Finance Committee Meeting

June 2, 2022



Agenda

- Board Agenda Items
 - MBIT Budget-reviewed at May FINCOM-No changes
 - Insurance Renewal-reviewed at May FINCOM-No changes
 - Security upgrades proposals reviewed at multiple FACCOM meetings
 - Council Rock North and South Senior Trip
 - Approval of Cooperative Purchasing
- Discussion/Informational Items
 - Food Service Update Audit Review
 - Transportation Update Bus Patrol Initiative
 - Cornerstone Update Earnings estimates for 22-23
 - Professional Substitute Rate Increase Review
 - General Fund Budget Update Board Questions Answered



Board agenda item:

MBIT 22-23 Budget



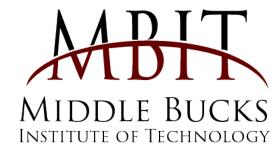
MBIT 2022-2023 Budget

Budget approved by MBIT Joint Operating Committee on May 9 Reviewed by CR FINCOM on May 12

Original CR Share: \$1,916,279

• Revised amount: \$1,932,814

• Increase: \$16,540 (already in Final Budget)



"Preparing tomorrow's workforce today"



Board agenda item:

Insurance Renewal



Insurance Premium Costs

Reviewed by CR FINCOM on May 12

Aggregate coverage cost 2021-22: \$1,067,198

• As proposed 22-23: \$1,097,295

 Coverages include: upgraded student accident, machinery/boiler, cyber crime, general property/liability, automobile, Workmen's Compensation, etc.

Optional coverages declined

COUNCIL ROCK SCHOOL DISTRICT

PREMIUM SUMMARY

A XI (Excellent) Commercial General Liability. Crime & Law Enforcement CM Regent/PSBA A XI (Excellent) Business Automobile 3 CM Regent/PSBA A XI (Excellent) \$ 28,016 \$ 29,193 \$ 22,03 A; XI (Excellent) \$ 28,016 \$ 29,193 \$ 22,03 A; XI (Excellent) \$ 24,687 \$ 25,611 \$ 23,53 A; XI (Excellent) \$ 5 chool Leaders Legal Liability CM Regent/PSBA A; XI (Excellent) \$ 4 cm Regent/PSBA A; XI (Excellent) \$ 4 cm Regent/PSBA A; XI (Excellent) \$ 5 chool Leaders Legal Liability CM Regent/PSBA A; XI (Excellent) \$ 5 chool Leaders Legal Liability CM Regent/PSBA A; XI (Excellent) \$ 6 cm Regent/PSBA A; XI (Excellent) \$ 1 cm Regent/PSBA A; XI (Excellent) A; XI (Exc	COUNCIL ROCK SCHOOL DISTRICT PROPERTY & CASUALTY INSURANCE	RENEWAL PROGRAM		
Line of Coverage Insurance Company Am Best Rating as of 5/4/22 7/1/2021 - 22 7/1/202	[A]	[B]	(c)	[D]
1 CM Regent/PSBA \$ 252,152 \$ 349,866 \$ 298,62 A; XI (Excellent) \$ 75,067 \$ 77,509 \$ 55,10 Commercial General Liability, Crime & Law Enforcement A; XI (Excellent) \$ 75,067 \$ 77,509 \$ 55,10 Business Automobile \$ 28,016 \$ 29,193 \$ 22,03 CMR egent/PSBA A; XI (Excellent) \$ 24,687 \$ 25,611 \$ 23,57 4 CM Regent/PSBA A; XI (Excellent) \$ 446,667 \$ 69,483 \$ 69,76 5 School Leaders Legal Liability \$ 66,244 \$ 69,483 \$ 69,76 6 CM Regent/PSBA A; XI (Excellent) \$ 446,166 \$ 551,662 \$ 469,00 5 Student Accident \$ 24,971 \$ 24,971 \$ 30,44 6 Zurich Ins Co \$ 24,971 \$ 24,971 \$ 30,44 A; XV (Superior) \$ 175 \$ 175 \$ 17 8 Bond - Jason Harris \$ 175 \$ 175 \$ 17 1 (1/8/21-22) \$ 175 \$ 175 \$ 15 2 Zurich Ins Co \$ 159 \$ 159 \$ 159 3 Employee Dishonesty Bond \$ 9,421 \$ 9,421 \$ 9,54 4 Cyber Liability \$ 8,096 \$ 11,989 <	Insurance Company	Costs 7/1/2021 - 22	Costs	Costs 7/1/2022 - 23
2 Crime & Law Enforcement CM Regent/PSBA A, XI (Excellent) Business Automobile Business Automobile CM Regent/PSBA A; XI (Excellent) Excess Liability CM Regent/PSBA A; XI (Excellent) Excess Liability CM Regent/PSBA A; XI (Excellent) Sub-Total Sub-To	1 CM Regent/PSBA	\$ 252,152	\$ 349,866	\$ 298,625
3 CM Regent/PSBA A; XI (Excellent) Excess Liability CM Regent/PSBA A; XI (Excellent) School Leaders Legal Liability CM Regent/PSBA A; XI (Excellent) School Leaders Legal Liability CM Regent/PSBA A; XI (Excellent) Sub-Total Sub	2 Crime & Law Enforcement CM Regent/PSBA	\$ 75,067	\$ 77,509	\$ 55,106
4 CM Regent/PSBA A; XI (Excellent) 5 CM Regent/PSBA A; XI (Excellent) 6 CM Regent/PSBA A; XI (Excellent) 7 CM Regent/PSBA A; XI (Excellent) 7 CM Regent/PSBA A; XI (Excellent) 7 CM Regent/PSBA A; XI (Excellent) 8 CM Regent/PSBA A; XI (Excellent) 9 CM Regent/PSBA A; XI (Excellent) 10 CM Regent/PSBA A; XI (Excel	3 CM Regent/PSBA	\$ 28,016	\$ 29,193	\$ 22,030
Sub-Total Sub-	4 CM Regent/PSBA	\$ 24,687	\$ 25,611	\$ 23,579
Student Accident Student Accident Student Accident Student In Sco	5 CM Regent/PSBA	\$ 66,244	\$ 69,483	\$ 69,703
6 Zurich Ins Co A+; XV (Superior) Bond - Jason Harris (11/8/21-22) Zurich Ins Co A+; XV (Superior) 8 Dond - Donna Heverly Zurich Ins Co A+; XV (Superior) 8 Employee Dishonesty Bond Zurich Ins Co A+; XV (Superior) Equipment Breakdown Travelers A++; XV (Superior) Cyber Liability ACE American Ins Co/PSBA A+; XV (Superior) Pollution Liability Ironshore Specialty Ins Co/Liberty Mutual A; XV (Excellent) Workers Compensation CM Regent/PSBA A; XI (Excellent) S 24,971 \$ 24,971 \$ 30,444 \$ 31,971 \$ 30,444 \$ 31,971 \$ 30,444 \$ 31,971 \$ 30,444 \$ 32,500 \$ 2,500 \$ 2,500 \$ 2,500	Sub-Total	\$ 446,166	\$ 551,662	\$ 469,043
Table Travelers Traveler	6 Zurich Ins Co	\$ 24,971	\$ 24,971	\$ 30,465
8 Zurich Ins Co A+; XV (Superior) 9 Employee Dishonesty Bond Zurich Ins Co A+; XV (Superior) 5 9,421 \$ 9,421 \$ 9,54 Equipment Breakdown Travelers A++; XV (Superior) Cyber Liability ACE American Ins Co/PSBA A++; XV (Superior) \$ 41,268 \$ 41,978 \$ 49,66 A++; XV (Superior) \$ 34,444 \$ 34,44 \$ 34,75 A++; XV (Excellent) \$ 499,998 \$ 483,943 \$ 487,33 2,500 \$ 2,500 \$ 2,500	7 (11/8/21-22) Zurich Ins Co	\$ 175	\$ 175	\$ 175
9 Zurich Ins Co A+; XV (Superior) Equipment Breakdown Travelers A++; XV (Superior) Cyber Liability 11 ACE American Ins Co/PSBA A++; XV (Superior) Pollution Liability Ironshore Specialty Ins Co/Liberty Mutual A; XV (Excellent) Workers Compensation CM Regent/PSBA A; XI (Excellent) Foreign Liability Foreign Liability 14 ACE American Insurance Company A++; XV (Superior) \$ 9,421 \$ 9,54 9,54 9,54 9,54 9,54 9,54 9,54 11,989 \$ 13,66 41,978 \$ 49,65 49,65 41,978 \$ 49,65 49,65 49,65 49,65 49,65 49,65 49,65 49,65 483,943 \$ 483,943 \$ 487,35 487,35	8 Zurich Ins Co	\$ 159	\$ 159	\$ 159
10 Travelers	9 Zurich Ins Co	\$ 9,421	\$ 9,421	\$ 9,542
11 ACE American Ins Co/PSBA	10 Travelers	\$ 8,096	\$ 11,989	\$ 13,606
12 Ironshore Specialty Ins Co/Liberty Mutual A; XV (Excellent) \$ 34,444 \$ 34,75 Workers Compensation CM Regent/PSBA A; XI (Excellent) \$ 499,998 \$ 483,943 \$ 487,31 Foreign Liability ACE American Insurance Company A++; XV (Superior) \$ 2,500 \$ 2,500 \$	11 ACE American Ins Co/PSBA	\$ 41,268	\$ 41,978	\$ 49,697
13 CM Regent/PSBA A; XI (Excellent) \$ 499,998 \$ 483,943 \$ 487,33 Foreign Liability ACE American Insurance Company A++; XV (Superior) \$ 2,500 \$ 2,500 \$ 2,500	12 Ironshore Specialty Ins Co/Liberty Mutual			
14 ACE American Insurance Company A++; XV (Superior) \$ 2,500 \$ 2,500 \$ 2,500	13 CM Regent/PSBA	\$ 499,998	\$ 483,943	\$ 487,311
\$ 2,500 \$ 2,500 \$ 2,50	14 ACE American Insurance Company			
Grand Total S 1,067,198 S 1,161,242 S 1,097,29				

