, travel angle, nozzle-to-plate distance and straightness
- 30 hours of curriculum content – careers, types of welds, safety, PPE, reading a WPS, etc.

#### [Measurement Math Training Kit](#)

- More than 250 measurements with manipulatives and lessons.
- Students will also have access to interactive online lessons for reinforcement
- 5 sets of manipulatives
- 5-10 hours of curriculum content – metric vs. standard, decimals, conversions, how to read a ruler, tape measure, and caliper

#### [Common Welding Joints Kit](#)

- Curriculum and models to teach the most common welding joints, achieve quality welds, and prevent issues
- 1-2 hours of course content

#### [Electrical Wiring Kit](#)

- Safe, hands-on lessons in wiring common electrical circuits
- 16 student-led lessons
- 13 hours of curriculum content – safety, electrical principles, and basic wiring skills

### **Plant Science**

#### [Plant Mini Hydroponics](#) \$ 5 units

- These are sold as a 5 pack so you could split amongst teachers
- Learn 3 different hydroponic growth methods
- 2 hours of curriculum content – hydroponics, and plant life

## **Animal Science and Vet Med**

### Animal Clinic Design Kit

- Students learn about the animal welfare, best practices in animal behavior and husbandry
- Designed for 5 small groups or 5 individuals
- 3 hours of curriculum content – career exploration, animal welfare and regulations, best practices for vet clinic design

### Animal Agriculture Education Kits

- Learn about breeds, care, diseases, and career opportunities
- Seven lesson curriculum

### Cow and Pig Ear Simulation - Realityworks

- Students can practice two key livestock identification techniques: ear tagging for cows and ear notching for pigs
- Two lesson curriculum

### Swine Litter Processing Simulators

- Practice teeth clipping, castration, tail docking, as well as ear notching
- Two lesson curricula

### Canine Vet Trainer

- Practice venipuncture, catheterization, and bladder palpation, subcutaneous and intramuscular injections, and lymph node palpation

## **Automotive Technology**

### RC Tractor Pull Challenge

- Explore tractor systems and experiment with friction, gravity, and force and motion
- Experiment with variables and engage in competition
- 5–7 hours of curriculum content covering force and motion, friction, gravity, gear ratios with traction tires, acceleration and sled pulling, and tractor/distance pulling.

### Trailer Circuits STEM Kit - Realityworks

- Teaches electricity using a concrete set of skills in the real-world context of trailer wiring, making the learning process both accessible and practical

## **Construction Technology**

### Measurement Math Training Kit

- More than 250 measurements with manipulatives and lessons.
- Students will also have access to interactive online lessons for reinforcement
- 5 sets of manipulatives
- 5-10 hours of curriculum content – metric vs. standard, decimals, conversions, how to read ruler, tape measurer, and caliper

### Electrical Wiring Kit

- Safe, hands-on lessons in wiring common electrical circuits
- 16 student-led lessons
- 13 hours of curriculum content – safety, electrical principles, and basic wiring skill

## **Culinary**

### Food Truck Design Kit

- Can also be used for entrepreneurship
- Learn and plan all aspects of a food truck business
- 18 hours of teaching time – marketing, budgeting, menu development, interior food truck design, business plan
- Designed for 5 small groups or 5 individuals

### Food Safety Kit

- Basic food safety and handling techniques used in culinary occupations
- Components for up to six small groups to be working on activities simultaneously.
- 8-10 hours of teaching time – food safety, foodborne illness, preventing illness and outbreaks, temperature, cross contamination, culinary careers

### Knife Skills Kit

- Interactive activities for up to six groups simultaneously
- Six sets include cutting boards, finger guards, culinary cuts rulers, reference posters, modeling clay, and knife cut models
- 2-3 hours of teaching time – safe handling and storage of knives, anatomy of knives, knife cuts

### Kitchen Safety Kit

- Introduce basic kitchen safety through interactive activities
- 5 hours of teaching time covering kitchen safety, knife safety, sanitation, prevention of hazards, and kitchen safety assessment.

### Food Science and Nutrition Lab Kit - Realityworks

- This kit offers everything you need to engage students in hands-on learning while exploring the science behind food, nutrition, and technology.
- 17-22 hours of teaching time: Career planning, food safety, nutrition, food technology, and food science

### Food Plating and Presentation Kit - Realityworks

- Enables students to master the art of food plating and presentation using real culinary tools while minimizing the costs associated with consumable ingredients.
- Twelve lesson curriculum with 16-25 hours of teaching time

## **Education and Training**

### Education and Training Career Exploration Kit

- Explore careers in early childhood, elementary, and secondary education
- 6 hours of teaching time – early childhood, elementary, secondary, administration, administrative support, and professional support services

### Child Care Design Center Kit

- Teach students best practices for designing learning centers or for laying out classroom learning spaces

## **Engineering/STEM/Electrical**

### Electrical Wiring Kit

- Safe, hands-on lessons in wiring common electrical circuits
- 16 student-led lessons
- 13 hours of curriculum content – safety, electrical principles, and basic wiring skills

#### [Trailer Circuits STEM Kit - Realityworks](#)

- Teaches electricity through a concrete set of skills through the real-world context of wiring a trailer, making the learning process both accessible and practical.

#### [DataSnap Impact STEM Lab Kit](#)

- Modernized version of the Egg Drop Challenge
- Real-world data collection with included motion sensors and free web app
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### **Fashion Design**

#### [Textiles and Apparel Career Exploration Kit](#)

- Introduces students to textiles, fashion, and apparel through hands-on, real-world activities.
- Explores 10 in-demand careers selected by industry experts.

### **Health Science**

#### [Wearable Auscultation Trainer - Realityworks](#)

- Provides a variety of skills training opportunities
- Practice rib palpation, stethoscope placement, and sound recognition as well as patient care skills.
- Students will hear all heart, lung, and bowel auscultation sounds engineered to sound correct through a stethoscope.

#### [Concussion Education Kit](#)

- Understand the effects of a concussion, how concussion symptoms can feel, and how to treat and prevent concussions.

#### [Splints and Braces Supply Pack](#)

- Practice immobilization and splinting techniques
- Two lesson curricula with 4 hours of teaching time

#### [Common Childhood Illness Baby](#)

- Offers hands-on practice identifying and caring for common infant health conditions.
- Helps students learn how to recognize and manage a variety of childhood illnesses, including pink eye; diaper rash; chickenpox; hand, foot, and mouth disease; diarrhea; middle ear infection; and fever.
- Seven lesson curricula