

EVALUATION OF TEXTBOOK EXHIBIT

4511-E

NAME(S) OF EVALUATOR(S): Elizabeth Hennessy, Katie Howell, Lael Van De Water,
Jordan Winderl

SUBJECT: Vocal Music

GRADE: K-6

LEVEL: N/A

TEXTBOOK TITLE: Spotlight on Music

AUTHORS: Judy Bond, Rene Boyer, Margaret Campbelle-Holman, Emily Crocker,
Marilyn C. Davidson, Robert de Frece, Virginia Ebinger, Mary Goetze, Betsy M.
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Susan Snyder, Giberto D. Soto EDITION: 2011

PUBLISHING CO.: Macmillan/McGraw-Hill

COPYRIGHT DATE: 2011

COST PER BOOK: \$65.55-69.81

NO. OF BOOKS REQUIRED: 420

I. METHODS OF EVALUATING (Yes or No Response or NA - Not Appropriate) (3 out of 5 must be employed)

- YES 1. SELECTION CRITERIA – Identify and document the prioritized criteria used in the selection process (Attach summary)
- *Departments, grade levels and/ or district committees should come to consensus on the selection criteria that will be used as textbooks or programs are analyzed.*
 - *The selection criteria would be from the teacher's perspective and in addition to the district criteria outlined in 4511-R.*
 - *There should be documentation that reflects how the recommended text meets the identified criteria.*
- NO 2. Was a TOPIC COMPARISON employed with this text and others?
A textbook evaluation strategy which scientifically compares the exact same textbook elements (topic, skill, table of contents, glossary) in all textbook submissions.
- YES 3. Was a CONCEPT TRACE conducted with this textbook?
A textbook evaluation strategy which isolates the same concept, skill or topic in all textbook submissions, and determines if the assessment or questions in the text actually measure what the instruction, content or practice present.
- YES 4. Was a VERTICAL TRACE done with this book as part of a series?
A textbook evaluation strategy which determines how a skill, topic, strand, or concept is vertically developed through a textbook series.
- NA 5. Was a "KID RATING" employed with this text (grades 6-12)?
(Attach summary)

II. A LOOK AT THE TOTAL BOOK
(Use a scale of 1 - 5 - 1 low, 5 high)

- 5 1. Is the content as up to date as possible and relevant to your students?
- 5 2. Does the book contain helpful organizational features such as:
- | | |
|--|---|
| <input checked="" type="checkbox"/> Table of contents | <input checked="" type="checkbox"/> Index |
| <input checked="" type="checkbox"/> Glossary | <input type="checkbox"/> Appendices |
| <input checked="" type="checkbox"/> Other (specify: Sections marked with heavier, colored stock to make them easier to find) | |
- 5 3. Is the book logically and clearly organized?

III. LOOK AT EACH CHAPTER (1 - 5 RATING)

- 3 _____ 1. Is a helpful introduction provided for each chapter or most chapters?
4 _____ 2. Is sufficient background knowledge provided for each chapter or most chapters so that students can link new knowledge with information previously learned?
5 _____ 3. Is there a clearly recognizable pattern for each chapter?
_____ 4. Is the organizational pattern signaled by:
☒ Headings ☒ Bold print
☐ Transition words ☐ Italics
☐ Other (specify: _____)
3 _____ 5. Do questions encourage thoughtful responses? Is critical thinking encouraged?
5 _____ 6. Does the text suggest activities for students to practice using new concepts or procedures?
5 _____ 7. Do the pictures, graphic aids, charts or graphs clearly relate to the important concepts/ideas of the chapter and promote visual literacy?
2 _____ 8. Are there summaries that clarify?
4 _____ 9. Does the text match curriculum goals and objectives?

IV. EXAMINE THE WAY THE BOOK IS WRITTEN (1 - 5 Responses)

- 4 _____ 1. Does the textbook use clear, readable language?
(The DRP is _____.)
5 _____ 2. Is the level of vocabulary appropriate for the background of your students?
(Challenging is better than too low!)
5 _____ 3. Does the text introduce new vocabulary or terminology using direct definitions and/or examples?
5 _____ 4. Is the level of sentence complexity appropriate for your students?
5 _____ 5. Does the text stick to the topic and avoid irrelevant details?
5 _____ 6. Does the text relate content to students' lives?
5 _____ 7. Does the text provide positive models for both sexes and for different ethnic or cultural groups?
4 _____ 8. Does it provide materials in alternative formats? (i.e., any medium or format for the presentation of instructional materials, other than a traditional print textbook, that is needed as an accommodation for a disabled student enrolled in the district, including, but not limited to, Braille, large print, open and closed captioned, audio, or an electronic file in an approved format).

V. SUMMARY OF WEAKNESS AND STRENGTHS

1. What are the chief weaknesses of this text?
see attached
2. What are the major strengths of this text?
see attached

Approved; July 1, 2001

Revised and Approved by Administrative Council: Feb. 20, 2003; Sept. 13, 2007

EVALUATION OF TEXTBOOK EXHIBIT 1

K-6 Music Textbook Committee Selection Criteria

District Criteria:

1. *"Is congruent with identified NYS Learning Standards and district written curriculum."*

Spotlight on Music is a nationally used textbook, so the book carefully tracks and aligns with the National Standards for Music Education. The National Standards and NYS Standards align in the following categories:

NYS Standard 1 – Creating, Performing, and Participating in Music

National Standard 1 – Singing, alone and with others, a varied repertoire of music.

National Standard 2 – Performing on instruments, alone and with others, a varied repertoire of music.

National Standard 3 – Improvising melodies, variations and accompaniments.

National Standard 4 – Composing and arranging music within specified guidelines.

NYS Standard 2 – Knowing and Using Music Materials and Resources

National Standard 2 – Performing on instruments, alone and with others, a varied repertoire of music.

National Standard 5 – Reading and notating music

NYS Standard 3 – Responding to and Analyzing Works of Music

National Standard 6 – Listening to, analyzing, and describing music.

National Standard 7 – Evaluating music and music performances.

NYS Standard 4 – Understanding the Cultural Dimensions and Contributions of Music

National Standard 8 – Understanding relationships between music, the other arts and disciplines outside the arts.

National Standard 9 – Understanding music in relation to history and culture.

The Spotlight on Music textbook series correlates closely with the National Standards as listed above, and thus the New York State Learning standards. There are varied songs for singing, playing on instruments, opportunities to compose and improvise, as well as listening examples for listening to and analyzing music. The text provides a rich background of cultural and historical information about the music, composers, and musicians.

2. *"Presents multiple perspectives and viewpoints on issues."*

Provides music for a variety of cultural backgrounds, celebrations, and uses of music.

3. *"Presents minorities realistically"*

Depicts children from all ethnic backgrounds making music in a variety of realistic situations. The book goes beyond this to present children and music from around the world with authentic pictures and recordings.

4. *"Presents non-stereotypic models"*

The book shows a variety of children and adults performing music in a variety of ways, both stereotypic and non-stereotypic.

5. *"Facilitates the sharing of cultural differences"*

This is one of the series' greatest strengths. It is packed with music, traditions, celebrations, and pictures from around the country and around the world. The music examples and pictures are very authentic, yet the choices of music are age-appropriate and accessible to American students.

6. *"Is priced appropriately."*

See attached price quote.

7. *"Effectively shows a research-driven evidence base."*

****Research Model Information from *Spotlight on Music*, provided by Macmillan**

Spotlight on Music(tm) (c) 2008 is a new basal music series that embodies the latest in research, issues and trends, learning theory, and pedagogy. The author team of nationally recognized music educators brought many years of experience as teachers, supervisors, and scholars to the development of the program. Additionally, the editorial and marketing division consulted with music teachers, administrators, aestheticians, and students to insure that the content, presentation, and organization of the series met their needs.

The research model for Spotlight on Music was based on focus group responses, questionnaires, analysis and review of curriculum guides and National assessment programs, current Macmillan/McGraw-Hill customer's responses to the product, Ad hoc Committee consultation, National Music Advisory Committee consultation, and teacher reviewer contributions.