Comparison of coverage costs • Overall increase of

Overall increase of \$30,097

- Additional SF in buildings
- Added upgraded accident coverage
- Cyber liability increase

SCHOOL DISTRICT

Board agenda item:

Security Equipment Update



Security software and hardware

Total request: \$ 758,612.00

- Reviewed at previous FACCOM and Board briefing
- Paid from Capital Reserve
- Removed from 22-23 General Fund Budget
- Includes replacement of End of Life product
- Includes upgrades to hardware and software to provide better security and allow for better integration (as discussed)
- Using CoStars pricing. We received three competitive bids: 2 for a solution, 1 for another (the one we selected)
- Vendor Selected: Access Security

Board agenda item:

CR North and South HS 2023 Senior Trip



Disney Bound!

- Dates of trip:
 - North April 11-15, 2023
 - South April 11-15, 2023
- Requisite approval of contract required before committing to expense.



Board agenda item:

Cooperative Purchasing Participation



Local, National, and State Contracts

- CoSTARS
- PEPPM
- Keystone Purchasing Network
- Omnia
- E&I US GSA Schedule 70
- Sourcewell
- Buy Board

- Bucks County IU
- Capital Area IU
- Chester County IU
- Central Susquehanna IU
- Lancaster-Lebanon IU
- Catalog bids

Informational item:

Food Service Update



Review of Audit Findings

1 Finding: Related to availability of temperature logs.

2 Findings: Related to Meal counting and Claiming.

1 Finding: Related to Wellness Policy.

Some technical assistance provided on site, and overall very good audit!



