Oak Park and River Forest High School District 200

201 North Scoville Avenue • Oak Park, IL 60302-2296

TO:	Board of Education
FROM:	Cheryl L. Witham, Assistant Superintendent for Finance and Operations
DATE:	March 12, 2013
RE:	Visual Image Photography (VIP) Contract Extension

BACKGROUND

In March 2010, the Board of Education approved a one-year contract with VIP as a result of the Photography RFP process. The original 2010 bid contract allows up to three renewal extensions of which the 2013 - 2014 will be the third renewal.

SUMMARY OF FINDINGS

VIP has provided excellent service and timely solutions to challenges common to the schoolphotography process during the past two school years. We have the option of going with VIP for one more year extension for SY 2013 - 2014 before having to go out for bid in the Spring of 2014.

RECOMMENDATIONS (OR FUTURE DIRECTIONS)

To approve a one-year contract extension with VIP for 2013 - 2014 school year at the regular March Board of Education meeting.

Oak Park River Forest High School Student Photography Services Agreement

February 28, 2013 **Oak Park River Forest High School** 201 N. Scoville Avenue Oak Park, IL. 60302-2296 708-383-0700

This document sets forth an agreement between Oak Park River Forest High School ("the School") and Visual Image Photography, Inc. ("VIP") regarding photography and related services to be provided by VIP beginning July 1, 2013 and ending June 30, 2014.

Senior Portrait Program

- VIP will photograph all seniors in traditional head and shoulder pose. Seniors will be photographed in attire deemed appropriate by the School.
- Timely delivery of senior images on a publisher-compatible CD (minimum 300-DPI high resolution) will be provided to meet the yearbook deadline.
- VIP will offer a "student model program" in which the yearbook staff can participate.
- VIP will initiate "portrait sign up days" during lunch periods in order to insure qualified appointments. VIP will provide its own staff to facilitate.
- VIP will provide absentee/make up days for students who have not had their senior portraits taken during the summer months.
- Scheduling of appointments, direct mail promotions, reminder mailings and telephone follow-ups will be handled by VIP.
- The School will supply all necessary student information in a Microsoft Excel compatible format, including name, address and city, state, zip code, and phone numbers.
- VIP will send students a minimum of two mailings. The first will inform students and parents of the School's decision to use VIP as their exclusive senior portrait vendor, and the second will provide special offers, appointment information, and general pricing information.
- VIP will arrange an elaborate system of props, backdrops and lighting that will create outstanding results. Off campus photography will be performed at Concordia University, River Forest, IL.
- Several different senior sittings will be offered. All sittings will include yearbook poses and offer a choice of clothing changes and background options.
- There will be no sitting fee for the yearbook-only pose.
- A minimum of 9-12 previews of the yearbook only pose will be available for viewing within 7-10 days after the photo date.
- No student is under any obligation to purchase a portrait package.

- No tentative portrait orders will be taken at the time the seniors are photographed.
- VIP will provide the yearbook sponsor with a printout of all seniors photographed and not photographed.
- Senior portrait package pricing includes sales tax and all shipping costs associated with mail home service.
- VIP will provide a secure website to be accessed by all seniors photographed. Seniors will have the ability to view and purchase senior portrait images.
- VIP shall deliver all senior orders to the shipping address provided by the buyer.
- All VIP products have a 100% customer satisfaction guarantee.
- Commission \$25.00 per package sold during the months of June through December of each year only to the extent the Gross Profit from this event exceeds \$2500.00. For the purpose of this Proposal, the term Gross Profit shall mean Net Receipts from an event (as defined in the following sentence) less the following items: (1) 3% of Net Receipts for average refunds and non-payments; (2) 20% of Net Receipts for production costs and; (3) Mailing Costs for any items mailed directly to clients at the rate of \$5.00 per mailing. Net Receipts shall refer to total receipts from any individual photography event less any sales taxes included in the price of items sold. VIP shall pay the amount so calculated within 90 days after the applicable event.