Assessment Research

The assessment model within Spotlight on Music(tm) emulates the assessment design used for the 1997 National Assessment of Student Progress Arts Report Card by the National Center for Education Statistics. This design provides three types of assessment approaches including:

- * Selected response, where students choose from a number of given answers ("Review" and "Read and Listen" questions in Spotlight Your Success! at the end of each unit).
- * Constructed response, where students must think critically in order to answer open-ended questions or problems ("Think" questions within lessons in Spotlight Your Success! and at the end of each unit).
- * Performance response, where students show their knowledge or skill through a demonstration or performance ("Create and Perform" lessons in Spotlight Your Success! and "Creative Unit Project" for each unit).

Selected and constructed responses are traditional assessment strategies utilized in standardized testing. The performance assessments reflect the more recent work of Grant Wiggins and Jay McTighe, who refined processes for designing and scoring standards-based performance tasks, most notably with the Maryland Assessment Consortium.

Pilot Project/Field Tests

Field-testing at the pre-publication level consisted of two phases: The initial field-testing, conducted in 2002, utilized the instructional materials in multiple-classroom settings. The second phase of the field testing, implemented in fall of 2003, focused on the assessment program for Spotlight on Music. Evaluation of the second phase of the field-testing was based on objective evaluation of learning outcomes, which were labeled as "tested" in the Teacher's Edition lesson objectives. Additional evaluation criteria were based on responses elicited from teachers. Phase one of the field testing was used to revise and improve the instructional model as well as insure that the program contained age-appropriate materials in a variety of musical styles. The results of phase two of the field-testing were used to develop a valid and reliable assessment component.

All key decisions in the curricular development of Spotlight on Music were based on extensive field and market research in addition to consultation with professionals from all aspects of music education.

Marjie Sullivan
Sales Representative Central/Northern NY

McGraw-Hill School Education Group - Macmillan * SRA * Wright Group
www.mheducation.com

Teacher Criteria (summary of findings from *Spotlight on Music*):

1. *Quality music literature*

Series contains interesting and diverse selections. The quality of the choices seems very high. Each song that we examined was suited to the age level suggested, and suited the voices and physical instrument abilities of the students. Each song was a proven quality repertoire choice of its culture, and had a lot to teach through the musical concepts that made it up. The quality was streamlined through all materials – the piano accompaniments looked very good, and the musical recordings were both extremely musical and provided excellent vocal models.

2. *Aligned with Horseheads Curriculum*

The majority of topics are well aligned. This is a newer, updated version of the series we have used for years, so many of the concepts and units carry through, although much of the music and activities are new.

3. *Interdisciplinary Connections*

Interdisciplinary connections are suggested throughout the textbooks, and the content is geared to match other content areas based on grade level (i.e., music history and songs match up with regular history units taught in that grade level).

4. *Quality Choral Music Selections*

This textbook really shines in this area. The music is age-appropriate, diverse, challenging, and well-written and/or arranged by many of the most respected composers in the field. Something new in these texts is that the choral music is in a separate section of the book from the rest of the music, which would make it easy for students to locate during a chorus rehearsal.

5. *Quality Recordings and Authentic Multicultural Recordings*

Excellent instrumental and vocal models on most recordings. The multicultural songs have extremely authentic recordings, using instruments and musicians from their country of origin. There are also recordings of pronunciation of words in different languages by native speakers, as well as instrument-only and voice-only tracks for every song.

6. *Diverse Musical Selections*

We looked for and found the following musical styles represented: Multicultural/World Music, Classical Literature, American Folk, Variety of American styles (such as jazz, rock, country), Contemporary Selections, Historical Selections, Holiday Songs from a variety of cultures.

7. *Special Learner Accomodations*

Modifications and suggestions imbedded in many lessons; two page reference at the back of the teacher's edition covering various types of student needs with suggestions for teachers.

8. *Assessments*

There are a variety of assessment possibilities in the books including written exams, performance-based assessments, rubrics, and project-based learning.

9. *Quality Listening Maps*

Very interesting maps, available either as overheads or as interactive whiteboard maps with quizzes and follow-up activities embedded within each map. They would certainly enhance student learning.

10. *Technology*

Interactive listening maps, teacher resources, planning guides, possibilities for further resources such as electronic student editions, midi connections, etc.

**K-6 Music Textbook Committee
Selection Criteria Worksheet
Scale of 1 (Least) to 10 (Most)**

Criterion	Making Music Silver Burdett	Spotlight on Music Macmillan McGraw/Hill
Quality Music Literature	6 Lack of authentic selections	8 Interesting and diverse selections
Aligned with Horseheads Curriculum	8 Most topics are well aligned.	9 Majority of topics are well aligned.
Aligned with National Standards	10 Lessons and units show clear alignment.	10 Lessons and units show clear alignment.
Interdisciplinary Connections	10 Connections Provided	10 Connections Provided
Quality Choral Music Selections	6 Lack of age-appropriate repertoire.	9 Age-appropriate, diverse, challenging well-arranged repertoire; separate section for performance music.
Quality Recordings	5 “canned” quality, poor vocal models, cheesy.	9 Excellent instrumental and vocal models on most recordings, slightly inconsistent in quality.
Authentic Multicultural Recordings	5 Some multicultural selections sounded authentic, others did not.	9 Very authentic multicultural selections.
Diverse Musical Selections:		
• Multicultural	9	9
• Classical Literature	8 (listening) 6 (singing)	8 (listening) 6 (singing)
• American Folk	9	9
• Variety of American Musical Styles (Jazz, Rock, Country)	7	9
• Contemporary Selections	7	8
• Historical Selections	9	8
• Holiday Selections	5 Song selection seems random.	8 Song selection is meaningful and related to concepts.

Special Learner Accommodations	4 Occasional references to "meeting individual needs," but most suggestions were for gifted and talented students. Two page reference at back of book, but without enough suggestions for specific needs.	7 Modifications and suggestions imbedded in many lessons; two page reference at the back of the book covering various types of student needs. Could use more specific suggestions throughout teacher books.
Assessments	6 Lack of variety in assessments, not as kid-friendly.	9 Variety of assessments including written, performance-based assessments, rubrics and project-based learning.
Quality Listening Maps	4 Listening maps lost the teachers' interest, do not engage the learner or add to their understanding of the music.	10 Very interesting maps with quizzes and follow-up activities embedded within the map, that help students understand the music.
Technology	6 Ability to show student pages on the whiteboard, and lessons designed for whiteboard are provided, but they are not engaging or musical.	8 Wonderful listening maps, ability to show student pages on a whiteboard, but lack of lessons designed for whiteboard.
Easy to Follow Lesson Plans	7 Uses complicated language, not as accessible for non-music substitute teachers	9 Gives clear, easy to follow directions to teachers
Useful and Well-written Student Information	9 Well-written, interesting information provided at students' reading level.	6 Student information does not give much interesting information about the music.
Additional Resources	Electronic Bigbook, Electronic Listening Map, DVDs (movement, video clips for selected lessons), Audio CDs, keyboard accompaniments, resource book, teacher edition, animated listening maps, online teacher planner, sampler of substitute teacher activities, Master Index.	Global Voices CD-rom, DVD resource library, electronic student edition, interactive listening maps, audio CDs, World Instruments, Orchestral Instruments, ELL handbook, piano accompaniments, MIDI handbook, Electronic teacher planner, recorder program, Orff orchestrations, Musical Theater International (MTI) partnership, Master Index, transparencies, teacher resource masters, Learning music through Movement, substitute teacher planner, online planning tools.