Discussion item:

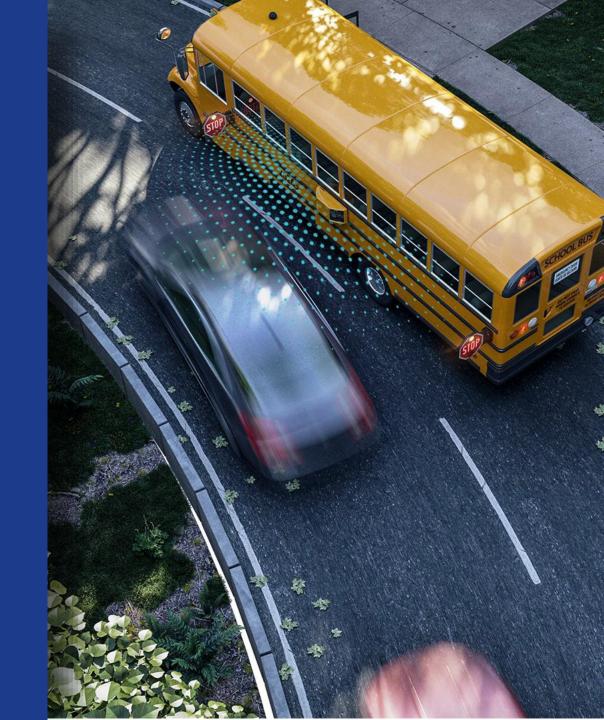
Transportation Update





Technology Powering
The World's Most Deployed
School Bus Safety Program

Industry-Leading Hardware & Software





One-Day Stop-Arm Survey



Stop-Arm Violations: A National Problem that Needs to be Addressed

130,963

School Bus Drivers



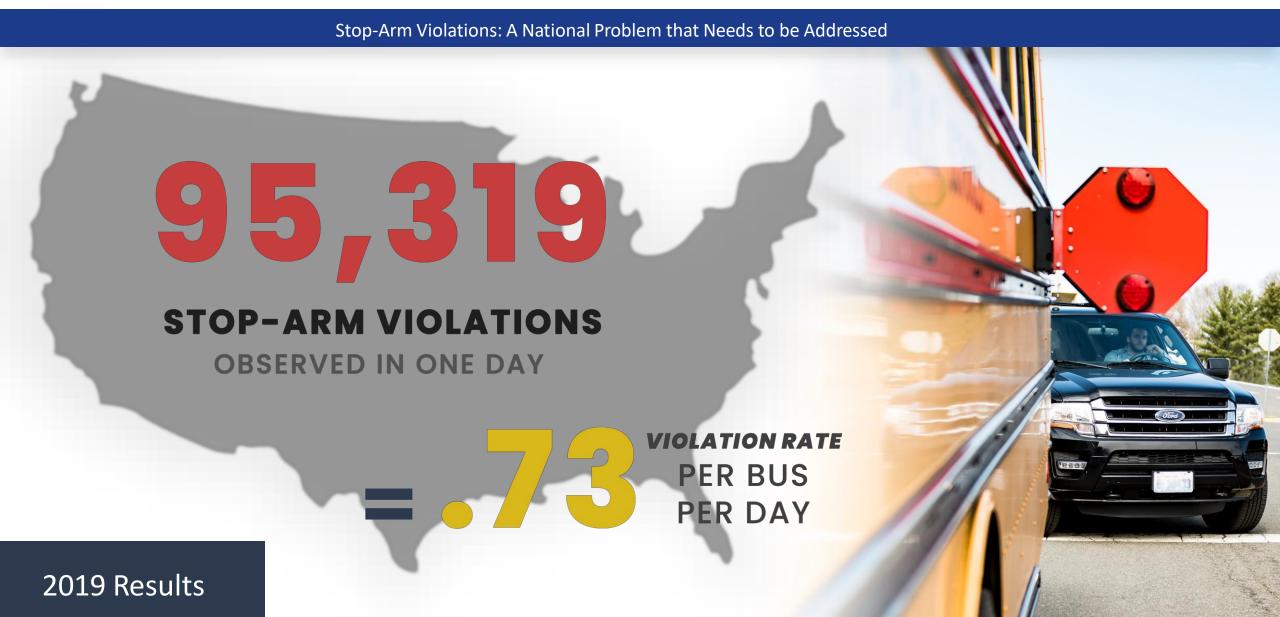
Participated Across States





One-Day Stop-Arm Survey







BUSPATROL Automated Stop-Arm Enforcement Allentown Pilot

Traditional enforcement methodology makes enforcing the law and correcting motorist behaviour an impossible feat



2019-2020 BusPatrol Pilot in Allentown PA

ONLY 47

ONLY 2

205

2.18

School Days

School Buses

CameraViolations

Avg./ Bus / Day

PA Traditional Enforcement 2018 (Year)

ALL 2018

SchoolWeeks

31,381

School Buses

667

Tickets in 2018

0.00012

Avg./ Bus / Day

https://local2Inews.com/news/local/state-police-officials-team-up-to-improve-pa-school-bus-safety

https://www.dmv.pa.gov/pages/pennsylvania-school-bus-statistics.aspx



Pennsylvania has taken the proactive steps to reduce stop-arm violations by enabling stop-arm Legislation



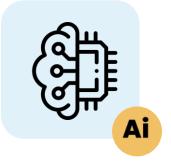






STOP-ARM TECHNOLOGY FEATURES

The stop-arm enforcement camera suite contains 3-5 high resolution cameras, optimized for performance in environments with variable weather and light conditions.



Al Assisted Technology



8 Lanes of Coverage





Variable Weather Conditions



Variable Light Conditions





4K & 180° Coverage



Anti Vibration Technology



HIGHEST STOP-ARM CAPTURING RATE





LEARN HOW OUR ENFORCEMENT PROGRAM WORKS

BUS ROUTE



Stop-arm camera activated, while bus is in operation



Overhead lights activated, bus stops and stop-arm is deployed



Stop-arm violations are identified and recorded



Video, GPS and other supporting data sent to processing center

PROCESSING & REVIEW



BusPatrol reviewers compile video and evidence package



Video and supporting evidence package sent to law enforcement



Police issue a stop-arm violation ticket

LEARN HOW OUR ENFORCEMENT PROGRAM WORKS

ENFORCEMENT & EDUCATION



Ticket is mailed to offender with website containing link to access video evidence