Senior Portrait Package Descriptions

Α	В	С	D	Ε	F	G	Н
1-16x20 2-11x14 5-8x10 6-5x7 4-4x6 64-2x3	2-11x14 5-8x10 6-5x7 4-4x6 56-2x3	2-11x14 4-8x10 4-5x7 4-4x6 40-2x3	1-11x14 3-8x10 4-5x7 2-4x6 40-2x3	2-8x10 4-5x7 4-4x6 32-2x3	1-8x10 4-5x7 4-4x6 24-2x3	1-8x10 2-5x7 4-4x6 16-2x3	2-5x7 4-4x6 8-2x3
\$450.00	\$400.00	\$350.00	\$325.00	\$275.00	\$225.00	\$175.00	\$125.00
Add a photo CD to your package for:							
\$50.00	\$60.00	\$75.00	\$90.00	\$110.00	\$125.00	\$140.00	\$165.00

A photo CD may be purchased ala carte for \$250.00. All photo CD's include 10 high resolution images of choice.

Featured ala carte items:

	<u>1st Print</u>	Additional	Wallet Specials
1-20x24	\$200.00	\$145.00	64-\$65.00
1-16x20	\$135.00	\$110.00	48-\$55.00
1-11x14	\$105.00	\$ 72.00	32-\$45.00
1-8x10	\$ 52.00	\$ 46.00	24-\$40.00
1-5x7	\$ 42.00	\$ 35.00	16-\$30.00
1-4x6	\$ 25.00	\$ 19.00	8 -\$20.00
TRIO	\$ 65.00	\$ 44.00	
EMBASSY	\$140.00	\$ 99.00	
50 BIZ CARDS	\$35.00		

Senior Sitting Fees

- Yearbook Only No charge: (9-12 previews) Head & shoulder traditional background only.
- **Session fee**: VIP will charge a session fee for all sittings other than Yearbook Only. This fee must be paid at time of portrait session. The cost is in addition to portrait package and a la carte prices.
- **One Outfit \$25.00**: (16-20 previews) Includes yearbook pose and a variety of backgrounds. Non-refundable sitting fee.
- **Two Outfits \$35.00**: (20-30 previews) Includes yearbook pose and a variety of backgrounds. Non-refundable sitting fee.
- Students will be able to view their previews online. There is no charge for this service.
- Students may also request that previews be mailed home in an attractive 8X10 photographic paper proof book at an additional cost of \$25. If the student returns the proofs intact, they will receive a full refund.

Retouching

- All of the poses selected include normal retouching at no additional charge. This includes: softening under the eyes, removal of eyeglass reflections, removal of blemishes and smile lines (proofs are not retouched).
- For an additional charge, VIP offers a full range of digital retouching that includes removal of braces, locks of hair, and many other difficult to retouch items.

Underclass Portrait Program

- All portraits that are to be supplied to the yearbook staff for inclusion in the yearbook publication will meet or exceed the industry standards set forth by the PSPA (Professional School Photographers Association).
- The School shall provide VIP with a complete student database, including staff, in a Microsoft Excel compatible format at least one month prior to the initial photography date.
- VIP will photograph students and staff on the date(s) mutually agreed between VIP and the School. VIP agrees to use its best efforts to accommodate the School's requested dates.
- VIP will provide prepay envelopes explaining the photo packages and prices. Envelopes will be delivered to the School in a timely manner to be sent home with registration information.
- Students and family members will have the ability to pre-order their underclass picture package selection via the internet.
- Parents may purchase any ala carte/specialty items unconditionally.
- No fee will be charged for a yearbook only photograph.
- Retake/Absentee photo day will be scheduled after the return of original photographs on a date mutually agreed between VIP and the School. VIP agrees to use its best efforts to accommodate the School's requested dates.
- VIP will provide a digital color publisher's CD including all students photographed within 2 weeks of the retake picture day(s) at no additional charge.
- VIP will provide one (1) Administrator's CD (minimum 300-DPI high resolution) including all students and staff members photographed at no additional charge.
- VIP agrees that it shall be responsible for the delivery of all portrait packages purchased by students and their families. Delivery shall take place within six to seven weeks of the original photo day(s).
- VIP will provide the School with a complete printout of all underclassmen photographed by class no later than October 30th of each School year.
- All VIP products have a 100% customer satisfaction guarantee.
- Commission 10% of underclass portrait sales only to the extent the Gross Profit from this event exceeds \$2500.00. For the purposes of this Proposal, the term "Gross Profit" shall mean Net Receipts from an event (as defined in the following sentence) less the following items: (1) 3% of Net Receipts for average refunds and non-payments; (2) 20% of Net Receipts for production costs and: (3) Mailing Costs for any items mailed directly to clients at the rate of \$5.00 per mailing. Net Receipts shall refer to total receipts from any individual photography event less any sales taxes included in the price of items sold. VIP shall pay the School the amount so calculated within 90 days after the applicable event.

