

# ***Beyond Desks and Chairs:*** The Hidden Strategy Behind Smart FF&E Purchasing

2026 Mid-Winter Conference



# Meet our Team

Over **60 years** of combined furniture experience!

Dana McClellan

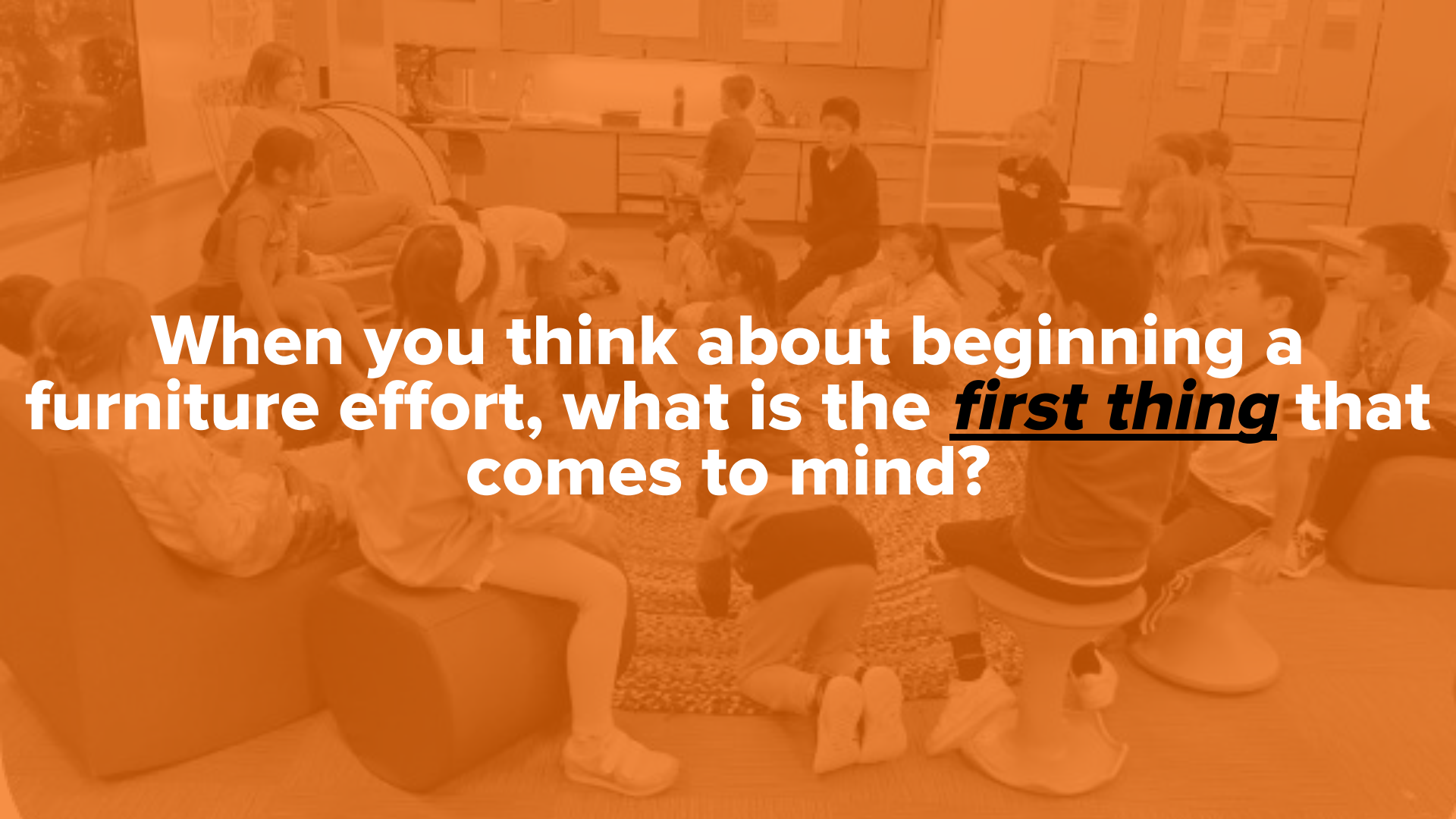


Laura Casai



Meeghan Mooney





When you think about beginning a furniture effort, what is the ***first thing*** that comes to mind?