Driver makes payment online or at designated municipal office

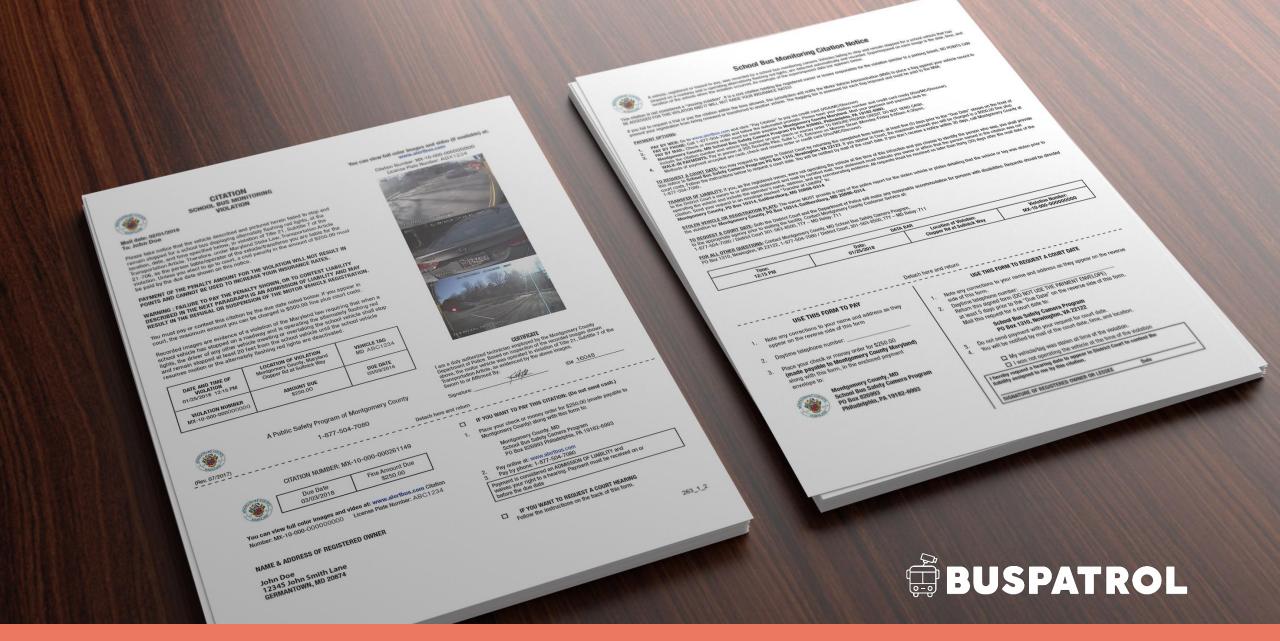


Citation revenue used to cover program expenses

Call Center Available to Educate Drivers on Road Safety and Facilitate Citation Management and Collection

*Payment options also include phone and mail, including payment plans

FULL-STOP ENFORCEMENT PROGRAM MORE THAN TECHNOLOGY



Example of Ticket Issued to Offender

Citation Management

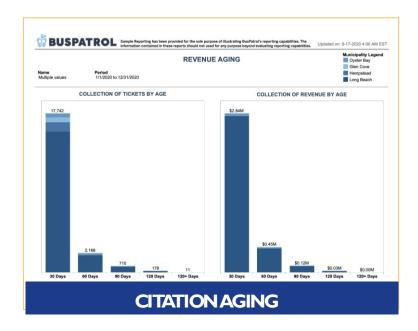
Technology-Enabled Delivery



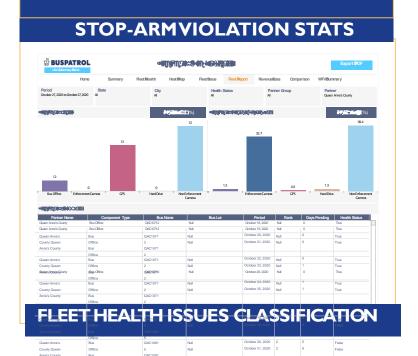
Working With BusPatrol

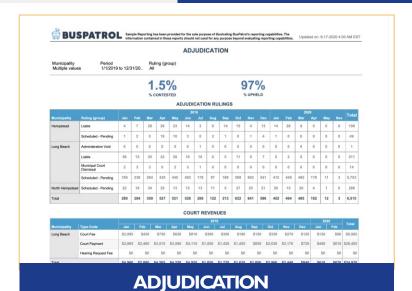


REAL-TIME ROUTE REPORTING









Modern cloud-based infrastructure delivering our underlying data model and analytics



PAID MEDIA TV Program Advertising

To reach a broader public audience, BusPatrol has produced a new video ad announcing the Nassau County program. The campaign highlights the partnernship as a national model for school health and safety technology.



POLITICAL NEWS NETWORKS









FAMILY-ORIENTED ENTERTAINMENT NETWORKS













PAID DIGITAL Digital Advertising

Targeted & Data-Driven Education Campaigns



Google Ads







EST. REACH

2 Million+

Impressions

*Ads run on desktop, mobile & Connected TVs **Ads run on desktop, mobile, tablet.



AUDIENCE TARGETING

- Car Owners (18+)
- Nassau Parents of School-Age Children
- Education Community
- School Officials & Political Influencers



TACTICS AND REACH

Tactic	# Impressions
Sight & Stream - Pre-Roll, Connected TV, Over-the-Top ¹	990,740
Display Ads ²	781,250
Facebook/IG Ads ²	250,000
Total	2,021,990









PAID MEDIA

Sponsored Content

EARNED MEDIA Public Relations

- Op-Ed pitchs / placements
- Exclusive curtain-raiser pitch to Newsday announcing the new program, how it will work, innovative technologies and health/safety benefits, and framing it as national model for school transportation safety as part of their broader school re-opening plans.
- Press release to be distributed wide to LI, NY, & national media contacts (jointly released first by Nassau and followed by BusPatrol) announcing the program launch.
- Behind-the-scenes TV exclusive with News12, BusPatrol live school bus walkthrough and demonstration of how the technology and safety program work.

