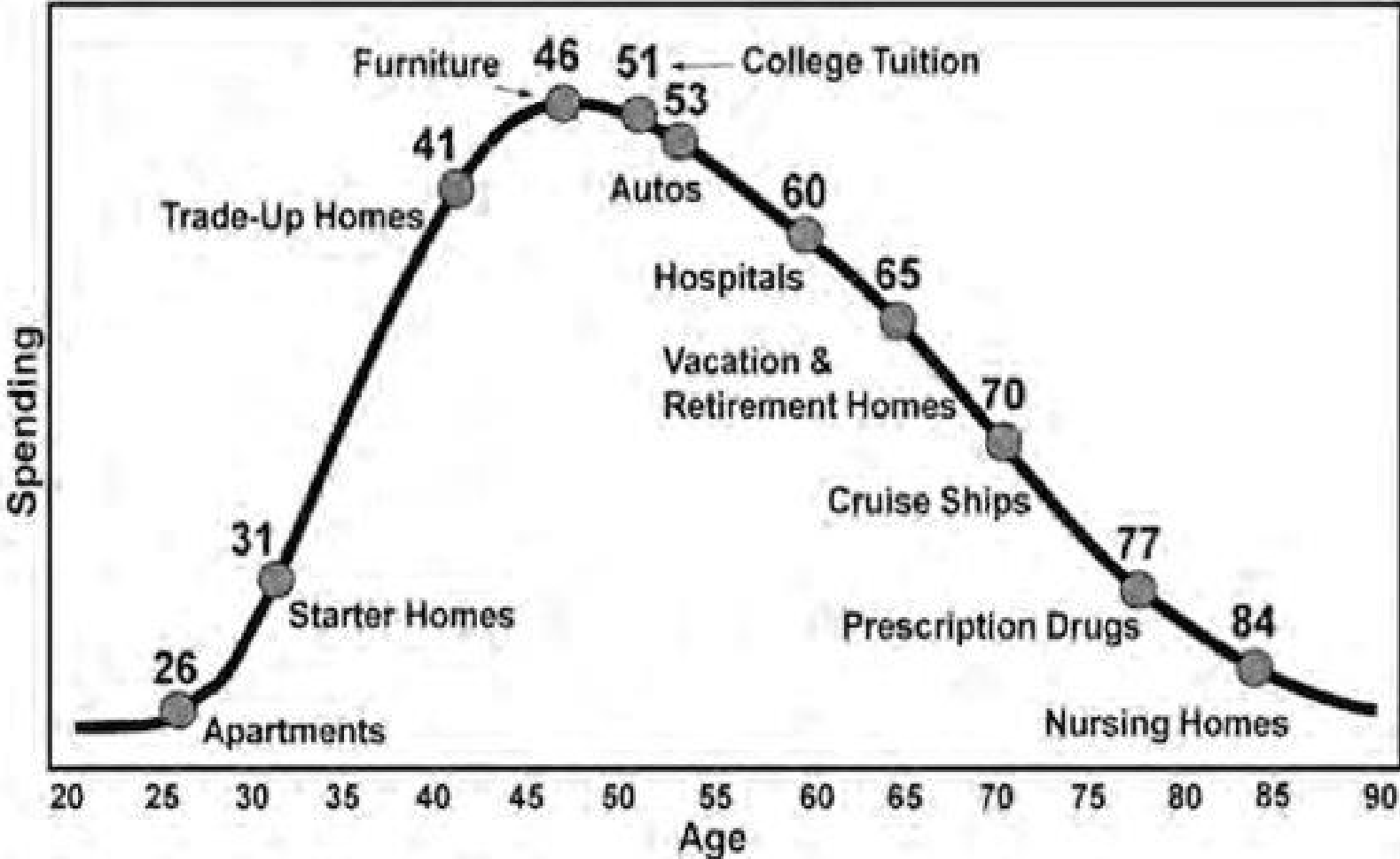