# Why do schools buy furniture?

Need Replacement

More Students

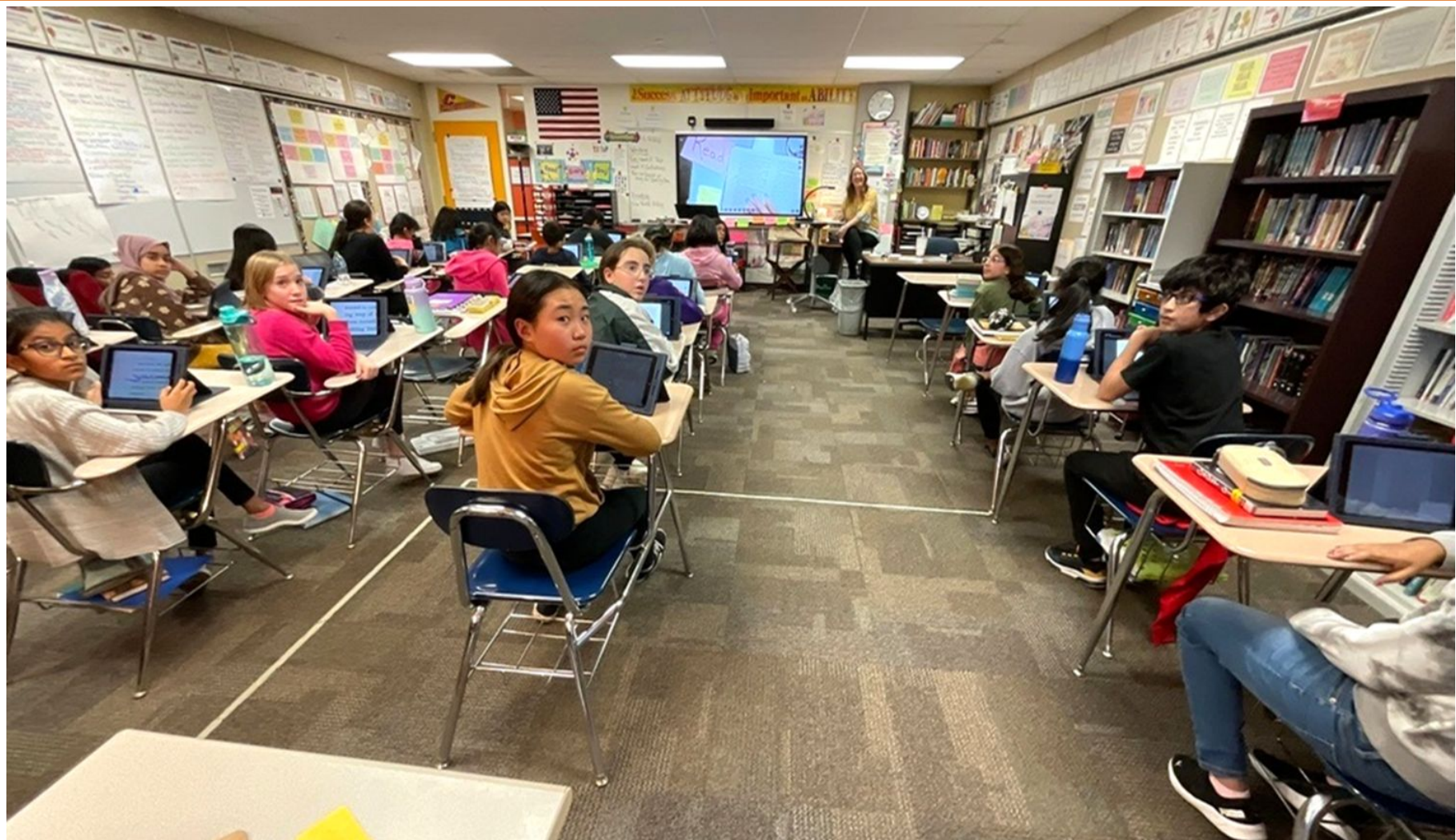
New Building

Alignment with Curriculum



**Furniture is the physical expression of  
how a district believes learning should  
happen.**

























# Top 10 fastest growing skills by 2030

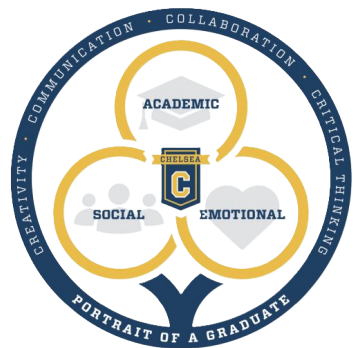
1.  AI and big data
2.  Networks and cybersecurity
3.  Technological literacy
4.  Creative thinking
5.  Resilience, flexibility and agility
6.  Curiosity and lifelong learning
7.  Leadership and social influence
8.  Talent management
9.  Analytical thinking
10.  Environmental stewardship

 Cognitive skills  Self-efficacy  Working with others  Management skills  Technology skills  Ethics



**Note:** The skills selected by surveyed organizations to be increasing most rapidly in importance by 2030.

**Source:** World Economic Forum, (2025). *Future of Jobs Report 2025*.



# Profile of a Graduate

## Communicate & Collaborate

Communicate and collaborate effectively with a variety of audiences

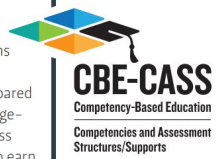
## Argument & Reasoning

Use argument and reasoning to do research, construct arguments, and critique the reasoning of others

Michigan's citizens have high expectations that the state's K-12 graduates will be prepared for life. Career & college-ready students possess the skills necessary to earn a self-sustaining wage and participate in post-secondary opportunities without remediation.

Michigan's "Profile of a Graduate" includes characteristics of career & college-ready students that are evident within all of the academic standards, including those in the arts and the Career and Technical Education (CTE) Career Ready Practices.