EVALUATION OF TEXTBOOK EXHIBIT 3

Concept Trace Concept: Half Note Grade: 2

	Making Music (Silver Burdett)	Spotlight on Music (Macmillan McGraw-Hill)
Total number of songs containing half notes in textbook:	14 songs	30 songs
Half note introduced in text:	p. 159 "One of the notes lasts for two beats. It can be written like this: η Find each half note in the song."	p. 87 "The symbol for a sound two beats long is called a 'half note.' It is as long as two quarter notes put together. Find the half notes in this song."
Half note reviewed in text:	Reviewed on one page p. 160 visually identify	Reviewed on 6 pages p. 88 visually and aurally identify p. 96 visually identify p. 108 visually identify p. 256 visually identify and perform p. 311 visually identify and perform p. 343 visually identify and perform
Half note assessed in text:	Assessed 6 times p. 159 perform half notes accurately p. 163 add rhythmic values p. 185 FORMAL – perform p. 207 FORMAL – compose melody using half note p. 220 FORMAL "Read each rhythm pattern below. Find the number of beats in each pattern." p. 251 visually identify and perform	Assessed 10 times p. 89 aurally identify patterns p. 89 compose half note rhythms p. 94 aurally identify and move to p. 100 visually identify p. 101 compose rhythm patterns p. 119 FORMAL – visually and aurally identify p. 119 "How is a half note different from a quarter note?" p. 145 visually identify p. 159 FORMAL – perform p. 260 visually identify

<p>Half note performed:</p> <p>(**Pages marked with asterisks have performance tasks in the enrichment suggestions in the teacher edition)</p>	<p>Performed 10 times in text Additional 5 times in teacher ed. **p. 159 clap rhythm patterns **p. 167 perform on instruments p. 177 sing melodic patterns p. 199 perform on instruments p. 210 perform on instruments **p. 304 perform on instruments p. 307 perform on instruments p. 309 perform on instruments p. 321 perform on instruments **p. 326 perform on instruments **p. 335 perform on instruments p. 337 perform on instruments p. 407 sing melodic patterns p. 414 perform on instruments p. 416 perform on instruments</p>	<p>Performed 14 times in text Additional 2 times in teacher ed. p. 89 clap rhythm patterns p. 97 clap rhythm patterns p. 107 perform on instruments **p. 108 perform on instruments p. 113 perform on instruments p. 115 perform on instruments p. 137 perform on instruments p. 144 perform on instruments p. 148 perform on instruments p. 157 perform on instruments p. 181 perform on instruments p. 189 perform on instruments **p. 223 perform with speech ostinato p. 233 perform on instruments p. 256 perform with speech ostinato p. 263 perform with speech ostinato</p>
<p>Half note reviewed on worksheets:</p>	<p>Reviewed on 6 worksheets D-17, D-18, D-19, D-23, E-18, E-19</p>	<p>Reviewed on 6 worksheets 3-2, 3-3, 3-4, 3-8, 3-12, LM-6</p>

Summary: The *Spotlight on Music* series does a better job of developing the concept of half notes. The text reviews the concept several times and provides numerous opportunities to identify, read, sing, and play half notes. Multiple informal assessments are included before the formal assessment.

The *Making Music* text does not provide nearly as much direct instruction on half notes. Reading practice is often included in melodic reading practice, which can be confusing for students just learning to read rhythms and melodies. The textbook does not provide as much reinforcement of the skill in songs or instrument playalongs. Students do not have as many chances to practice the skill before they are assessed.

EVALUATION OF TEXTBOOK EXHIBIT 4

VERTICAL TRACE: Following the Musical Element ~ **Pitch**

A textbook evaluation strategy which determines how a skill, topic, strand, or concept is vertically developed through a textbook series.

Covered at the Kindergarten Level:

MELODY:

UNIT 1: melody
UNIT 2: melodic contour, higher and lower, octave interval
UNIT 3: pitch contour, middle C to G, lower to higher melody, higher to lower melody
UNIT 4: melody, so-mi pattern
UNIT 5: higher and lower, same/different melodies, lower pitches
UNIT 6: low, high and higher, melodic improvisation, so-la-so-mi motive
READING: melodic direction, higher and lower, minor third
PERFORMANCE: unison
CELEBRATIONS: melody, pitch

HARMONY:

UNIT 1: harmony
UNIT 2: harmony, accompaniments, ostinato
UNIT 3: tone cluster, harmony, interlude
UNIT 4: drone accompaniment, harmony
UNIT 5: harmony
UNIT 6: harmony, drum accompaniment
READING: harmony
PERFORMANCE: harmony
CELEBRATIONS: ostinato

TONALITY major/minor:

UNIT 1: major, pentatonic
UNIT 2: major, pentatonic
UNIT 3: major, pentatonic
UNIT 4: major, pentatonic
UNIT 5: major, pentatonic
UNIT 6: major, pentatonic
READING: major, minor
PERFORMANCE: major
CELEBRATIONS: pentatonic, minor

Added at the First Grade Level:

MELODY:

UNIT 1: melodic direction, melodic direction as upward and downward
UNIT 2: high and low sounds, high and low sounds in the environment, instrumental sounds as higher or lower
UNIT 3: maintain higher and lower
UNIT 4: higher and lower, so-mi
UNIT 5: la, mi-so-la patterns

UNIT 6: create mi-so-la patterns, aural identification of mi-so-la, aural identification of so-mi in a song

READING: upward, downward, higher, lower, so-mi, so-mi pattern, la, mi-so-la pattern, mi-la

PERFORMANCE: melodic direction (mi re do) melodic direction (so mi), so la so mi do, melodic shape, echo-speak, echo-sing, high/low, interval recognition, interval (sixth) pitch (B-flat, G, E-flat), similar/different phrases, large leaps

CELEBRATIONS: high and low, higher and lower sounds in orchestral music

Added at the Second Grade Level:

MELODY:

UNIT 1: higher and lower pitches, so and mi patterns, melodic direction, treble clef

UNIT 2: mi, so, la, aural identification

UNIT 3: high, middle and low pitch, Do, So Mi Do patterns, Do Mi So patterns.

UNIT 4: Re, Re-Re-Do, Do-Re-Mi, melodic direction, Do-Re-Mi-So phrases, Do-Re-Mi-So-La, melodic question and answer

UNIT 5: pentatonic scale, treble clef, mi-so-la descant, do-re-mi, do-re-do

UNIT 6: do-re-mi, pentatonic, pentatonic improvisation, high and low within instrument families, relative/spoken pitch, steps, skips, leaps, melodic direction, melodic shape

READING: mi-so, mi-so-la, do, do-mi-so, do-mi-so-la, do-re-mi so, do-re-mi-so-la

PERFORMANCE: skips, leaps, chromatic, repeated patterns, diatonic, major scale, triads

CELEBRATIONS: solfege syllables so-mi, repeated melodic patterns, melodic steps and skips, solfege syllables, so

Added at the Third Grade Level:

MELODY:

UNIT 1: melodic movement, mi-re and do

UNIT 2: so and la

UNIT 3: low la and low so

UNIT 4: hi do, skips, leaps, steps

UNIT 5: G, A, and B

UNIT 6: tonal center

READING: do-re-mi-so, pentatonic do-re-mi-so-la, letter names, melodic contour, major/minor, low la and so, upward/downward motion, high do, countermelody, steps, skips repeated notes.

PERFORMANCE: chromatic contour, leaps, half steps, octaves, skips, echo-sing

CELEBRATIONS: melody

HARMONY:

UNIT 1: harmony

UNIT 2: countermelody

UNIT 3: instrumental harmony

UNIT 4: melodic accompaniment, ostinato, canon, round

UNIT 5: chordal accompaniment, rhythmic accompaniment

UNIT 6: NA

READING: steps, skips, repeated notes

PERFORMANCE: thirds, key changes
CELEBRATIONS: harmony

TONALITY major/minor:

UNIT 1: pentatonic

UNIT 2: pentatonic

UNIT 3: pentatonic

UNIT 4: pentatonic

UNIT 5: major/minor

UNIT 6: major/minor

READING: pentatonic, major/minor, C major tonality, tonal center

PERFORMANCE: C major/minor, D major, E major, F major, G major, A flat major, B minor B flat major

CELEBRATIONS: major/minor

Added at the Fourth Grade Level:

MELODY:

UNIT 1: melody, melodic contour, pentatonic scale

UNIT 2: G mixolydian, countermelody, low la, low so, ledger lines, do, la, pitches below do, pitch letter names, F mixolydian

UNIT 3: Repeated notes, skips, steps, pitch syllable

UNIT 4: octave leap, pitch syllables, pentatonic scale, high do, melodic contour centering around high do

UNIT 5: ti, D major scale, scales, major/minor, F major scale D Dorian

UNIT 6: Ornamentation, vocal and melodic, scales, D major/minor

READING: do-re-mi-so, do pentatonic, low la, low so, fa, high do, ti and fa

PERFORMANCE: triads, sequence, skips, leaps, countermelody, diatonic

CELEBRATIONS: solfege syllables, melodic contour, solfege syllables do, so.