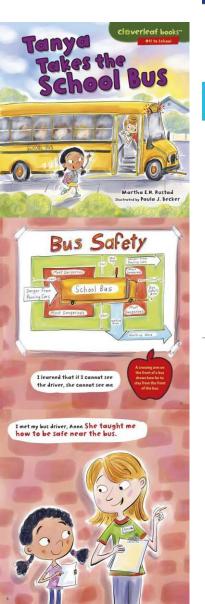












EDUCATING NASSAU'S CHILDREN

Audience

Teaching Kids about the "Danger Zone"



Parents with
Preschoolers
(2-5 Years)

- Channels
- YouTube and online video and audio platforms
- Social media targeting young parents with children
- Digital media platforms

• 3D animated children's music video addressing the "danger zone" with catchy standalone song

PSA Material Produced

• Exercise and coloring book (printable) to highlight the risks associated with the "danger zone" and how to cross safely.

Parents with Early School-Age Children (6-8), Preteens (9-12), Teenagers (13-17)

- Social media platforms
- Schools as a distribution channel
- Drivers Ed and DMV (for student drivers)

- Material for school districts to educate:
 - Presentations, videos, exercise handouts for teachers to use in classrooms.
 - Handouts for parents and PTAs.

for audio platforms.

- Email and social content for schools to share
- Social media video campaigns to educate
- Website with additional info and downloads



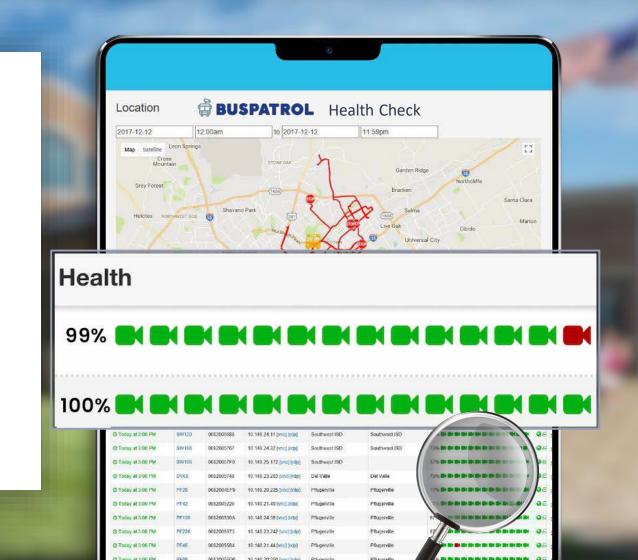
ADDITIONAL SAFETY FEATURES

The Best Hardware Demands the Best Software and Bundled Services to Support it

Partner Portal

Health Check

- Real-time overview of BusPatrol's pupil transportation technology and tools.
- Quickly review the status and functionality of cameras across your entire fleet to ensure optimal citation management.





VIOLATION REVENUE SPLIT BY PA LAW



School Bus Stop Sign Violation \$300 Total

- 1. PA School Bus Safety Grant Fund \$25
- 2. Issuing Police Entity \$25
- 3. School District Where Violation Occurs \$250

Bus Patrol Business Model

- 1. Split School District Share of Violation 60/40
- 2. "Charge" \$85 Per Bus Technology Fee
- 3. District keeps all revenue after technology fee is covered

60/40 Split Covers (\$150/\$100)

- 1. Violation review/Evidence Packet Creation
- 2. Issuance of violations
- 3. Collections/Court appearances
- 4. District Dashboard Administration
- 5. All licensing and connectivity fees

Technology Fee Covers

- 1. All Hardware
- 2. Installation & Maintenance
- 3. Replacement/Upgrades/
- 4. District Dashboard Administration
- 5. All licensing and connectivity fees

Est Monthly Rev After Split at .5 tickets per bus \$121,500



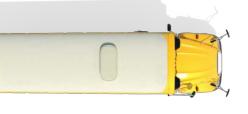
Monthly Technology Fee \$12,750



Est. Net Monthly Revenue \$108,750



FINANCIAL OVERVIEW—USING CR BUS COUNTS



135 Buses \times 0.5 TPBPD \times 18 Days = 1,215 Tickets/Mo

1,215 Tickets* X

\$250

\$303,750

\$303,750

X

40%

District Gross Share \$121,500

150 Buses

\$85

\$12,750 Total Tech Fee

\$108,750

Total Net Estimated Monthly County Revenue

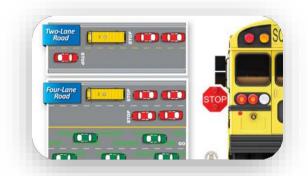


COMPLETE PROGRAM MANAGEMENT

MUCH MORE THAN HARDWARE & SOFTWARE SOLUTIONS



SOFTWARE LICENSES& Connectivity Charges



PSA & SIGNAGEAwareness Campaigns



MAINTENANCE
Hardware & Software



CUSTOMER SUPPORTViolator Education



ADJUDICATION SERVICES
Violator Support



THE MOST IMPORTANT STATISTIC:

98% OF THE VIOLATORS WHO GET A TICKET VIA THE STOP-ARM CAMERA PROGRAM DON'T ILLEGALLY PASS A SCHOOL BUS A SECOND TIME.

ONCE DRIVERS KNOW THE LAW IS BEING ENFORCED, THEY STOP

Informational item:

Cornerstone Update

Finance Committee Meeting
June 2, 2022



Earnings estimate on future holdings

Kevin Karpuk to provide slides



Discussion item:

22-23 General Fund Budget Update

Finance Committee Meeting
June 2, 2022



What has changed?

May 5, 2022 Meeting (Approved Proposed Final)

Revenue: \$258,786,628

Expense: \$259,095,435

Tax Levy assumed: 2.4%

Deficit/Surplus: \$-308,807

June 2, 2022 Meeting (Review of Changes)

Revenue: \$255,883,829

Expense: \$256,550,334

Tax Levy assumed: 0%

Deficit/Surplus: \$-666,505

SCHOOL DISTRICT

What has changed?