Students obtain these skills through instruction that includes real-world challenges, cross-content integration, relevancy to student lives, and transfer of knowledge.



## Social & Emotional Learning

Demonstrate knowledge, attitudes, and skills to manage emotions to enable responsible decisions and successful choices

## Technology & Tools

Use technology and tools strategically in learning and communicating

## Solve Problems

Solve problems, construct explanations, and design creative and innovative solutions

**PROBLEM SOLVING A Jacket:**

- Analyzes, evaluates, and prioritizes solutions
- Engages in thinking that is clear, rational, open-minded, and informed by evidence
- Understands the "big picture" and proposes solutions that encompass all aspects of the opportunity to act, or others, or systems.

**ADAPTABILITY A Jacket:**

- Adapts to unpredictable circumstances
- Gracefully embraces and navigates change
- Honors and respects multiple perspectives empathetically

**PERSEVERANCE A Jacket:**

- Views meaningful goals
- Recognizes failure is part of success
- Remains committed to his/her goals, plans, methods, and efficient
- Reflects on progress, values, and core outcomes

**COMMUNICATION A Jacket:**

- Listens and effectively responds to diverse viewpoints
- Creates a responsible, digital footprint
- Gracefully expresses thoughts and ideas using a variety of forms and content
- Refrains to bully, mistreat, and persuade for a range of purposes and audiences.