Package Descriptions – Prepaid Program – Mail Home

1	2	3		4	5		6
3-8X10 4-5X7 4-3X5 12-2X3 8-Minis	2-8X10 3-5X7 2-3X5 12-2X3 8-Minis	1-8X10 3-5X7 2-3X5 12-2X 8-Mini	3	3-5X7 2-3X5 12-2X3 8-Minis	2-5X7 2-3X5 8-2X3 8-Minis		2-3X5 8-2X3 8-Minis
Base Prices:							
\$37.00	\$31.00	\$26.00)	\$21.00	\$15.00		\$10.00
w/P&H:							
\$42.00	\$36.00	\$31.00)	\$26.00	\$20.00		\$15.00
Add a CD to	packages #1 &	k #2 for	\$10.00				
Featured ala carte items:			4-3x5 8 Wall	Prints Prints lets change Wallets CD	9 9 9 9 9 9	\$10.00 \$ 8.00 \$ 8.00 \$ 8.00 \$ 8.00 \$ 8.00 \$ 25.00 \$ 8.00)))

e	
Ceramic Coffee Mug	\$11.00 + \$2.00 p&h
Stainless Steel Travel Mug	\$14.00 + \$2.00 p&h
Aluminum Water Bottle	\$11.00 + \$2.00 p&h
Mouse Pad	\$ 6.00 + \$2.00 p&h
Carabiner Key Chain	\$13.00 + \$2.00 p&h
	Stainless Steel Travel Mug Aluminum Water Bottle Mouse Pad

Faculty Program

- VIP will provide a separate date for individual faculty portraits as requested by the yearbook sponsor.
- VIP will provide a complimentary portrait package (minimum one (1) 8X10 unit) to interested administrators and faculty members.
- If the son or daughter of an administrator or faculty member schedules a senior portrait sitting to be taken by VIP, the family will receive a 25% discount on all purchases made.
- VIP will photograph each faculty department (16-20 estimated groups) as a group. VIP will provide a CD containing these images for proofing purposes.
- These group photos, once proofed by the yearbook advisor, will be enlarged to a 20X30 format, printed and mounted on black gator foam. VIP will provide one enlargement of each departmental photograph at no cost to the School.

Dance Program

- VIP will provide candid coverage of dances as selected by the School.
- In addition, VIP will provide couples and group photography at dance events mutually agreed upon by VIP and the School.
- In providing couples and group photography, VIP will consult with all dance committees to select from a variety of dance backgrounds.
- Upon request, VIP will provide a photo booth for dances mutually agreed upon by VIP and the School.
- VIP will ship dance order forms describing available packages and pricing in order to coincide with the School's ticket sales schedule.
- An online photographic pre-purchase program for all dances will be made available to students.
- VIP will provide a complimentary photo package (minimum one (1) 8X10 unit) to the School's prom King and Queen as well as to all faculty chaperones in attendance.
- VIP agrees that it should be responsible for delivery of all products to buyers. Package prices will include postage and handling.
- Upon request, retakes will be made available at VIP's portrait studio in Wheeling, Illinois.
- Complimentary digital candid images of all covered dance events will be provided to the yearbook staff.
- Commission VIP shall pay the School 10% of dance sales only to the extent the Gross Profit from this event exceeds \$500.00. For the purposes of this Proposal, the term "Gross Profit" shall mean Net Receipts from an event (as defined in the following sentence) less the following items: (1) 3% of Net Receipts for average refunds and non-payments; (2) 20% of Net Receipts for production costs and: (3) Mailing Costs for any items mailed directly to clients at the rate of \$5.00 per mailing. Net Receipts shall refer to total receipts from any individual photography event less any sales taxes included in the price of items sold. VIP shall pay the School the amount so calculated within 30 days after the applicable event.

Dance Package Descriptions and Pricing

1	2	3	4	5	6
2-8x10 4-5x7 16-Wallets	4-5x7 16-Wallets	2-8x10 8-Wallets	2-5x7 8-Wallets	1-5x7 4-Wallets	8-Wallets
\$50.00	\$40.00	\$35.00	\$30.00	\$20.00	\$15.00

GROUPS

(3 Person Minimum) 1-5x7 per Person \$5.00 per person in photo

Photographs will be mailed to the home address. All package prices include sales tax, postage and handling.