HARMONY:

UNIT 1: canon, 2 part

UNIT 2: melody, countermelody, vocal, ostinato accompaniment, unison, 2 part

UNIT 3: harmony, I, V chords

UNIT 4: round, three part, I, IV, V chords, accompaniment and changes in harmonic pattern, chord roots, two part

UNIT 5: round, three part, descant, melody, accompaniment patterns

UNIT 6: innovative harmonies, accompaniments, melodic, rhythmic, found sounds, vocal harmony, 3 part, homophonic, polyphonic

READING: steps, skips, leaps, repeated notes, octave leaps, I-V

PERFORMANCE: thirds, triads

CELEBRATIONS: chords, harmony

TONALITY major/minor:

UNIT 1: G pentatonic, C pentatonic, D pentatonic

UNIT 2: D pentatonic, tonal center (do, la) pitches below do, E minor, D minor

UNIT 3: E minor, meter signature, C major, F major (do, re, mi, fa, so)

UNIT 4: C major scales, D pentatonic, G minor, harmonic pattern

UNIT 5: major/minor, differences between

UNIT 6: G mixolydian, major/minor, sections, changes, composing in minor, E minor pentatonic

READING: la tonal center, do tonal center, so tonal center, major scale, minor/major, minor

PERFORMANCE: C major, D major, D minor, E minor, E flat major, F major, G major

CELEBRATIONS: tonal center, minor tonality

Added at the Fifth Grade Level:

MELODY:

UNIT 1: scale, pentatonic, range

UNIT 2: transpose, low B below ledger line

UNIT 3: All pitches, tempo, sequence, fa, ti, major scales, half step, whole step, countermelody, dominant and tonic pitches, diatonic, accidental, sharp, flat, natural, pentatonic and diatonic scales, using fa and/or ti

UNIT 4: minor scale, skips, leaps

UNIT 5: blues scale, blue notes

UNIT 6: countermelody

READING: do-re-mi-so-la, do pentatonic, high do, do-re-mi-so-la-do, major scale, fa and ti entire, diatonic scale, C sharp, F sharp, B flat, cambiata, I, IV, V, V7

PERFORMANCE: triads, pentatonic sequence

CELEBRATIONS: countermelody, triads, mixolydian

HARMONY:

UNIT 1: octave

UNIT 2: harmony, vocal harmony

UNIT 3: descant, third, two parts

UNIT 4: distinction between major and minor triads, chord, triad, root, F major triad

UNIT 5: primary chords, tonic, dominant, subdominant, I, IV, V, common tones, root position, inversion, I, IV, V with 7ths, writing triads/chords in F and B flat,

UNIT 6: chord roots

READING: I, IV, V, V7

PERFORMANCE: Thirds, Triads

CELEBRATIONS: Minor, major

TONALITY major/minor:

UNIT 1: tonal center, C & G pentatonic

UNIT 2: G pentatonic, D pentatonic, G to F pentatonic transposition

UNIT 3: F major, and C major scales, G pentatonic, tonal center, C major

UNIT 4: minor key, relative minor, relative major, difference between major and minor scales, E minor

UNIT 5: C major G major, F major, B flat major, 12 bar blues in F major and B flat major

UNIT 6: D minor, G major, E minor, F major, Phrygian, A pentatonic, C major

READING: F pentatonic, C pentatonic, D and F, G pentatonic, la pentatonic, D minor/major, blues scale and progression

PERFORMANCE: C, G, E, E flat, B flat, F, D and A major
CELEBRATIONS: tonal center, major key, minor key

Added at the Sixth Grade Level:

MELODY:

UNIT 1: Japanese five-pitch scale, melodic contour, step, skip, leap, repeated pitch
UNIT 2: solfege, bass clef, intonation, intervals
UNIT 3: dorian scale, half step, whole step, pitch fall off
UNIT 4: major/minor melody, dorian melody, Japanese five-pitch scale, ledger lines, G,A,B,C,D,E,F#,G,
UNIT 5: countermelody, transpose
UNIT 6: Re pentatonic melody
READING: Do-re-mi, do pentatonic, low so, low la, high do, high re, high mi, fa, ti,
PERFORMANCE: skips, leaps, countermelody, Cambiata, Diatonic, Modulations, Accidentals,
CELEBRATIONS: Major scale, accidentals, pitch slide,

HARMONY:

UNIT 1: NA
UNIT 2: modulation, parallel lines, consonance, dissonance, chord progression
UNIT 3: NA
UNIT 4: chord/triad, E, Am, Em, G, D chords, Descant, root, bass
UNIT 5: chord roots, primary chords, tonic, subdominant, dominant, I, IV, V, 16 bar blues chord progression
UNIT 6: NA
READING: half steps, whole steps, I & V roots, I, IV & V chords in F, G major and E minor
PERFORMANCE: Triads, Thirds, Vocal harmony, consonance, dissonance
CELEBRATIONS: partner songs

TONALITY major/minor:

UNIT 1: pentatonic
UNIT 2: diatonic scale in C minor, thirds in major and minor keys
UNIT 3: major scale in: F, E flat, C, G, B flat, Dorian mode
UNIT 4: Major/minor, D dorian, D major, G major scale, C minor, A minor and C major
UNIT 5: B flat major, F major, E flat major, C major and D major, key
UNIT 6: tonic, Dorian and Mixolydian modes, F major, G major, re pentatonic, E major
READING: Pentatonic, D & C major scales, E minor scale, D minor, Mixolydian, re/Do tonal center, E minor
PERFORMANCE: Major/Minor, C, G, E flat, D, F, A & D flat major, E, G, and F minor, Dorian mode
CELEBRATIONS: Pentatonic, B flat, F, D, G, C major and D minor

EVALUATION OF TEXTBOOK

Summary of Weaknesses and Strengths

After thoroughly reviewing Macmillan McGraw/Hill's music textbook series, *Spotlight on Music*, we concluded that it would be an excellent addition to Horseheads School District's music program. *Spotlight on Music* aligns incredibly well with the elementary music department's existing curriculum. The music literature included from grades K – 6 is high quality and varied in style and difficulty level. The repertoire and exercises clearly and consistently fulfill the National Standards of Music Education within lessons and larger units, becoming appropriately more challenging as the grade levels progress. There are also extensive interdisciplinary connections provided to help naturally incorporate English, science, math, history, art, and multicultural learning within music class.

Spotlight on Music contains an excellent balance of music from diverse genres. Its repertoire includes multicultural, classical, American folk, jazz, rock, country, historical, contemporary, and holiday selections. The pieces included are meaningful and clearly woven in with the concepts being covered, (rather than being included to check a genre off the list.) In addition to general classroom repertoire, *Spotlight on Music* provides a diverse, age-appropriate, well-arranged "library" of choral music. Using these high quality choral pieces will help save money, rather than purchasing new sheet music for Horseheads' choral ensembles. The recordings of choral and general music are high quality, musical, and reinforce healthy singing technique and tone. Recordings of multicultural pieces sound very authentic, and appropriate instrumentation appears to be used for each piece.

This textbook series provides well written, clear lesson plans, offering creative ways to present activities and concepts. It includes accommodations for special learners throughout many of the provided lesson plans, as well as extended suggestions in the back of the teacher's manual. A variety of assessment options are included throughout these lessons, including written, performance-based assessments, rubrics, and project-based learning.