CORE VALUES: Integrity • Collaboration • Compassion • Responsibility

## Future Ready.

**Habits of Mind**  
Resilient • Self-confident • Persistent  
Creative • Self-directed • Flexible • Strategic thinker

**Authentic Experiences**  
Builds a strong academic foundation  
Seeks out work-related experiences  
Develops essential life/work skills  
Plans for a better future

**Relationship Skills**  
Communicates effectively  
Develops healthy relationships  
Works well in teams  
Accepts feedback

**Social Awareness**  
Respects self and others  
Shows empathy  
Appreciates diversity  
Contributes to local and global communities.

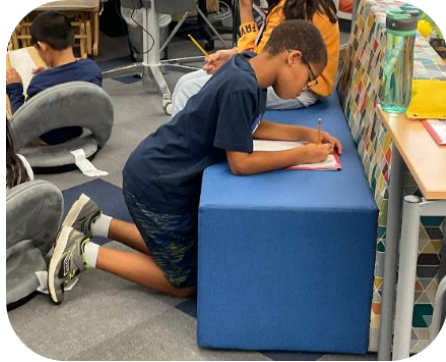
**Responsible Decision-making**  
Evaluates each situation  
Reflects on/corrects own behavior  
Identifies and solves problems  
Acts ethically and responsibly



June 2021

Future ready. For careers. For college. For life.™





# Guiding Principles for Furniture

- Furniture that supports movement and motion
- Furniture that supports and inspires student agency and healthy risk-taking
- Furniture that is comfortable and fosters a sense of belonging
- Furniture that meets the needs of all students and staff
- Furniture that encourages and supports innovative pedagogy

I can swivel in my chair to shift from working with my group to seeing my teacher

I see better when I can get close

Standing helps me focus

Rocking on soft seating helps me get my wiggles out





# Intentional Budgeting

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**\$1.2m**

Bond Budget: Provide new classroom furniture for general classrooms

**\$25k**

Classroom Budget: How many classrooms are we furnishing?

**36  
Kids**

What does a student spot look like? How do we make selections to align with curricular goals?

# Time to Test

- + Furniture Fair
- + Vendor Visits
- + Building Tours
- + Pilot Classrooms

12  
months

From kick-off to installation

3  
months

Min. pilot furniture evaluation



## furniture fair



### we need your help!

Check out and provide feedback on furniture options for our New High Point learning environments.

LOCATED AT THE  
TLC ADMINISTRATION BUILDING  
VOGEL A, VOGEL B, VOGEL C

WEDNESDAY - FRIDAY  
**FEB 24-26**  
from 7:00am - 7:00pm

PLEASE FOLLOW THE LINK BELOW  
TO SIGN UP FOR YOUR TIME SLOT  
<https://www.signupgenius.com/go/8050443ABA62DAAEA7-newhigh>

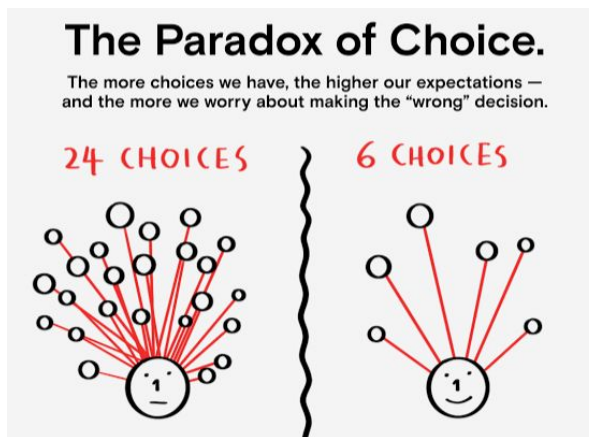




# Empower a Committee

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- + **Furniture Steering Committee:**  
Develop Guiding Principles  
Final Decision Makers
- + **Principal Team:**  
Gather Teacher Input/  
Message the Project
- + **Early Adopters:**  
Change Agents
- + **Pilot Group:**  
Test + Give Feedback