Revised proposed expenses for equipment and LTS salaries

Revised estimates for EIT, Interest Earnings, and assessed values

0% tax levy not recommended

Revenue: \$255,883,829

Expense: \$256,550,334

Tax Levy assumed: 0%

Deficit/Surplus: \$-666,505



Impact of 0% increase in future years

Fund Report - Projected Years by Fund

	2022 Budget	2023 Budget	2024 Projected	2025 Projected	2026 Projected	2027 Projected
Total Revenues						
■Total Revenues	\$248,789,330	\$255,883,829	\$258,362,139	\$260,437,064	\$262,532,160	\$264,262,019
Total Expenditures						
■Total Expenditures	250,153,680	255,854,395	244,400,628	249,413,594	254,879,947	259,565,692
■Debt Service	0	695,933	19,639,179	17,486,741	17,638,991	17,513,21
Total Expenditures	250,153,680	256,550,328	264,039,807	266,900,335	272,518,938	277,078,90
Operating Results						
Net Operating Result	(1,364,350)	(666,499)	(5,677,669)	(6,463,271)	(9,986,778)	(12,816,888
■Capital Inflows	0	0	1,000,000	0	0	(,,
■Capital Outflows	1,068,924	0	0	0	0	
Fund Balance						
Starting Fund Balance	32,910,365	30,477,091	29,810,592	25,132,924	18,669,653	8,682,87
Surplus/Deficit	(2,433,274)	(666, 499)	(4,677,669)	(6,463,271)	(9,986,778)	(12,816,888
Ending Fund Balance	30,477,091	29,810,592	25,132,924	18,669,653	8,682,875	(4,134,013
Transfers & Adjustments						
Transfers In	0	0	0	0	0	
■ Transfers Out	20.916.401	21,720,128	3,650,000	3,650,000	3,650,000	3,650,00
■Beginning Balance/Adjustments	0	0	0,000,000	0,000,000	0	2,000,00

Continued Deficits:

22-23: -666,499

23-24: -4,677,669

24-25: -6,463,271

25-26: -9,986,778

26-27: -12,816,888

Ending FB: -4,134,013

Recommendation: Consider 1.5% tax levy

Fund:

General Fund

Ð.

Fund Report - Projected Years by Fund

	2022 Budget	2023 Budget	2024 Projected	2025 Projected	2026 Projected	2027 Projected
Total Revenues						
■Total Revenues	\$248,789,330	\$258,418,506	\$260,899,434	\$262,976,981	\$265,074,700	\$266,807,185
Total Expenditures						
■Total Expenditures	250,153,680	255,854,395	244,400,628	249,413,594	254,879,947	259,565,692
■Debt Service	0	695,933	19,639,179	17,486,741	17,638,991	17,513,21
Total Expenditures	250,153,680	256,550,328	264,039,807	266,900,335	272,518,938	277,078,90
Operating Results						
Net Operating Result	(1,364,350)	1,868,178	(3,140,373)	(3,923,355)	(7,444,237)	(10,271,722
■Capital Inflows	0	0	1,000,000	0	0	
■Capital Outflows	1,068,924	0	0	0	0	
Fund Balance						
Starting Fund Balance	32,910,365	30,477,091	32,345,269	30,204,896	26,281,542	18,837,30
Surplus/Deficit	(2,433,274)	1,868,178	(2,140,373)	(3,923,355)	(7.444.237)	(10.271.72)
Ending Fund Balance	30,477,091	32,345,269	30,204,896	26,281,542	18,837,304	8,565,58
Transfers & Adjustments						
■Transfers In	0	0	0	0	0	
■Transfers Out	20,916,401	21,720,128	3,650,000	3,650,000	3,650,000	3,650,00
■Beginning Balance/Adjustments	0	0	0	0	0	-,,

Stabilizes impact of ESSER funds (Expire in 23-24)

Mitigates impact of possible revenue shortfalls (EIT, earnings, etc)

(assumes 0% in 2024-2027 years)

Fund Balance enters low limit per policy.

Forecast of 1.5% levy in future years

Scenario: Admin Recommendation Fund: General Fund

Fund Report - By Scenario & Fund

	2022 Budget	2023 Budget	2024 Projected	2025 Projected	2026 Projected	2027 Projected
Total Revenues	60 to 700 000	2250 440 500	8000 JET 000	0000 400 000	0070 070 074	0077 000 700
In the state of	\$248,789,330	\$258,418,506	\$263,457,336	\$268,136,308	\$272,879,674	\$277,302,739
Total Expenditures						
■Total Expenditures	250,153,680	255,854,395	244,400,628	249,413,594	254,879,947	259,565,692
■Debt Service	0	695,933	19,639,179	17,486,741	17,638,991	17,513,215
Total Expenditures	250,153,680	256,550,328	264,039,807	266,900,335	272,518,938	277,078,907
Operating Results						
Net Operating Result	(1,364,350)	1,868,178	(582,471)	1,235,972	360,737	223,832
■Capital Inflows	0	0	1,000,000	0	0	0
■Capital Outflows	1,068,924	0	0	0	0	0
Fund Balance						
Starting Fund Balance	32,910,365	30,477,091	32,345,269	32,762,798	33,998,771	34,359,507
Surplus/Deficit	(2,433,274)	1,868,178	417,529	1,235,972	360,737	223,832
Ending Fund Balance	30,477,091	32,345,269	32,762,798	33,998,771	34,359,507	34,583,340
Transfers & Adjustments						
■Transfers In	0	0	0	0	0	0
■Transfers Out	20,916,401	21,720,128	3,650,000	3,650,000	3,650,000	3,650,000
■Beginning Balance/Adjustments	0	0	0	0	0	0

Keeps fund balance at healthy level (bond rating)

Can withstand volatility in revenues (EIT, earnings, etc)

• What is the official position from Keystone with Earned Income Tax (EIT) projections in the 2022-2023 Revenue Budget? (as of 5/2022)



Council Rock School District PSD 0906

Client Services Division

EIT COLLECTION ESTIMATE

REMAINDER \$1,200,000.00

FISCAL YEAR 2021-2022

FISCAL YEAR 2022-2023 \$20,000,000.00

Disclaimer:

Estimates are based on current-year and prior-year collection data of the tax officer. These estimates are subject to modification based on updated information, economic changes, accuracy of employer supplied data, and demographic factors that could impact income and tax levels, and accordingly affect any estimated total(s). As such, no estimate is a guarantee of future collections, and may not be relied upon for that purpose.