The technology *Spotlight on Music* provides is stellar. Its listening maps, used to help students understand important pieces of instrumental music, are innovative and incredibly interesting, including follow-up activities designed to engage the students in the music. This textbook series also includes a multitude of additional resources.

We discussed two perceived weaknesses of this textbook series. The text that introduces the songs in the student book was not as informative or as engaging as we would have liked. However, in the music classroom, the quality of the text is not nearly as important as the quality of the music and the activities.

We also felt that this series could be improved with better lessons and activities to use with the interactive whiteboards. The other series, *Making Music*, provided teachers with interactive lessons for certain units, but *Spotlight on Music* does not. However, the series does provide the ability to pull any student pages up on the board. This will be a useful feature as more and more music classrooms in the district receive interactive whiteboards.

As Horseheads music educators, we feel that Macmillan McGraw/Hill's series, Spotlight on Music, would be a truly excellent resource for the students in our school district. Thank you for considering this purchase.

**Price Quote For:**

Horseheads Cen Sch Dist
 Alice Learn
 1 RAIDER LN
 HORSEHEADS, NY 14845-2398

Subscription/MCH: Alice Learn

Account Number: 385770

Site Number: 432231

Section Summary	Value of All Materials	Free Materials	Product Subtotal
Grade K	\$9,819.24	(\$5,233.08)	\$4,586.16
Grade 1	\$18,775.08	(\$10,228.08)	\$8,547.00
Grade 2	\$21,427.20	(\$10,854.12)	\$10,573.08
Grade 3	\$21,858.72	(\$11,196.48)	\$10,662.24

VALUE OF ALL MATERIALS	\$71,880.24
FREE MATERIALS	(\$37,511.76)
PRODUCT TOTAL*	\$34,368.48
ESTIMATED SHIPPING & HANDLING**	TBD
ESTIMATED TAX**	TBD
GRAND TOTAL*	\$34,368.48

* Price firm for 30 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

**Shipping and handling charges are not included in the quote total. Actual shipping and handling charges will be applied at time of order. Taxes are not included in the quote total. If applicable, actual tax charges will be applied at time of order.

Comments:

2011-12 Purchase

Marjorie Sullivan
Sales Representative

Email: marjorie_sullivan@mcgraw-hill.com

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Grade K					
CORE COMPONENTS					
SPOTLIGHT ON MUSIC 2011 GR K BIG BOOK	978-0-02-296706-2	4	\$490.92	\$0.00	\$1,963.68
SPOTLIGHT ON MUSIC AUDIO CD PACKAGE GRADE K	978-0-02-296804-5	4	\$541.50	\$0.00	\$2,166.00
SPOTLIGHT ON MUSIC NATIONAL TEACHER EDITION PACKAGE GRADE K	978-0-02-102986-0	4	\$186.21	\$744.84	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR K TEACHER'S EDITION	978-0-02-296708-6	0	\$108.18	\$0.00	\$0.00
MUSIC 2005 GR K MUSIC PIANO ACCOMPANIMENT	978-0-02-295855-8	0	\$86.67	\$0.00	\$0.00
CORE COMPONENTS Subtotal:				\$744.84	\$4,129.68

TEACHER RESOURCES					
SPOTLIGHT ON MUSIC NATIONAL TEACHER RESOURCE PACKAGE GRADE K	978-0-02-102995-2	4	\$198.45	\$793.80	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR K TEACHER'S RESOURCE MASTERS	978-0-02-296718-5	0	\$116.22	\$0.00	\$0.00
TEACHER RESOURCES Subtotal:				\$793.80	\$0.00

TECHNOLOGY					
SPOTLIGHT ON MUSIC ELECTRONIC STUDENT EDITION GRADE K	978-0-02-103013-2	4	\$490.92	\$1,963.68	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR K TEACHERWORKS PLUS	978-0-02-296744-4	4	\$432.69	\$1,730.76	*Free Materials
SPOTLIGHT ON MUSIC INTERACTIVE LISTENING MAPS PACKAGE GRADE K	978-0-02-103004-0	4	\$114.12	\$0.00	\$456.48
TECHNOLOGY Subtotal:				\$3,694.44	\$456.48

**Price Quote For:**

Horseheads Cen Sch Dist
Alice Learn
1 RAIDER LN
HORSEHEADS, NY 14845-2398

Subscription/MCH: Alice Learn
Sales Representative: Marjorie Sullivan
(marjorie_sullivan@mcgraw-hill.com)

Account Number: 385770

Site Number: 432231

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Grade K Subtotal:				\$5,233.08	\$4,586.16

**Price Quote For:**

Horseheads Cen Sch Dist
 Alice Learn
 1 RAIDER LN
 HORSEHEADS, NY 14845-2398

Subscription/MCH: Alice Learn
 Sales Representative: Marjorie Sullivan
 (marjorie_sullivan@mcgraw-hill.com)

Account Number: 385770

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Grade 1					
CORE COMPONENTS					
MUSIC 2011 GR 1 SPOTLIGHT ON MUSIC STUDENT EDITION	978-0-02-296697-3	0	\$60.99	\$0.00	\$0.00
SPOTLIGHT ON MUSIC 2011 GR 1 BIG BOOK	978-0-02-296707-9	4	\$1,517.19	\$0.00	\$6,068.76
SPOTLIGHT ON MUSIC AUDIO CD PACKAGE GRADE 1	978-0-02-296805-2	4	\$619.56	\$0.00	\$2,478.24
SPOTLIGHT ON MUSIC NATIONAL TEACHER EDITION PACKAGE GRADE 1	978-0-02-102987-7	4	\$186.21	\$744.84	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 1 TEACHER'S EDITION	978-0-02-296709-3	0	\$108.18	\$0.00	\$0.00
MUSIC 2005 GR 1 MUSIC PIANO ACCOMPANIMENT	978-0-02-295856-5	0	\$86.67	\$0.00	*Free Materials
MUSIC 2005 GRADE 1 SPOTLIGHT ON MUSIC GRADE LEVEL DVD	978-0-02-296126-8	0	\$59.76	\$0.00	\$0.00
CORE COMPONENTS Subtotal:				\$744.84	\$8,547.00

TEACHER RESOURCES					
SPOTLIGHT ON MUSIC NATIONAL TEACHER RESOURCE PACKAGE GRADE 1	978-0-02-102996-9	4	\$221.22	\$884.88	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 1 TEACHER'S RESOURCE MASTERS	978-0-02-296719-2	0	\$116.22	\$0.00	*Free Materials
MUSIC 2005 GR 1 SPOTLIGHT ON ORFF ORCHESTRATIONS	978-0-02-295864-0	0	\$25.80	\$0.00	\$0.00
TEACHER RESOURCES Subtotal:				\$884.88	\$0.00

TECHNOLOGY					
SPOTLIGHT ON MUSIC 2011 GR 1 ELECTRONIC STUDENT EDITION	978-0-02-296736-9	4	\$1,517.19	\$6,068.76	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 1 TEACHERWORKS PLUS	978-0-02-296745-1	4	\$432.69	\$1,730.76	*Free Materials

**Price Quote For:**

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
SPOTLIGHT ON MUSIC INTERACTIVE LISTENING MAPS PACKAGE GRADE 1	978-0-02-103005-7	4	\$114.12	\$456.48	*Free Materials
MUSIC 2005 GRADE 1 SPOTLIGHT ON MUSIC GLOBAL VOICES SALES DVD	978-0-02-296291-3	0	\$85.59	\$0.00	\$0.00
MUSIC 2005 GRADE 1 SPOTLIGHT ON MUSIC GLOBAL VOICES FWO DVD	978-0-02-296115-2	4	\$85.59	\$342.36	*Free Materials
TECHNOLOGY Subtotal:				\$8,598.36	\$0.00