# Responsibilities

## Manufacturer

- Fabricates the furniture - Made to order
- Fabrication Lead Time: 8-12 Weeks
- May have a “Quick Ship” program
- Honor Warranties

## Dealer

- Places order with Manufacturer
- Contracts directly with the District
- Installs the furniture
  - Unloads Truck
  - Unboxes/Assembles/Places
  - Removes Trash
- Site knowledge and logistics

## School District

- Issues purchase orders to the Dealer
- Ensures that the building is available and clear for installation (A CM may act on a District’s behalf for a new building.)
- Receive delivery of furniture
- Issues payment upon completion

## Interior Designer

- Work with District to make selections
- Specify furniture for Dealers to price
- Facilitate pricing - bid/contracts
- Recommend awarded Dealers to District for board of ed approval
- Coordinate Installation Schedule
- Punch List/Recommend Payment

# Procurement Pathways

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**PURCHASING COOPERATIVE**

*"Purchasing Made Personal"*



## Competitive Bidding

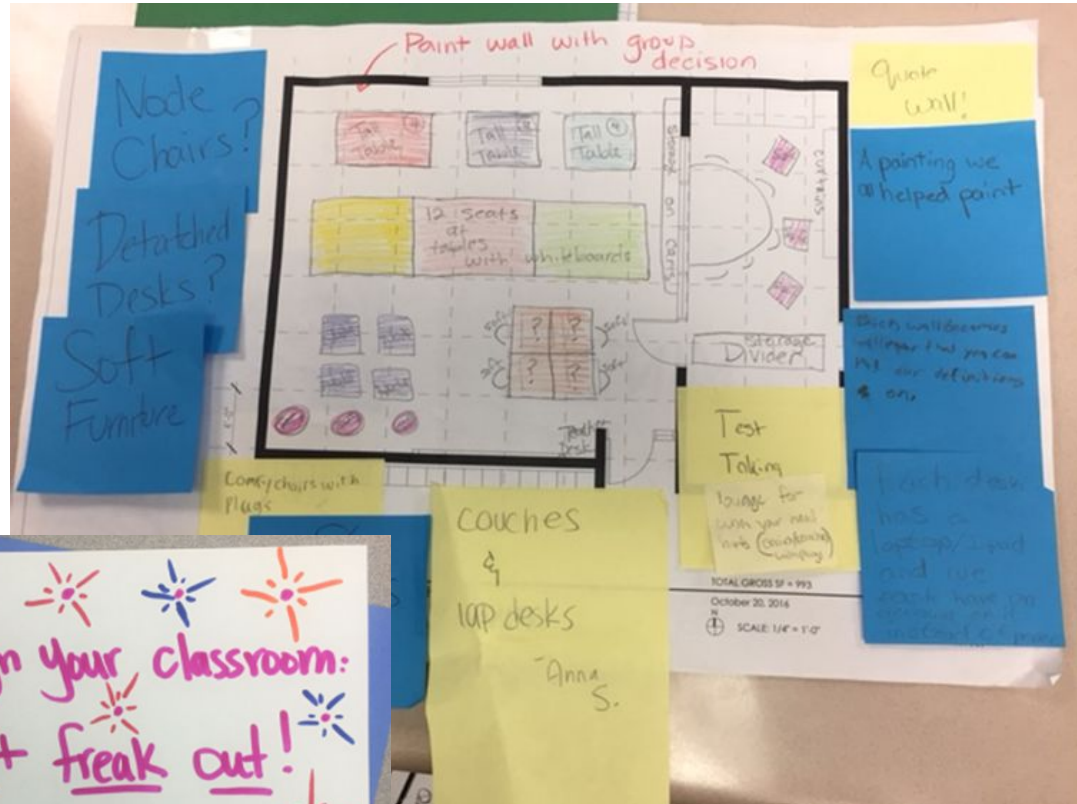
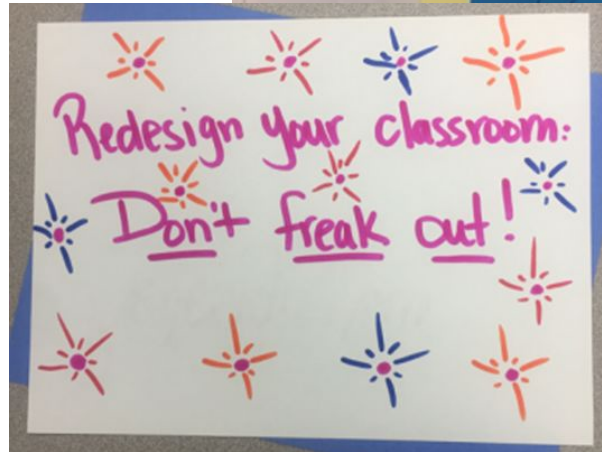
- + Leveraging local dealer network for competitive pricing
- + Subject to local bidding environment/landscape
- + “One Chance” pricing approach
- + Changes in manufacturer/ dealer protocol can discourage competition
- + Evaluation of alternates can add complexity