Earned Income Tax Collection

• Budgeted Revenue: \$17,300,000

• Collected YTD: \$18,729,519.72

Plus estimated future collections: \$1,200,000

• Total for 21-22 School Year: \$19,900,000 (Est)

\$2,600,000 MORE than budgeted estimate.



Do we know where we are with additional funds this year? While expense requests are curtailing because of the end of the School Year, there are several expenses related to payroll and benefits that will result in higher than normal payroll numbers. Summer pays, medical buyback, vacation contributions to 403b, retiree payout, etc., will impact this area. In terms of revenue, collected an additional \$2.6mm in EIT, RE Transfer and Property Taxes when compared to the 21-22 budget.

In other words, we have collected more than anticipated when compared to the estimate.

Revenue we have already collected

Local Revenue

	\$	· · ·			_	,607,358.54
RE Tax Levy	\$	165,015,608.00	\$:	165,941,995.82	\$	926,387.82
Earned Income Tax	\$	17,349,999.00	\$	18,729,519.72	\$	1,379,520.72
RE Transfer Tax	\$	2,916,984.00	\$	3,218,434.00	\$	301,450.00
Taxes	Approv	ed in 21-22 Budget	YTI	O collected	Delta((+/-) from budget



Can we put more money into the debt service budget? Can we use available fund balance to offset future borrowing needs?

Currently, the legal and proper way to actualize this is a one-time transfer from General Fund Balance to the Debt Service Fund. This was discussed as a way to offset future borrowing needs by transferring funds either to the Capital Reserve Fund, or by strengthening the balance of the Debt Service fund. Both are allowable by law, but will reduce the General Fund Balance dollar for dollar, accordingly.

We are working with Cornerstone and PFM to develop a plan in response to this question.



Everything that says "temporary salary" went up 50%. Is this increased head count or increased pay raise?

Daily substitutes and long term substitutes (temporary) are budgeted for differently than contracted and permanent employees. Contracted and permanent staff members are budgeted within the Munis system, while the long term substitutes are historically not done this way.



Historical Total Salary Costs 2020-2023 Budget vs Actual (May 5, 2022)

4 Year Comparison	Current Year History							
Yr/Per 2022/10	Fiscal Year 2022		Fiscal Year 2021		Fiscal Year 2020		Fiscal Year 2023	
Original Budget	115,249,594.83	≥	114,847,995.78	Æ	115,576,812.00	≥	119,809,579.35	Æ
Transfers In	8,872.63	≥	.00	Æ	.00	≥	.00	Æ
Transfers Out	.00.	≥	.00	≥	.00	Æ	.00	Ē
Revised Budget	115,258,467.46		114,847,995.78		115,576,812.00		119,809,579.35	
Actual (Memo)	88,336,773.24	≥	112,739,616.97	≥	113,747,758.53	≥	.00	Æ
Encumbrances	.00.	≥	.00	≥	.00	≥	.00	Ē
Requisitions	.00.	≥					.00	Ē
Available	26,921,694.22		2,108,378.81		1,829,053.47		119,809,579.35	
Percent used	76.64		98.16		98.42		.00	



Historical Temporary (LTS) Salaries 2016-2023 Budget vs Actual

FISCAL YEAR	Ori	ginal Budget 122	Re	vised Budget	A	ctual (Memo)	Percent Used
2022	\$	356,158.35	\$	356,158.35	\$	2,370,912.75	665.69
2021	\$	283,953.20	\$	283,953.20	\$	3,834,833.40	1350.52
2020	\$	99,000.00	\$	99,000.00	\$	3,353,327.99	3387.2
2019	\$	208,615.00	\$	165,027.35	\$	2,750,571.53	1666.74
2018	\$	126,572.00	\$	126,572.00	\$	3,578,254.81	2827.05
2017	\$	875,500.00	\$	897,624.00	\$	4,592,160.10	511.59
2016	\$	875,500.00	\$	875,500.00	\$	4,330,178.54	494.59
Average spend	\$	403,614.08			\$	3,544,319.87	
2023	\$	5,824,876.00	\$	5,824,876.00	\$	-	0
					\$	(2,280,556.13)	amount to reduce



Historical Total Salary Costs 2020-2023 Budget vs Actual (June 2, 2022 revision)

4 Year Comparison	Current Year History							
Yr/Per 2022/11	Fiscal Year 2022		Fiscal Year 2021		Fiscal Year 2020		Fiscal Year 2023	
Original Budget	115,249,594.83	≥	114,847,995.78	≥	115,576,812.00	≥	117,502,128.35	≅
Transfers In	8,872.63	≥	.00	₽	.00	≥	.00	≥
Transfers Out	-283.00	≥	.00	Ē	.00	Ē	.00	≥
Revised Budget	115,258,184.46		114,847,995.78		115,576,812.00		117,502,128.35	
Actual (Memo)	93,078,387.81	≥	112,739,616.97	≥	113,747,758.53	≥	.00	≥
Encumbrances	.00	≥	.00	₽	.00.	≥	.00	≥
Requisitions	.00.	≥					.00.	≥
Available	22,179,796.65		2,108,378.81		1,829,053.47		117,502,128.35	
Percent used	80.76		98.16		98.42		.00	



Why did our miscellaneous budget go up by 45%? In the 21-22 Budget, the board approved a \$1.25mm budgetary reserve.

Sometime after the filing of the 21-22 budget, that allocation was reduced to \$861,000. The original amount has been restored in the 22-23 budget.



How many staff are out on leave in the 2021-2022 School Year?

Professional Staff 21-22:	Total Leaves: 107			
Duration of Professional Staff Leaves:	Full Year Leave 28			
	Partial Year Leave 39			
	Short Term Leave 40			
Substitute Staffing for Leaves:	ESS Long Term Subs: 40			
	CRSD Long Term Subs/CR Partial FTE Staff: 74			
	Long Term Subs in Non-Leave Positions: 7			
	Grant Positions/Supplemental/Enrollment			



How many support staff are out on leave in the 2021-2022 School Year?