Spotlight on MIDI					
MUSIC 2005 GR 1 SPOTLIGHT ON MIDI CD ROM	978-0-02-295842-8	0	\$131.31	\$0.00	\$0.00
MUSIC 2005 GRADE 1 SOM MIDI 5 SITE LICENSE	978-0-02-296336-1	0	\$459.09	\$0.00	\$0.00
MUSIC 2005 GRADE 1 SOM MIDI 30 SITE LICENSE	978-0-02-296344-6	0	\$2,227.08	\$0.00	\$0.00
Spotlight on MIDI Subtotal:				\$0.00	\$0.00

Grade 1 Subtotal: \$10,228.08 \$8,547.00

**Price Quote For:**

Horseheads Cen Sch Dist
 Alice Learn
 1 RAIDER LN
 HORSEHEADS, NY 14845-2398

Subscription/MCH: Alice Learn
 Sales Representative: Marjorie Sullivan
 (marjorie_sullivan@mcgraw-hill.com)

Account Number: 385770

Site Number: 432231

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Grade 2					
CORE COMPONENTS					
MUSIC 2011 GR 2 SPOTLIGHT ON MUSIC STUDENT EDITION	978-0-02-296698-0	120	\$65.55	\$0.00	\$7,866.00
SPOTLIGHT ON MUSIC AUDIO CD PACKAGE GRADE 2	978-0-02-296806-9	4	\$676.77	\$0.00	\$2,707.08
SPOTLIGHT ON MUSIC NATIONAL TEACHER EDITION PACKAGE GRADE 2	978-0-02-102988-4	4	\$215.28	\$861.12	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 2 TEACHER'S EDITION	978-0-02-296711-6	0	\$125.91	\$0.00	\$0.00
MUSIC 2005 GR 2 MUSIC PIANO ACCOMPANIMENTS	978-0-02-295857-2	0	\$100.08	\$0.00	*Free Materials
MUSIC 2005 GRADE 2 SPOTLIGHT ON MUSIC GRADE LEVEL DVD	978-0-02-296127-5	0	\$59.76	\$0.00	\$0.00
CORE COMPONENTS Subtotal:				\$861.12	\$10,573.08

TEACHER RESOURCES					
SPOTLIGHT ON MUSIC NATIONAL TEACHER RESOURCE PACKAGE GRADE 2	978-0-02-102997-6	4	\$318.21	\$1,272.84	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 2 TEACHER'S RESOURCE MASTERS	978-0-02-296720-8	0	\$116.22	\$0.00	*Free Materials
MUSIC 2005 GR 2 SPOTLIGHT ON READING MUSIC TRANSPARENCIES	978-0-02-296052-0	0	\$92.58	\$0.00	\$0.00
MUSIC 2005 GR 2 SPOTLIGHT ON ORFF ORCHESTRATIONS	978-0-02-295865-7	0	\$25.80	\$0.00	\$0.00
TEACHER RESOURCES Subtotal:				\$1,272.84	\$0.00

TECHNOLOGY					
SPOTLIGHT ON MUSIC 2011 GR 2 ELECTRONIC STUDENT EDITION	978-0-02-296737-6	4	\$1,633.23	\$6,532.92	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 2 TEACHERWORKS PLUS	978-0-02-296746-8	4	\$432.69	\$1,730.76	*Free Materials

**Price Quote For:**

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 1 RAIDER LN
 HORSEHEADS, NY 14845-2398

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
SPOTLIGHT ON MUSIC INTERACTIVE LISTENING MAPS PACKAGE GRADE 2	978-0-02-103006-4	4	\$114.12	\$456.48	*Free Materials
MUSIC 2005 GRADE 2 SPOTLIGHT ON MUSIC GLOBAL VOICES SALES DVD	978-0-02-296292-0	0	\$85.59	\$0.00	\$0.00
MUSIC 2005 GRADE 2 SPOTLIGHT ON MUSIC GLOBAL VOICES FWO DVD	978-0-02-296116-9	0	\$85.59	\$0.00	*Free Materials
TECHNOLOGY Subtotal:				\$8,720.16	\$0.00

<u>Spotlight on MIDI</u>					
MUSIC 2005 GR 2 SPOTLIGHT ON MIDI CD ROM	978-0-02-295843-5	0	\$131.31	\$0.00	\$0.00
MUSIC 2005 GRADE 2 SOM MIDI 5 SITE LICENSE	978-0-02-296337-8	0	\$459.09	\$0.00	\$0.00
MUSIC 2005 GRADE 2 SOM MIDI 30 SITE LICENSE	978-0-02-296345-3	0	\$2,227.08	\$0.00	\$0.00
Spotlight on MIDI Subtotal:				\$0.00	\$0.00

Grade 2 Subtotal: \$10,854.12 \$10,573.08

The McGraw-Hill Companies



School Education Group

Price Quote For:

Horseheads Cen Sch Dist
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 HORSEHEADS, NY 14845-2398

Subscription/MCH: Alice Learn

Sales Representative: Marjorie Sullivan
 (marjorie_sullivan@mcgraw-hill.com)

Account Number: 385770

Site Number: 432231

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**Shipping and handling charges are not included in the quote total. Actual shipping and handling charges will be applied at time of order. Taxes are not included in the quote total. If applicable, actual tax charges will be applied at time of order.

Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Grade 3					
CORE COMPONENTS					
MUSIC 2011 GR 3 SPOTLIGHT ON MUSIC STUDENT EDITION	978-0-02-296699-7	120	\$65.55	\$0.00	\$7,866.00
SPOTLIGHT ON MUSIC AUDIO CD PACKAGE GRADE 3	978-0-02-296807-6	4	\$699.06	\$0.00	\$2,796.24
SPOTLIGHT ON MUSIC NATIONAL TEACHER EDITION PACKAGE GRADE 3	978-0-02-102989-1	4	\$215.28	\$861.12	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 3 TEACHER'S EDITION	978-0-02-296712-3	0	\$125.91	\$0.00	\$0.00
MUSIC 2005 GR 3 MUSIC PIANO ACCOMPANIMENTS	978-0-02-295858-9	0	\$100.08	\$0.00	*Free Materials
MUSIC 2005 GRADE 3 SPOTLIGHT ON MUSIC GRADE LEVEL DVD	978-0-02-296128-2	0	\$59.76	\$0.00	\$0.00
CORE COMPONENTS Subtotal:				\$861.12	\$10,662.24

TEACHER RESOURCES					
SPOTLIGHT ON MUSIC NATIONAL TEACHER RESOURCE PACKAGE GRADE 3	978-0-02-102998-3	4	\$318.21	\$1,272.84	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 3 TEACHER'S RESOURCE MASTERS	978-0-02-296721-5	0	\$116.22	\$0.00	\$0.00
MUSIC 2005 GR 3 SPOTLIGHT ON READING MUSIC TRANSPARENCIES	978-0-02-296053-7	0	\$92.58	\$0.00	\$0.00
MUSIC 2005 GR 3 SPOTLIGHT ON ORFF ORCHESTRATIONS	978-0-02-295866-4	0	\$25.80	\$0.00	\$0.00
MUSIC 2005 GRADE 3-4 SPOLIGHT ON RECORDER BLACKLINE MASTERS	978-0-02-295824-4	0	\$25.80	\$0.00	*Free Materials
TEACHER RESOURCES Subtotal:				\$1,272.84	\$0.00

TECHNOLOGY					
SPOTLIGHT ON MUSIC 2011 GR 3 ELECTRONIC STUDENT EDITION	978-0-02-296738-3	4	\$1,633.23	\$6,532.92	*Free Materials

**Price Quote For:**

Horseheads Cen Sch Dist
 Alice Learn
 1 RAIDER LN
 HORSEHEADS, NY 14845-2398

Subscription/MCH: Alice Learn
 Sales Representative: Marjorie Sullivan
 (marjorie_sullivan@mcgraw-hill.com)