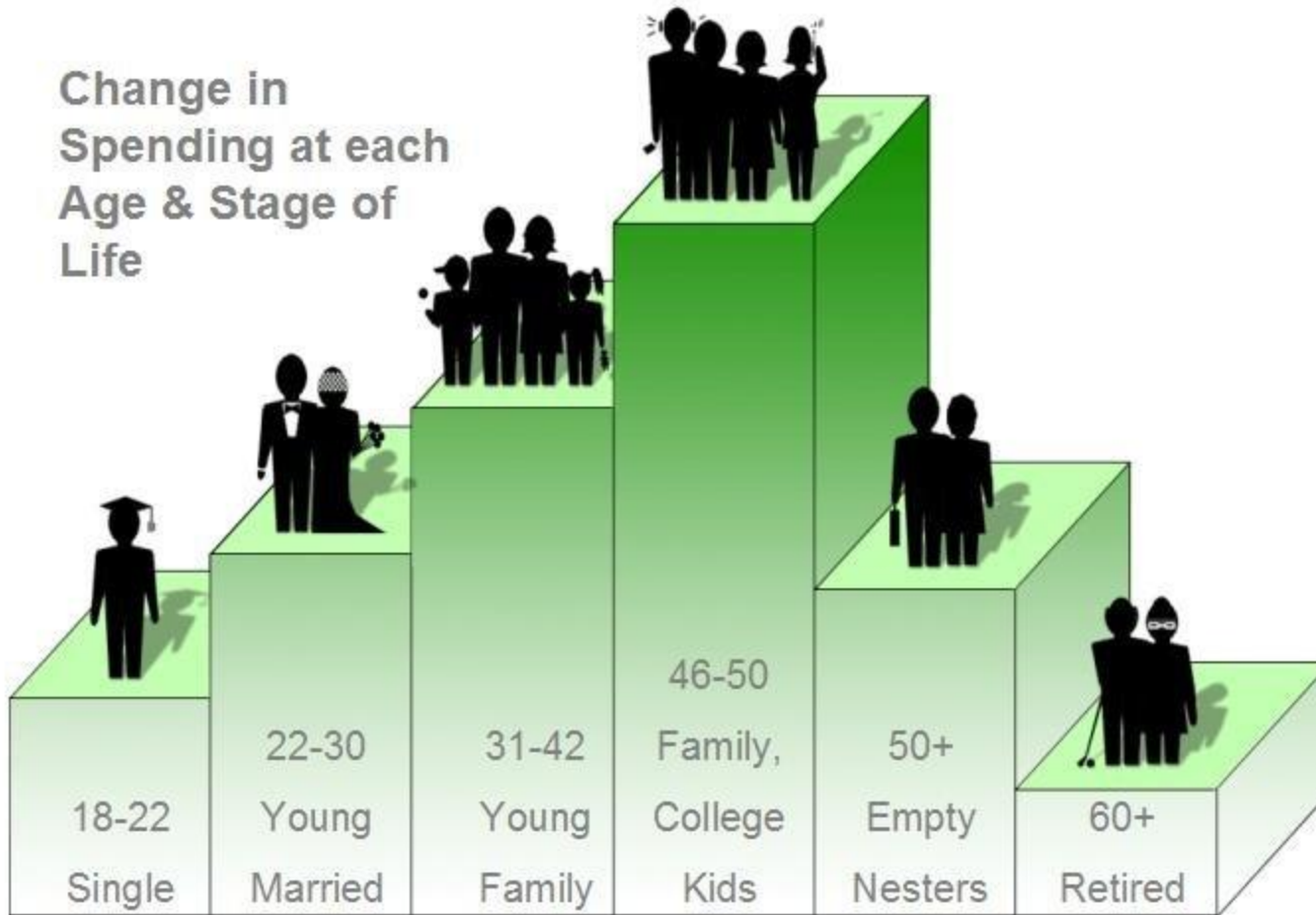