## Bid Contracts

- + Leveraging statewide or national bids for local public entities to piggyback
- + Transparent pricing early in the process
- + Shared Purchasing Power
- + Limit administration time/resources
- + District-Level Negotiable Discounts
- + Simplifies small orders in the future

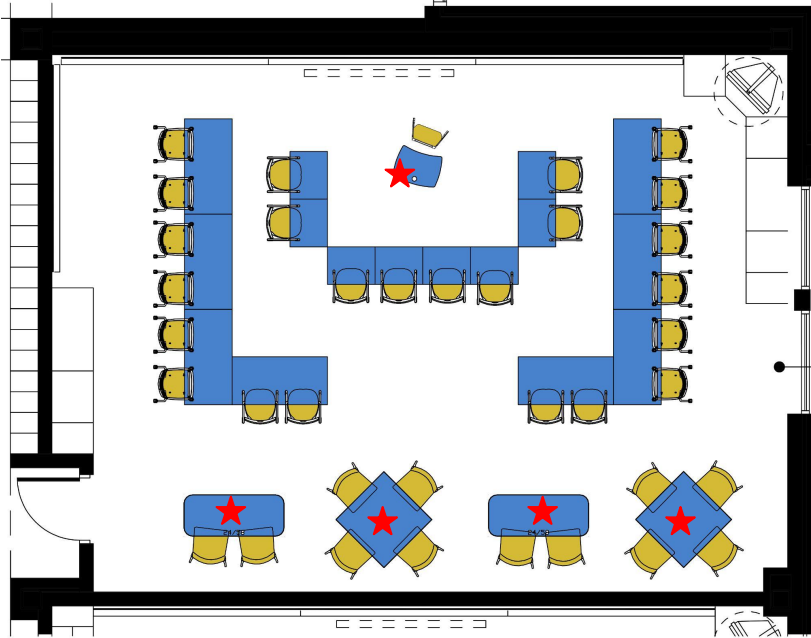
# Planning Graphics

- + Tools for becoming a Designer
- + Plan to scale with accurate symbols
- + What a picture communicates
- + Incorporating Choice