Athletic Program

- VIP will work with the Athletic Department to create a picture day schedule that meets the needs of all teams. Sufficient staff will be provided to ensure an efficient picture day with minimal disruption to practice schedules.
- Custom sports flyers offering a variety of packages and options will be provided for distribution prior to picture day.
- A minimum of two photographers will be provided for all events where the number of teams and athletes to be photographed will require more than one hour to be completed by a single photographer.
- When photographing outdoors, VIP will provide its own risers for all large team and group photographs.
- According to the needs of the Athletic Department, VIP will provide a mutually agreed upon number of complimentary sets of CDs and index sheets for program and/or enlargements for yearbook and public relations uses within two working days of each scheduled photo date.
- Upon request, VIP will can a CD on site of all team and individual pictures taken that day prior to the departure of the assigned photographers.
- A CD of ALL candid/action images will be provided to both the Yearbook Advisor and Athletic Director. One contest/all sports at varsity level and one contest of lower level sports (FR-JV) will be provided. Resolution will be no less than 300 DPI.
- VIP will provide the Athletic Director with two 5X7 prints of any head and shoulder shots taken as requested by the Athletic Department.
- Upon request, all sports images can be transferred to the publisher of choice also within two working days of the scheduled photo date.
- Special graphics, digital captioning and School logos will be featured on all team photographs ordered.
- Specialty photographs will be taken of all coaches, managers, athletic staff, seniors, etc. upon request, to be included on the sports service disc.
- VIP will provide 8X10 complimentary team photographs for all coaches on freshman, sophomore and junior varsity levels.
- VIP will provide the following complimentary items to each varsity team photographed:
 - 8X10 team photograph for all coaches.
 - One 8X10 specialty team plaque.
 - Two dozen "thank you for your support" cards.

- Complimentary Wall of Fame (WOF) photographs up to a 16X20 in size. Includes school logo, graphics and text. These enlargements would include images of both athletes and coaches.
- Upon request from the Athletic Director, the School will receive an 8X10 color portrait of every team photographed.
- VIP agrees to take WOF photographs of honored athletes at the awards ceremony. A combination of 5x7 and 8x10 enlargements will be provided at no cost.
- VIP shall deliver all sports orders to the Athletic Department for distribution to student athletes.
- All products are 100% guaranteed. VIP will provide a full refund or a retake at the customer's request.
- The School agrees to:
 - Provide access to all teams and athletes.
 - Supply a schedule of all teams to be photographed prior to picture day.
 - Distribute envelopes to all athletes at least one week prior to the scheduled photo date.
 - Display "photo day" posters and reminders for the coaches and athletes prior to the scheduled photo date.
 - Distribute finished photographs to student athletes.
- For a nominal fee, the following options can be exercised by the Athletic Department to further customize photographic needs.
 - Specialty Wall of Fame products.
 - Promotional and seasonal schedule posters.
 - Championship plaques.
 - Laser engraved frames and bracket plaques.
 - Wall of fame renovation.
- Commission VIP shall pay the School 10% of the Gross Revenue from athletic portraits sales only to the extent the Gross Revenue each event exceeds \$500.00. VIP shall pay the School the amount so calculated within 30 days after the applicable event.

Sports Packages

A 1-8x10 Group 2-8x10 Indv. 2-5x7 Indv. 4-3x5 Indv. 18-Wallets	B 1-8x10 Group 1-8x10 Indv. 3-5x7 Indv. 2-3x5 Indv. 18-Wallets	C 1-8x10 Group 2-5x7 Indv. 2-3x5 Indv. 13-Wallets	D 1-8x10 Group 1-5x7 Indv. 2-3x5 Indv. 9-Wallets
\$45.00	\$39.00	\$33.00	\$31.00
E 2-8x10 Indv. 2-5x7 Indv. 4-3x5 Indv. 18-Wallets	F 1-8x10 Indv. 3-5x7 Indv. 2-3x5 Indv. 18-Wallets	G 2-5x7 Indv. 2-3x5 Indv. 13-Wallets	H 1-5x7 Indv. 2-3x5 Indv. 9-Wallets
\$36.00	\$30.00	\$23.00	\$21.00
I 9-Wallets	J	K	L
\$12.00	18-Wallets \$15.00	Indv. Photo CD \$30.00	Indv. + Buddy CD \$50.00
			•
\$12.00 M Personalization	\$15.00 N Retouching	\$30.00 O Buddy Package	\$50.00 P 2-3" Photo Buttons