Support Staff 21-22:	Leaves: 65
Duration of Support Staff Leaves:	Full Year Leave: 11
	Partial Year Leave: 31
	Short Term Leave: 23
Substitute Staffing for Leaves:	Substitutes: 33



What is the estimated cost for daily substitutes?

The daily substitute fill rate impacts this area. Currently we have spent about \$1.4mm to date for building based subs. Per our last discussion, the allocations for the 329 object (professional services, contractor provided subs) to pre-pandemic levels (2019=\$1.5mm; 2023=\$1.59mm)



Historical Budget vs Actual: Daily Sub Costs

FISCAL YEAR	Or	iginal Budget	Ac	tual (Memo)	A۱	ailable	Percent Used	
2023	\$	1,558,000.00	\$	-	\$ 3	1,558,000.00	0	
2022	\$	1,299,985.00	\$	1,415,650.46	\$	(117,197.33)	109.02	
2021	\$	1,489,400.00	\$	938,063.43	\$	551,336.57	62.98	
2020	\$	1,550,569.00	\$	817,535.92	\$	709,033.08	53.55	
2019	\$	1,318,490.00	\$	1,224,990.47	\$	93,499.53	92.91	
2018	\$	1,362,490.00	\$	1,133,590.90	\$	228,899.10	83.2	
2017	\$	-	\$	-	\$	-	0	
2016	\$	-	\$	-	\$	-	0	
average:	\$	1,404,186.80	\$	1,105,966.24				

Discussion item:

Professional Substitute Rate Increase Review

Christine Taylor & Steve Sauselin, ESS District Manager June 2, 2022



Positive Impact of the Rate Increase

2021 – 2022 Fill Rates:

- 92% September
- 73% October
- 75% November
- 73% December
- 72% January
- 90% February
- 92% March
- 85% April



Fill Rate Improvements

Month	2021-2022	Difference in Fills	2020-2121	Difference in Fills	2019-2020	Difference in Fills	2018-2019	Difference In Fills	2017-2018	Difference In Fills	2016-2017
September	92%	8% Decrease	100%	7% Increase	93%	4% Decrease	97%	24% Increase	73%	0%	73%
October	73%	11% Decrease	84%	1% Decrease	85%	2% Decrease	87%	20% Increase	67%	13% Increase	54%
November	75%	4% Increase	71%	11% Decrease	82%	12% Decrease	94%	34% Increase	60%	7% Increase	53%
December	73%	13% Increase	60%	20% Decrease	80%	6% Decrease	86%	24% Increase	62%	17% Increase	45%
January	72%	N/A	72%	13% Decrease	85%	4% Decrease	89%	18% Increase	71%	11% increse	60%
February	90%	6% Increase	84%	1% Decrease	85%	6% Decrease	91%	33% Increase	58%	0%	58%
March	92%	23% Increase	69%	14% Decrease	83%	3% Decrease	86%	33% Increase	53%	5% Decrease	58%
April	85%	10% Increase	75%	25% Decrease	100%	13% Increase	87%	24% Increase	63%	1% Decrease	64%
May			66%	34% Decrease	100%	21% Increase	79%	5% Increase	74%	2% Increase	72%
June			79%	21% Decrease	100%	18% Increase	82%	5% Increase	77%	2% Increase	75%



Building Substitute Program Improvements

As we discussed in January, building subs are critical to our program

Our current program is running at the ideal level of building

substitutes

School Name	<u>Aug-Jan</u>	<u>Feb-June</u>	Total Increase:
CRS	6	13	7
CRN	7	11	4
HMS	4	4	0
NMS	4	6	2
CES	2	4	2
GES	3	5	2
HCE	2	3	1
HES	1	3	2
MMW	4	5	1
NES	2	3	1
RES	2	3	1
RHE	3	3	0
SFE	3	3	0
WES	2	3	1
Elem. Floater	1	2	1
District Total	46	71	25



Fill Rate Improvement by School

February to April

School Name	Fill Rate Increase by School
CRS	20%
CRN	5%
HMS	23%
NMS	16%
CES	18%
GES	19%
HCE	19%
HES	9%
MMW	7%
NES	19%
RES	5%
RHE	10%
SFE	0%
WES	10%
District Total	15%



Substitute Requests Data

Number of Daily Substitute Requests By Month

Month	Substitute Request Totals	Non-Absence Substitute Requests
January	1251	28
February	1114	54
March	1556	116
April	1362	233



Substitute Requests 21-22 School Year

- While there is an increase in substitute requests from last school year to this year, the number of requests is consistent with pre-pandemic levels.
- We have fewer requests in January & February of 2022, then we did in January & February of 2020.
- Last school year, due to the pandemic, we did not have Professional Development workshops or field trips so it is logical that the number of requests were lower.



County Sub Rates

District	Daily Rate	Building Based Substitute Daily Rate
Palisades	\$140	\$155
Morrisville	\$130	\$145
Council Rock	\$170	\$180
Bensalem	\$120	\$140
Bristol Boro	\$120	<i>\$125</i>
Neshaminy	\$120	\$132
Pennsbury	\$120	\$130
Quakertown	\$120	\$120
BCIU	\$130	\$140 (after day 61)
Centennial	\$130	\$150
New Hope	\$150	\$165
Pennridge	\$155	<i>\$165</i>
Central Bucks	\$225	<i>\$225</i>



Recommendation

- Keep the rate increase in place
- The program is thriving and the current rate should remain competitive for some time
- Our support staff rates are extremely low and we will need to address that soon
- If we return to our pre-increase rates, we will lose the discount from ESS on their billing rate
- Current ESS billing rate is 29.5%
- At the January Finance Committee Meeting, ESS agreed to forgo the .5 increase for the remainder of our contract
- If it must be lowered, consider lowering only the daily substitute rate and maintain the current rate for building substitutes.
- We do not recommend setting a daily rate below \$150 per day



Questions?