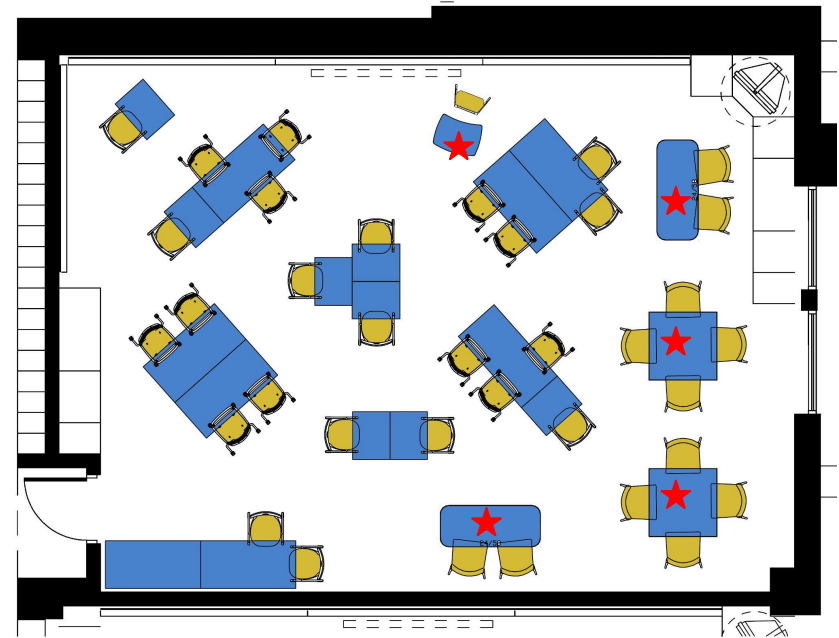


## Classroom Package B: Predominantly English/Social Studies Classrooms

Comprised of single, two-top, and four-top tables at both seated and standing heights. Supports 20 state testing spots.



Seminar Layout



Group Layout

★ Standing Height Table

# Classroom Package B: Contents

\*24 spots that are backpack friendly, consider modifying one built-in cabinet to support backpacks.



**Single Student Table (8)**  
Seated Height, Stacking  
Size: 21" x 27"  
Two Casters/Two Glides



**Two-Top Student Table (8)**  
Seated Height, Stacking  
Size: 27" x 55"  
Two Casters/Two Glides



**Student Chair, Four Leg (12)**  
Stacking Function  
With Backpack Hook  
With Casters



**Student Stool, Sled Base (12)**



**Teacher Perch (1)**

**Teacher Podium (1)**  
Size: 22" x 24"  
Height: 29" to 45"



**Two-Top Student Table (2)**  
Standing Height  
Size: 23" x 58"  
Height: 42"  
With backpack hooks  
Two Glides/Two Casters



**Four-Top Student Table (2)**  
Adjusts from Seated to Standing  
Size: 39" x 39"  
Height: 28" - 44"  
With Casters  
\*ADA compliant spots.



**Student Chair, Cantilever Leg (12)**  
Stacking Function  
With Glides  
Will Rest on Table Top

# Incorporating Choice

## Third Grade Add-On Options

### Option A



**Upholstered Curved Bench (1)**  
Size: 43" W x 20" D  
Height: 18"



**Curved Mobile Storage (1)**  
Size: 60" W x 16" D  
Height: 36"  
Configuration: Shelves  
Magnetic Back

### Option B

Select B1, B2 or B3



**Upholstered Rectangle Bench (1)**  
Size: 42" W x 21" D  
Height: 18"



**B1**  
**Straight Mobile Storage (1)**  
Unit Size: 42" W x 17" D  
Height: 44"  
Configuration: Thirty 3" Bins  
Magnetic Back



**B2**  
**Straight Mobile Storage (1)**  
Unit Size: 42" W x 17" D  
Height: 44"  
Configuration: Mixed Bins;  
Fifteen 3" Bins + Four 6" Bins  
Magnetic Back

### Option C



**Upholstered Storage Bench (1)**  
Size: 36" W x 18" D  
Height: 20"  
Key Lock  
Casters



**Rectangle Table (1)**  
Size: 55" W x 23" D  
Height: 30"  
Casters

### Option D



**Robin's Nest Retreat (1)**  
Size: 45" L x 21" D x 39" H



**B3**  
**Straight Mobile Storage (1)**  
Unit Size: 42" W x 17" D  
Height: 44"  
Configuration: No Bins;  
Shelves Only  
Magnetic Back