Figure 1-1: Consumer Life Cycle

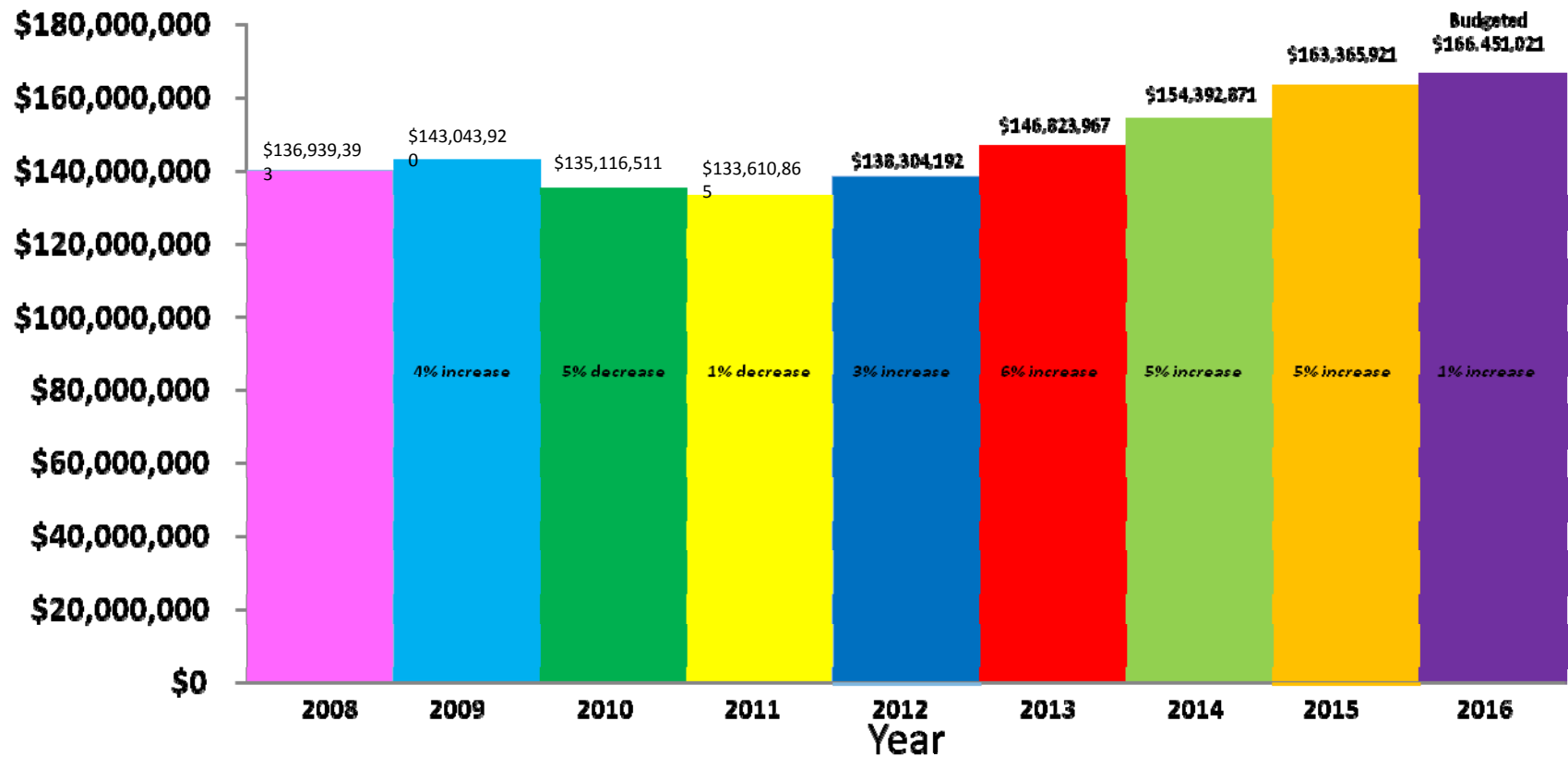


Data Source: U.S. Census Bureau, Dent Research

Change in  
Spending at each  
Age & Stage of  
Life



**WHY DID OUR BUDGET INCREASE \$30\* MILLION OVER THE LAST 7 YEARS?  
 ANSWER: INFLATION & GROWTH & SECURITY INCREASES – INFLATION  
 AVERAGES >4.0% PER YEAR**



\*Changed to reflect what was reported at the 6/8 meeting - \$31 to \$30 (typo)

# 2015 Projected Budget Increase

Growth for new schools	\$768,375	<b>Growth</b>	-	\$768,375
Revenue shifted to poorer districts	\$1,167,000	<b>Revenue Shift</b>	-	\$1,167,000
Utilities increase	\$507,480	<b>Inflation</b>	-	\$2,670,320
Liability Insurance	\$30,000			
Security—SRO Cost Increase	\$150,000			
Step increases (net of position changes)	\$1,982,840			
Reduction in travel, food and membership budgets	<\$147,581>	<b>Cost Reduction</b>	-	<\$1,511,595>
Reduction in staff	<\$727,257>			
Change lawn mowing cycle from 7 to 10 days	<\$145,000>			
Raising or lowering utility set points by 1 degree	<\$129,000>			
10% reduction in supplies and material accounts	<\$362,757>			
				\$3,094,100

# CUMULATIVE DEFICIT – NO MILLAGE INCREASE CURRENT YEAR DEFICIT + STEP INCREASE ONLY



# CUMULATIVE DEFICIT – NO MILLAGE INCREASE CURRENT YEAR DEFICIT + STEP INCREASE ONLY

	2015	2016
2015	<\$3.1M>	<\$3.1M>
2016		<\$2.4M>
2017		
2018		
2019		
2020		
2021		
2022		
Cumulative Deficit	<\$3.1M>	<\$5.5M>