Account Number: 385770

Site Number: 432231

* Price firm for 30 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
SPOTLIGHT ON MUSIC 2011 GR 3 TEACHERWORKS PLUS	978-0-02-296747-5	4	\$432.69	\$1,730.76	*Free Materials
SPOTLIGHT ON MUSIC INTERACTIVE LISTENING MAPS PACKAGE GRADE 3	978-0-02-103007-1	4	\$114.12	\$456.48	*Free Materials
MUSIC 2005 GRADE 3 SPOTLIGHT ON MUSIC GLOBAL VOICES SALES DVD	978-0-02-296293-7	0	\$85.59	\$0.00	\$0.00
MUSIC 2005 GRADE 3 SPOTLIGHT ON MUSIC GLOBAL VOICES FWO DVD	978-0-02-296117-6	4	\$85.59	\$342.36	*Free Materials
TECHNOLOGY Subtotal:				\$9,062.52	\$0.00

<i>Spotlight on MIDI</i>					
MUSIC 2005 GR 3 SPOTLIGHT ON MIDI CD ROM	978-0-02-295844-2	0	\$131.31	\$0.00	\$0.00
MUSIC 2005 GRADE 3 SOM MIDI 5 SITE LICENSE	978-0-02-296338-5	0	\$459.09	\$0.00	\$0.00
MUSIC 2005 GRADE 3 SOM MIDI 30 SITE LICENSE	978-0-02-296346-0	0	\$2,227.08	\$0.00	\$0.00
Spotlight on MIDI Subtotal:				\$0.00	\$0.00

Grade 3 Subtotal: \$11,196.48 \$10,662.24

The McGraw-Hill Companies

**School Education Group****Price Quote For:**

Horseheads Cen Sch Dist
Alice Learn
1 RAIDER LN
HORSEHEADS, NY 14845-2398

Subscription/MCH: Alice Learn
Sales Representative: Marjorie Sullivan
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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
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VALUE OF ALL MATERIALS	\$71,880.24
FREE MATERIALS	(\$37,511.76)
PRODUCT TOTAL*	\$34,368.48
ESTIMATED SHIPPING & HANDLING**	TBD
ESTIMATED TAX**	TBD
GRAND TOTAL	\$34,368.48

Comments:

School Purchase Order Number:

Name of School Official (Please Print)

Signature of School Official

**Price Quote For:**

Horseheads Cen Sch Dist

Alice Learn

1 RAIDER LN

HORSEHEADS, NY 14845-2398

Subscription/MCH: Alice Learn

Account Number: 385770

Site Number: 432231

Section Summary	Value of All Materials	Free Materials	Product Subtotal
Grade 4	\$21,975.60	(\$11,196.48)	\$10,779.12
Grade 5	\$11,537.22	(\$5,886.96)	\$5,650.26
Grade 6	\$11,630.04	(\$5,886.96)	\$5,743.08

VALUE OF ALL MATERIALS	\$45,142.86
FREE MATERIALS	(\$22,970.40)
PRODUCT TOTAL*	\$22,172.46
ESTIMATED SHIPPING & HANDLING**	TBD
ESTIMATED TAX**	TBD
GRAND TOTAL*	\$22,172.46

* Price firm for 30 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

**Shipping and handling charges are not included in the quote total. Actual shipping and handling charges will be applied at time of order. Taxes are not included in the quote total. If applicable, actual tax charges will be applied at time of order.

Comments:

2012-13 Purchase

Marjorie Sullivan**Sales Representative**

Email: marjorie_sullivan@mcgraw-hill.com

**Price Quote For:**

Horseheads Cen Sch Dist

Alice Learn

1 RAIDER LN

HORSEHEADS, NY 14845-2398

Subscription/MCH: Alice Learn

Sales Representative: Marjorie Sullivan

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Grade 4					
CORE COMPONENTS					
MUSIC 2011 GR 4 SPOTLIGHT ON MUSIC STUDENT EDITION	978-0-02-296701-7	120	\$65.55	\$0.00	\$7,866.00
SPOTLIGHT ON MUSIC AUDIO CD PACKAGE GRADE 4	978-0-02-296808-3	4	\$728.28	\$0.00	\$2,913.12
SPOTLIGHT ON MUSIC NATIONAL TEACHER EDITION PACKAGE GRADE 4	978-0-02-102990-7	4	\$215.28	\$861.12	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 4 TEACHER'S EDITION	978-0-02-296713-0	0	\$125.91	\$0.00	\$0.00
MUSIC 2005 GR 4 MUSIC PIANO ACCOMPANIMENTS	978-0-02-295859-6	0	\$100.08	\$0.00	\$0.00
MUSIC 2005 GRADE 4 SPOTLIGHT ON MUSIC GRADE LEVEL DVD	978-0-02-296129-9	0	\$59.76	\$0.00	\$0.00
CORE COMPONENTS Subtotal:				\$861.12	\$10,779.12

TEACHER RESOURCES					
SPOTLIGHT ON MUSIC NATIONAL TEACHER RESOURCE PACKAGE GRADE 4	978-0-02-102999-0	4	\$318.21	\$1,272.84	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 4 TEACHER'S RESOURCE MASTERS	978-0-02-296722-2	0	\$116.22	\$0.00	\$0.00
MUSIC 2005 GR 4 SPOTLIGHT ON READING MUSIC TRANSPARENCIES	978-0-02-296054-4	0	\$92.58	\$0.00	\$0.00
MUSIC 2005 GR 4 SPOTLIGHT ON ORFF ORCHESTRATIONS	978-0-02-295867-1	0	\$25.80	\$0.00	\$0.00
MUSIC 2005 GRADE 3-4 SPOLIGHT ON RECORDER BLACKLINE MASTERS	978-0-02-295824-4	0	\$25.80	\$0.00	*Free Materials
TEACHER RESOURCES Subtotal:				\$1,272.84	\$0.00

TECHNOLOGY					
SPOTLIGHT ON MUSIC 2011 GR 4 ELECTRONIC STUDENT EDITION	978-0-02-296739-0	4	\$1,633.23	\$6,532.92	*Free Materials

**Price Quote For:**

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 1 RAIDER LN
 HORSEHEADS, NY 14845-2398

Subscription/MCH: Alice Learn

Sales Representative: Marjorie Sullivan
 (marjorie_sullivan@mcgraw-hill.com)

Account Number: 385770

Site Number: 432231

* Price firm for 30 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
SPOTLIGHT ON MUSIC 2011 GR 4 TEACHERWORKS PLUS	978-0-02-296748-2	4	\$432.69	\$1,730.76	*Free Materials
SPOTLIGHT ON MUSIC INTERACTIVE LISTENING MAPS PACKAGE GRADE 4	978-0-02-103008-8	4	\$114.12	\$456.48	*Free Materials
MUSIC 2005 GRADE 4 SPOTLIGHT ON MUSIC GLOBAL VOICES SALES DVD	978-0-02-296294-4	0	\$85.59	\$0.00	\$0.00
MUSIC 2005 GRADE 4 SPOTLIGHT ON MUSIC GLOBAL VOICES FWO DVD	978-0-02-296118-3	4	\$85.59	\$342.36	*Free Materials
TECHNOLOGY Subtotal:				\$9,062.52	\$0.00

Spotlight on MIDI					
MUSIC 2005 GR 4 SPOTLIGHT ON MIDI CD ROM	978-0-02-295845-9	0	\$131.31	\$0.00	\$0.00
MUSIC 2005 GRADE 4 SOM MIDI 5 SITE LICENSE	978-0-02-296339-2	0	\$459.09	\$0.00	\$0.00
MUSIC 2005 GRADE 4 SOM MIDI 30 SITE LICENSE	978-0-02-296347-7	0	\$2,227.08	\$0.00	\$0.00
Spotlight on MIDI Subtotal:				\$0.00	\$0.00