Activities Photography

- VIP will work with the yearbook department to schedule sports and student activities which may include clubs, fine arts performances, awards programs, etc. VIP will provide up to one hundred (100) trips to the School which would include coverage of the aforementioned sports and activities plus seniors, underclass and staff pictures, sports team and individual shoots, dances, graduation, etc.
- This proposal includes a specific number of service trips calculated to meet the normal needs of the School. VIP has been extremely flexible in accommodating varying School needs. However, under appropriate circumstances, VIP does retain the right to charge for trips beyond those specified in the proposal. VIP will notify the School of its intention to exercise that right in advance, and will charge additional trips at \$30/hour, portal to portal.
- VIP is the official photography partner of the IHSA. State finals images involving students of the School will be made available to the yearbook department. The number of images will be limited to what will be used in the yearbook publication only and are not for downloading, emailing or sale.
- All candid images will be captured digitally and delivered to the School on a CD Rom within 7-10 days after shooting to simplify the production of the yearbook.

Additional Portrait/Fundraising Programs (upon request)

• Specialized portrait programs such as Portraits in the Park, Graduation Portraits, Spring Fling, Fine Arts Portraits can be offered to students, faculty and staff upon arrangement with the yearbook advisors and other interested club advisors. VIP will provide a generous commission if either of these custom portrait programs is enacted.

Portraits In the Park (optional)

- Portraits in the Park is a unique family portrait program providing high quality professional photography at special rates. Highlights include 50% of the \$60.00 sitting fee plus 10% of the proceeds of any additional portrait orders placed by participating families returned to the School.
- Families would receive a complimentary enlargement up a 16X20 in size in exchange for the sitting fee.

Graduation Program (optional)

- Upon request, prior to graduation day, posed Cap & Gown portraits can be made available to any interested graduating student.
- Cap & Gown portrait day will be coordinated with cap and gown pick up.
- VIP will provide complete coverage of Graduation Day.
- Coverage will include commencement day activities and the on stage distribution of diplomas.
- Information will be provided to each graduating student describing internet availability of images.
- All graduation sales will be conducted online. Proofs will be posted to the VIP website, <u>www.vipis.com</u>, for viewing and purchase within 5 days following Graduation Day.
- Purchased photographs will be mailed to the home address.
- A CD Rom containing all candid images will be provided within 7-10 days of the event.
- Commission 10% of graduation sales only to the extent the Gross Profit from this event exceeds \$500.00. For the purposes of this Proposal, the term "Gross Profit" shall mean Net Receipts from an event (as defined in the following sentence) less the following items: (1) 3% of Net Receipts for average refunds and non-payments; (2) 20% of Net Receipts for production costs and: (3) Mailing costs for any items mailed directly to clients at the rate of \$5.00 per mailing. Net Receipts shall refer to total receipts from any individual photography event less any sales taxes included in the price of items sold. VIP shall pay the School the amount so calculated within 30 days after the applicable event.

Graduation Prints and Prices

1-8x10	\$12.00	Thank You Cards	\$15.00
1-5x7	\$ 8.00	Plaque	\$26.00
1-4x6	\$ 6.00		

Postage will be calculated at the time an order is placed using the VIP website.

Fine Arts Photography (optional)

- VIP shall provide coverage of all main stage theatrical performance dress rehearsals (musicals, drama and one act plays) and all main stage musical performances (band, orchestral and choral).
- VIP shall provide a group photo cast and crew ensembles as well as all instrumental and vocal groups.
- VIP shall provide coverage of Honors Night held during the School year, including pictures of individual students receiving their induction rose.
- All group and candid images will be captured digitally and delivered to the school on a CD Rom to simplify the production of the yearbook.
- Commission 10% of fine arts sales only to the extent the Gross Profit from this event exceeds \$500.00. For the purposes of this Proposal, the term "Gross Profit" shall mean Net Receipts from an event (as defined in the following sentence) less the following items: (1) 3% of Net Receipts for average refunds and non-payments; (2) 20% of Net Receipts for production costs and: (3) Mailing Costs for any items mailed directly to clients at the rate of \$5.00 per mailing. Net Receipts shall refer to total receipts from any individual photography event less any sales taxes included in the price of items sold. VIP shall pay the School the amount so calculated within 30 days after the applicable event.