Please select your add-on option: \*

- Option A
- Option B with B1
- Option B with B2
- Option B with B3
- Option C
- Option D



# Howell HWMS

## Studio Learning

### Design Idea 2

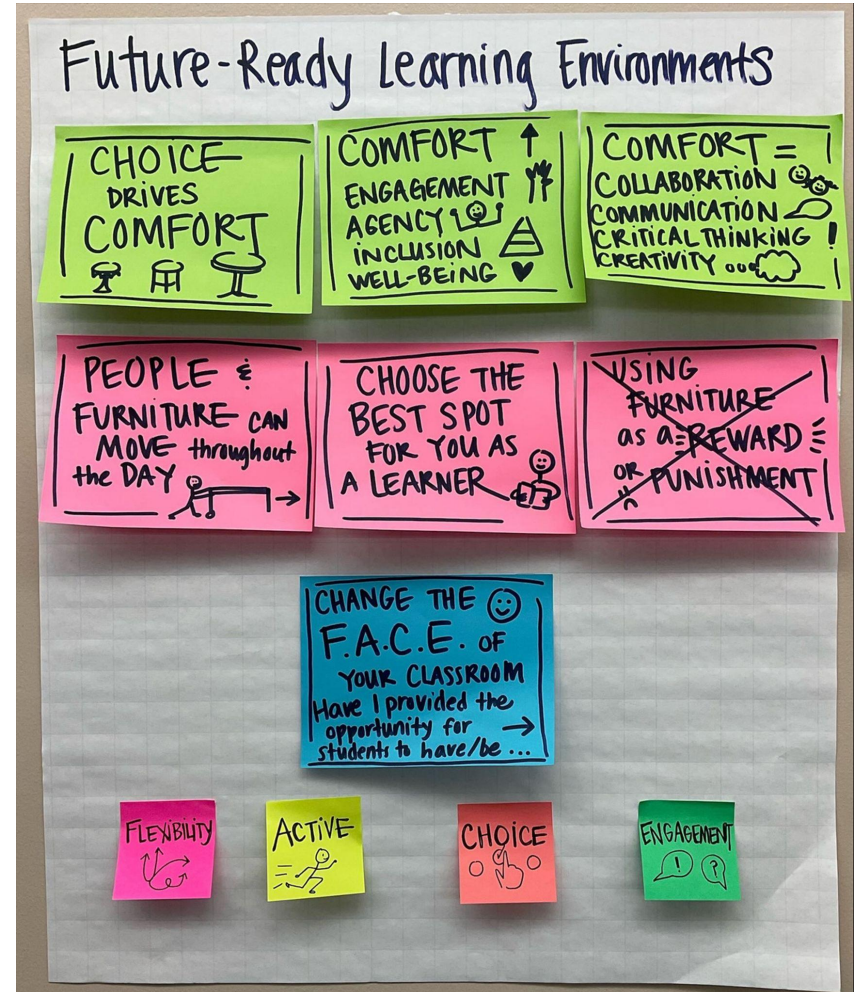
**Direct instruction and teacher-led discussions:** the flexible furniture system supports both front-facing and circle-style seating arrangements, enabling the teacher to present and facilitate discussion while accommodating a variety of seating options, including tiered seating and adjustable tables, to ensure all students can engage comfortably and maintain focus.



# Communication and Messaging

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- + Why we are buying new furniture?
- + How the process will happen?
- + How this will affect YOU?
- + How does curriculum support the vision? How do we use these pieces?
- + Who will be making decisions?
- + What is the flexibility in the system?
- + What should it look like when finished?



# Pro Tips!

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- + Start with defining what your furniture should DO not how much it costs.
- + Communicate in terms of how this effort affects each team member - Principal, teacher, student...
- + Evaluate furniture pieces early and save time during pricing/ procurement
- + Think about moving out before you decide how much furniture to move in.
- + Invest in Professional Learning - How do we use this?

