



COMMONWEALTH OF VIRGINIA  
**County of Henrico**

DEPARTMENT OF FINANCE  
Oscar Knott, CPP, CPPO, NIGP-CPP, VCO  
Purchasing Director

January 17, 2025

Ms. Connie Ruyter  
Coughlin Companies LLC dba Capstone  
1710 Roe Crest Drive  
North Mankato, MN 56003-1806

**RE: Contract #2326C- Library Databases for Henrico Public Schools**

Dear Ms. Ruyter:

The annual contract the County has with your company to provide **Library Databases for Henrico Public Schools** is due to expire on **June 30, 2025**. Under the terms of the original agreement, this contract may be renewed for an additional one-year period from **July 1, 2025** through **June 30, 2026**.

The County would like to renew this contract at current contract pricing. Please complete the information requested and return to Angie Woodson at [wool13@henrico.gov](mailto:wool13@henrico.gov) no later than February 28, 2025.

Following the receipt of this information, the County will determine whether it is in our best interest to renew the contract or re-solicit. In addition, if you agree to renew the contract for an additional one-year period, please instruct your insurance agent to provide to my attention a current copy of a certificate of insurance. **Be sure the certificate lists the County as additional insured for the contract work**

If you have any questions, please call me at (804) 501-5637 or email me at [Fal51@henrico.gov](mailto:Fal51@henrico.gov). Your cooperation and prompt response will be appreciated.

Sincerely,

*Eileen M. Falcone* /acw

Eileen M. Falcone, CPPB  
Purchasing Manager

EMF/acw

**CONTRACT #2326C- Library Databases for Henrico Public Schools**

**BUYER NAME: Eileen Falcone**

**Except for the changes provided herein, all other terms and conditions of this contract remain unchanged and in full force and effect. Please check one of the following:**

\_\_\_\_\_ Yes. Renew the contract for an additional one-year period at current contract pricing.

**X** \_\_\_\_\_ Yes. Renew the contract for an additional one-year period at new contract pricing.  
(list below or attach new pricing sheet)

\_\_\_\_\_ 3% increase per attached list.

\_\_\_\_\_ No. Do not wish to renew the contract. If no, please provide reason below.

Company Name: Coughlan Companies, LLC dba Capstone

Date: 4/4/2025

Signature: Haygood Poundstone Haygood Poundstone

Title: Chief Revenue Officer

Telephone#: (800) 747-4992

Email: bids@capstonepub.com

RFP 22-2326-3EMF Contract Product Pricing	Item Number	2025 Contract Price	# of Sites	Months
<b>PebbleGo Bronze Bundle</b>	CPQ-Bronze-Bundle	\$ 1,033.58	1	12
<b>PebbleGo Animals</b>				
<b>PebbleGo Social Studies</b>				
<b>PebbleGo Science</b>				
<b>PebbleGo Biographies</b>				
<b>PebbleGo Health</b>				
<b>PebbleGo Silver w/ K-3 &amp; Next Bundle</b>	CPQ-Silver-K3-Next-Bundle	\$ 1,431.42	1	12
<b>PebbleGo Animals</b>				
<b>PebbleGo Social Studies</b>				
<b>PebbleGo Science</b>				
<b>PebbleGo Biographies</b>				
<b>PebbleGo Health</b>				
<b>PebbleGo Next Health</b>				
<b>PebbleGo Next States and Indigenous Peoples' History</b>				
<b>PebbleGo Next Science</b>				
<b>PebbleGo Next Social Studies</b>				
<b>PebbleGo Next Biographies</b>				
<b>PebbleGo Gold w/ K-3, Spanish &amp; Next Bundle</b>	CPQ-Gold-K3-Spanish-Next-Bundle	\$ 1,590.54	1	12
<b>PebbleGo Animals</b>				
<b>PebbleGo Social Studies</b>				
<b>PebbleGo Science</b>				
<b>PebbleGo Biographies</b>				
<b>PebbleGo Health</b>				
<b>PebbleGo Animales</b>				
<b>PebbleGo Ciencia</b>				
<b>PebbleGo Estudios Sociales</b>				
<b>PebbleGo Biografias</b>				
<b>PebbleGo Salud</b>				
<b>PebbleGo Next States and Indigenous Peoples' History</b>				
<b>PebbleGo Next Health</b>				
<b>PebbleGo Next Science</b>				
<b>PebbleGo Next Biographies</b>				
<b>PebbleGo Next Social Studies</b>				
<b>PebbleGo Platinum w/ K-3, Spanish, Next &amp; RM Bundle</b>	CPQ-Platinum-K3-Spanish-Next-RM-Bundle	\$ 1,908.82	1	12
<b>PebbleGo Animals</b>				
<b>PebbleGo Social Studies</b>				

<b>PebbleGo Science</b>
<b>PebbleGo Biographies</b>
<b>PebbleGo Health</b>
<b>PebbleGo Animales</b>
<b>PebbleGo Ciencia</b>
<b>PebbleGo Estudios Sociales</b>
<b>PebbleGo Biografias</b>
<b>PebbleGo Salud</b>
<b>PebbleGo Next States and Indigenous Peoples' History</b>
<b>PebbleGo Next Health</b>
<b>PebbleGo Next Science</b>
<b>PebbleGo Next Biographies</b>
<b>PebbleGo Next Social Studies</b>
<b>PebbleGo Read More Animals Subscription</b>
<b>PebbleGo Read More Science Subscription</b>

#### Individual Unit Pricing

<b>PebbleGo Animals</b>	9781429636995	\$	399.00	1	12
<b>PebbleGo Social Studies</b>	9781620659526	\$	399.00	1	12
<b>PebbleGo Science</b>	9781429657723	\$	399.00	1	12
<b>PebbleGo Biographies</b>	9781429668187	\$	399.00	1	12
<b>PebbleGo Health</b>	9781496688385	\$	399.00	1	12
<b>PebbleGo Next States &amp; Indigenous Peoples' History</b>	9781491426395	\$	399.00	1	12
<b>PebbleGo Next Health</b>	9781669073567	\$	399.00	1	12
<b>PebbleGo Next Science</b>	9781515736028	\$	399.00	1	12
<b>PebbleGo Next Biographies</b>	9781543553918	\$	399.00	1	12
<b>PebbleGo Next Social Studies</b>	9781515796640	\$	399.00	1	12
<b>PebbleGo Spanish</b>	CPQ-K3-Spanish Bundle	\$	499.00	1	12
<b>PebbleGo Read More Animals Subscription</b>	9781543592450	\$	499.00	1	12
<b>PebbleGo Read More Science Subscription</b>	9781543592467	\$	499.00	1	12
<b>PebbleGo Create</b>	CPQ-K-5 Create Tool	\$	500.00	1	12