Grade 4 Subtotal: \$11,196.48 \$10,779.12

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Grade 5					
CORE COMPONENTS					
MUSIC 2011 GR 5 SPOTLIGHT ON MUSIC STUDENT EDITION	978-0-02-296702-4	60	\$69.81	\$0.00	\$4,188.60
SPOTLIGHT ON MUSIC AUDIO CD PACKAGE GRADE 5	978-0-02-296809-0	2	\$730.83	\$0.00	\$1,461.66
SPOTLIGHT ON MUSIC NATIONAL TEACHER EDITION PACKAGE GRADE 5	978-0-02-102991-4	2	\$238.95	\$477.90	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 5 TEACHER'S EDITION	978-0-02-296714-7	0	\$140.49	\$0.00	\$0.00
MUSIC 2005 GR 5 MUSIC PIANO ACCOMPANIMENT	978-0-02-295860-2	0	\$110.88	\$0.00	\$0.00
MUSIC 2005 GRADE 5 SPOTLIGHT ON MUSIC GRADE LEVEL DVD	978-0-02-296131-2	0	\$59.76	\$0.00	\$0.00
CORE COMPONENTS Subtotal:				\$477.90	\$5,650.26

TEACHER RESOURCES					
SPOTLIGHT ON MUSIC NATIONAL TEACHER RESOURCE PACKAGE GRADE 5	978-0-02-103000-2	2	\$329.37	\$658.74	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 5 TEACHER'S RESOURCE MASTERS	978-0-02-296723-9	0	\$116.22	\$0.00	\$0.00
MUSIC 2005 GR 5 SPOTLIGHT ON READING MUSIC TRANSPARENCIES	978-0-02-296055-1	0	\$92.58	\$0.00	\$0.00
MUSIC 2005 GR 5 SPOTLIGHT ON ORFF ORCHESTRATIONS	978-0-02-295868-8	0	\$27.45	\$0.00	\$0.00
MUSIC 2005 GRADE 5-6 SPOTLIGHT ON RECORDER BLACKLINE MASTERS	978-0-02-295826-8	0	\$25.80	\$0.00	\$0.00
TEACHER RESOURCES Subtotal:				\$658.74	\$0.00

TECHNOLOGY					
SPOTLIGHT ON MUSIC 2011 GR 5 ELECTRONIC STUDENT EDITION	978-0-02-296740-6	2	\$1,742.76	\$3,485.52	*Free Materials

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
SPOTLIGHT ON MUSIC 2011 GR 5 TEACHERWORKS PLUS	978-0-02-296749-9	2	\$432.69	\$865.38	*Free Materials
SPOTLIGHT ON MUSIC INTERACTIVE LISTENING MAPS PACKAGE GRADE 5	978-0-02-103009-5	2	\$114.12	\$228.24	*Free Materials
MUSIC 2005 GRADE 5 SPOTLIGHT ON MUSIC GLOBAL VOICES SALES DVD	978-0-02-296295-1	0	\$85.59	\$0.00	\$0.00
MUSIC 2005 GRADE 5 SPOTLIGHT ON MUSIC GLOBAL VOICES FWO DVD	978-0-02-296119-0	2	\$85.59	\$171.18	*Free Materials
TECHNOLOGY Subtotal:				\$4,750.32	\$0.00

<u>Spotlight on MIDI</u>					
MUSIC 2005 GR 5 SPOTLIGHT ON MIDI CD ROM	978-0-02-295846-6	0	\$131.31	\$0.00	\$0.00
MUSIC 2005 GRADE 5 SOM MIDI 5 SITE LICENSE	978-0-02-296341-5	0	\$459.09	\$0.00	\$0.00
MUSIC 2005 GRADE 5 SOM MIDI 30 SITE LICENSE	978-0-02-296348-4	0	\$2,227.08	\$0.00	\$0.00
Spotlight on MIDI Subtotal:				\$0.00	\$0.00

Grade 5 Subtotal: \$5,886.96 \$5,650.26

The McGraw-Hill Companies



School Education Group

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Grade 6					
CORE COMPONENTS					
MUSIC 2011 GR 6 SPOTLIGHT ON MUSIC STUDENT EDITION	978-0-02-296703-1	60	\$69.81	\$0.00	\$4,188.60
SPOTLIGHT ON MUSIC AUDIO CD PACKAGE GRADE 6	978-0-02-296811-3	2	\$777.24	\$0.00	\$1,554.48
SPOTLIGHT ON MUSIC NATIONAL TEACHER EDITION PACKAGE GRADE 6	978-0-02-102992-1	2	\$238.95	\$477.90	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 6 TEACHER'S EDITION	978-0-02-296715-4	0	\$140.49	\$0.00	\$0.00
MUSIC 2005 GR 6 MUSIC PIANO ACCOMPANIMENT	978-0-02-295861-9	0	\$110.88	\$0.00	\$0.00
MUSIC 2005 GRADE 6 SPOTLIGHT ON MUSIC GRADE LEVEL DVD	978-0-02-296132-9	0	\$59.76	\$0.00	\$0.00
CORE COMPONENTS Subtotal:				\$477.90	\$5,743.08

TEACHER RESOURCES					
SPOTLIGHT ON MUSIC NATIONAL TEACHER RESOURCE PACKAGE GRADE 6	978-0-02-103001-9	2	\$329.37	\$658.74	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 6 TEACHER'S RESOURCE MASTERS	978-0-02-296724-6	0	\$116.22	\$0.00	\$0.00
MUSIC 2005 GR 6 SPOTLIGHT ON READING MUSIC TRANSPARENCIES	978-0-02-296056-8	0	\$92.58	\$0.00	\$0.00
MUSIC 2005 GR 6 SPOTLIGHT ON ORFF ORCHESTRATIONS	978-0-02-295869-5	0	\$27.45	\$0.00	\$0.00
MUSIC 2005 GRADE 6-8 SPOTLIGHT ON GUITAR MASTER BOOK	978-0-02-295823-7	0	\$25.80	\$0.00	\$0.00
MUSIC 2005 GRADE 5-6 SPOTLIGHT ON RECORDER BLACKLINE MASTERS	978-0-02-295826-8	0	\$25.80	\$0.00	\$0.00
TEACHER RESOURCES Subtotal:				\$658.74	\$0.00

TECHNOLOGY

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
SPOTLIGHT ON MUSIC 2011 GR 6 ELECTRONIC STUDENT EDITION	978-0-02-296741-3	2	\$1,742.76	\$3,485.52	*Free Materials
SPOTLIGHT ON MUSIC 2011 GR 6 TEACHERWORKS PLUS	978-0-02-296750-5	2	\$432.69	\$865.38	*Free Materials
SPOTLIGHT ON MUSIC INTERACTIVE LISTENING MAPS PACKAGE GRADE 6	978-0-02-103010-1	2	\$114.12	\$228.24	*Free Materials
MUSIC 2005 GRADE 6 SPOTLIGHT ON MUSIC GLOBAL VOICES SALES DVD	978-0-02-296296-8	0	\$85.59	\$0.00	\$0.00
MUSIC 2005 GRADE 6 SPOTLIGHT ON MUSIC GLOBAL VOICES FWO DVD	978-0-02-296121-3	2	\$85.59	\$171.18	*Free Materials
MUSIC 2005 GR 6 SPOTLIGHT ON MIDI CD ROM	978-0-02-295847-3	0	\$131.31	\$0.00	\$0.00
MUSIC 2005 GRADE 6 SOM MIDI 5 SITE LICENSE	978-0-02-296342-2	0	\$459.09	\$0.00	\$0.00
MUSIC 2005 GRADE 6 SOM MIDI 30 SITE LICENSE	978-0-02-296349-1	0	\$2,227.50	\$0.00	\$0.00
TECHNOLOGY Subtotal:				\$4,750.32	\$0.00
Grade 6 Subtotal:				\$5,886.96	\$5,743.08

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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
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VALUE OF ALL MATERIALS	\$45,142.86
FREE MATERIALS	(\$22,970.40)
PRODUCT TOTAL*	\$22,172.46
ESTIMATED SHIPPING & HANDLING**	TBD
ESTIMATED TAX**	TBD
GRAND TOTAL	\$22,172.46

Comments:

School Purchase Order Number:

Name of School Official (Please Print)

Signature of School Official