Fine Arts Package Description and Prices

1 1-11x14 2-8x10 4-5x7	2 2-8x10 2-5x7 4-3x5	3 8x10 Grp. 1-8x10 2-5x7	4 8x10 Grp. 2-5x7 8-Wallets	5 1-8x10 4-5x7 8-Wallets	6 8x10 Grp. 2-5x7 8-Wallets
\$75.00	\$50.00	\$40.00	\$40.00	\$40.00	\$30.00
7 1-8x10 2-5x7 \$20.00	8 2-5x7 8-Wallets \$20.00	9 8x10 Grp. 2-5x7 \$20.00			

School Services

- VIP will provide 24-hour service on yearbook photography. Upon request, VIP will burn a disc on site of specific events requested in advance by the Yearbook Advisor.
- In lieu of burning a disc onsite, and if time permits, the Yearbook Advisor will be permitted to do a direct image transfer from the camera card used by the photographer. This must be pre-arranged with the photographer upon arrival at the School
- VIP will provide photography training workshops for any interested yearbook staff photographer. VIP will assist in the creation of a training manual for yearbook staff photographers.
- Yearbook staff photographers may also receive "hands on" candid or sports photography training by shadowing VIP photographers during such assignments.
- VIP photographers will make themselves available as guest speakers for photography classes, career days, etc.
- VIP will provide a CD containing yearbook images of students and staff for use in Skyward student management software at no charge.
- The parties agree that VIP has provided four (4) digital cameras to the School. VIP agrees that it shall replace two of those cameras with a single Canon D50 digital SLR camera or equivalent during the term of this Agreement. This equipment will be considered on loan from VIP for the duration of the school picture services contract. During the term of the Agreement, VIP agrees to maintain and repair loaned equipment at no expense to the School, provided however, that VIP shall have no obligation to maintain, repair or replace any loaned equipment arising from any abuse or neglect thereof while on loan to the School. **NOTE: Equipment provided in the first year of this agreement (July 1, 2010 June 30, 2011).**
- VIP shall provide the yearbook staff with 6 disposable cameras.
- VIP will provide up to thirty 20X30 enlargements mounted on black gator foam of various activities for "halls and walls" at no cost.
- The School shall provide a link on their School website to <u>www.vipis.com</u> in order to help promote the sale of all group and candid photography that VIP will provide to the school.
- VIP will provide custom posters to be placed in strategic locations around the School to help promote the sale of candid images.
- The School shall make use of its outdoor marquee to help promote senior and underclass portrait dates.
- VIP staff shall maintain contact with the yearbook advisor/sponsor not less frequently than monthly to coordinate photography needs and scheduling confirmations.

School ID's

- VIP will provide customized 30mm thick PVC plastic ID cards for each student and staff member photographed. When requested by the School, the ID cards will be produced and delivered onsite after each individual is photographed.
- The ID card will be designed to the School's specifications. Student IDs will include at least the following for each student: photo, name, bar code, ID number and grade. Up to 20 different fields can be customized. ID card design will be ready by June 1st of each School year.
- Student IDs can include icons as requested by the School designating payment for and/or participation in various activities. ID cards can also be back-written with additional information.
- VIP will provide up to 4,000 30mm ID cards annually at no cost for use with the Fargo Direct Card 400 printer. Additional supplies will be available at cost through VIP's supplier.
- During student and faculty registration days, VIP will provide an adequate number of ID card printers in order to provide an efficient and delay free process.
- VIP will provide necessary software as well as technical support and training of School staff as it relates to the creation of ID card images.
- VIP will provide a CD of yearbook head and shoulder shots of students and staff images for use in Skyward student management software at no charge. A copy will be sent to the Yearbook Advisor for publication.

Summary of Estimated Remuneration for Oak Park River Forest High School

The estimates listed below are to be used for ISBE reporting purposes only. Estimates were provided by Bruce Brunner, Sales Manager for Visual Image Photography, Inc.

Complimentary Items:

(complimentary packages, enlargements, ID cards, plaques, etc.)

Service trips: (Senior portraits, underclass portraits, sports action, student candids, underclass portraits, etc.)

Technology: ID Card Printer, cameras, facility costs, etc.

Rebates/Commissions:	Value \$13,500.00
\$25.00 per package sold	\$7,000.00
10% commission on dance portrait sales	\$500.00
10% commission on underclass portrait sales	\$1,500.00
10% on athletic portrait sales	\$2,000.00
10% Fund Raising	\$2,500.00

Total estimated remuneration \$76,784.00 from all programs during the 2013-2014 school years.

(\$13,500.00 estimated net revenue) (\$63,284.00 estimated non-monetary remuneration)

School Representative Position Date **VIP Representative** Position Date

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Value \$31,318.00

Value \$22,524.00

Value \$9,442.00