# CUMULATIVE DEFICIT – NO MILLAGE INCREASE CURRENT YEAR DEFICIT + STEP INCREASE ONLY

	2015	2016	2017
2015	<\$3.1M>	<\$3.1M>	<\$3.1M>
2016		<\$2.4M>	<\$2.4M>
2017			<\$2.4M>
2018			
2019			
2020			
2021			
2022			
Cumulative Deficit	<\$3.1M>	<\$5.5M>	<\$7.9M>

# CUMULATIVE DEFICIT – NO MILLAGE INCREASE

## CURRENT YEAR DEFICIT + STEP INCREASE ONLY

	2015	2016	2017	2018
2015	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>
2016		<\$2.4M>	<\$2.4M>	<\$2.4M>
2017			<\$2.4M>	<\$2.4M>
2018				<\$2.4M>
2019				
2020				
2021				
2022				
Cumulative Deficit	<\$3.1M>	<\$5.5M>	<\$7.9M>	<\$10.3M>

# CUMULATIVE DEFICIT – NO MILLAGE INCREASE

## CURRENT YEAR DEFICIT + STEP INCREASE ONLY

	2015	2016	2017	2018	2019
2015	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>
2016		<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>
2017			<\$2.4M>	<\$2.4M>	<\$2.4M>
2018				<\$2.4M>	<\$2.4M>
2019					<\$2.4M>
2020					
2021					
2022					
Cumulative Deficit	<\$3.1M>	<\$5.5M>	<\$7.9M>	<\$10.3M>	<\$12.7M>

# CUMULATIVE DEFICIT – NO MILLAGE INCREASE

## CURRENT YEAR DEFICIT + STEP INCREASE ONLY

	2015	2016	2017	2018	2019	2020
2015	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>
2016		<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>
2017			<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>
2018				<\$2.4M>	<\$2.4M>	<\$2.4M>
2019					<\$2.4M>	<\$2.4M>
2020						<\$2.4M>
2021						
2022						
Cumulative Deficit	<\$3.1>	<\$5.5M>	<\$7.9M>	<\$10.3M>	<\$12.7M>	<\$15.1M>

# CUMULATIVE DEFICIT – NO MILLAGE INCREASE

## CURRENT YEAR DEFICIT + STEP INCREASE ONLY

	2015	2016	2017	2018	2019	2020	2021
2015	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>
2016		<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>
2017			<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>
2018				<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>
2019					<\$2.4M>	<\$2.4M>	<\$2.4M>
2020						<\$2.4M>	<\$2.4M>
2021							<\$2.4M>
2022							
Cumulative Deficit	<\$3.1M>	<\$5.5M>	<\$7.9M>	<\$10.3M>	<\$12.7M>	<\$15.1M>	<\$17.5M>

# CUMULATIVE DEFICIT – NO MILLAGE INCREASE

## CURRENT YEAR DEFICIT + STEP INCREASE ONLY

	2015	2016	2017	2018	2019	2020	2021	2022
2015	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>	<\$3.1M>
2016		<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>
2017			<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>
2018				<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>
2019					<\$2.4M>	<\$2.4M>	<\$2.4M>	<\$2.4M>
2020						<\$2.4M>	<\$2.4M>	<\$2.4M>
2021							<\$2.4M>	<\$2.4M>
2022								<\$2.4M>
Cumulative Deficit	<\$3.1M>	<\$5.5M>	<\$7.9M>	<\$10.3M>	<\$12.7M>	<\$15.1M>	<\$17.5M>	<\$19.9M>



# CUMULATIVE DEFICIT – WITH CPI & 3-YEAR CATCH UP MILLAGE INCREASE

## CURRENT YEAR DEFICIT + STEP INCREASE ONLY

	2015	2016	2017	2018	2019	2020	2021	2022
2015	<\$3.1M> \$3.7M	<\$3.1M> \$3.7M	<\$3.1M> \$3.7M	<\$3.1M> \$3.7M	<\$3.1M> \$3.7M	<\$3.1M> \$3.7M	<\$3.1M> \$3.7M	<\$3.1M> \$3.7M
2016		<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M
2017			<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M
2018				<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M
2019					<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M
2020						<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M
2021							<\$2.4M> \$1.5M	<\$2.4M> \$1.5M
2022								<\$2.4M> \$1.5M
Cumulative Deficit	\$0.6M	<\$0.3M>	<\$1.2M>	<\$2.1M>	<\$3.0M>	<\$3.9M>	<\$4.8M>	<\$5.7M>



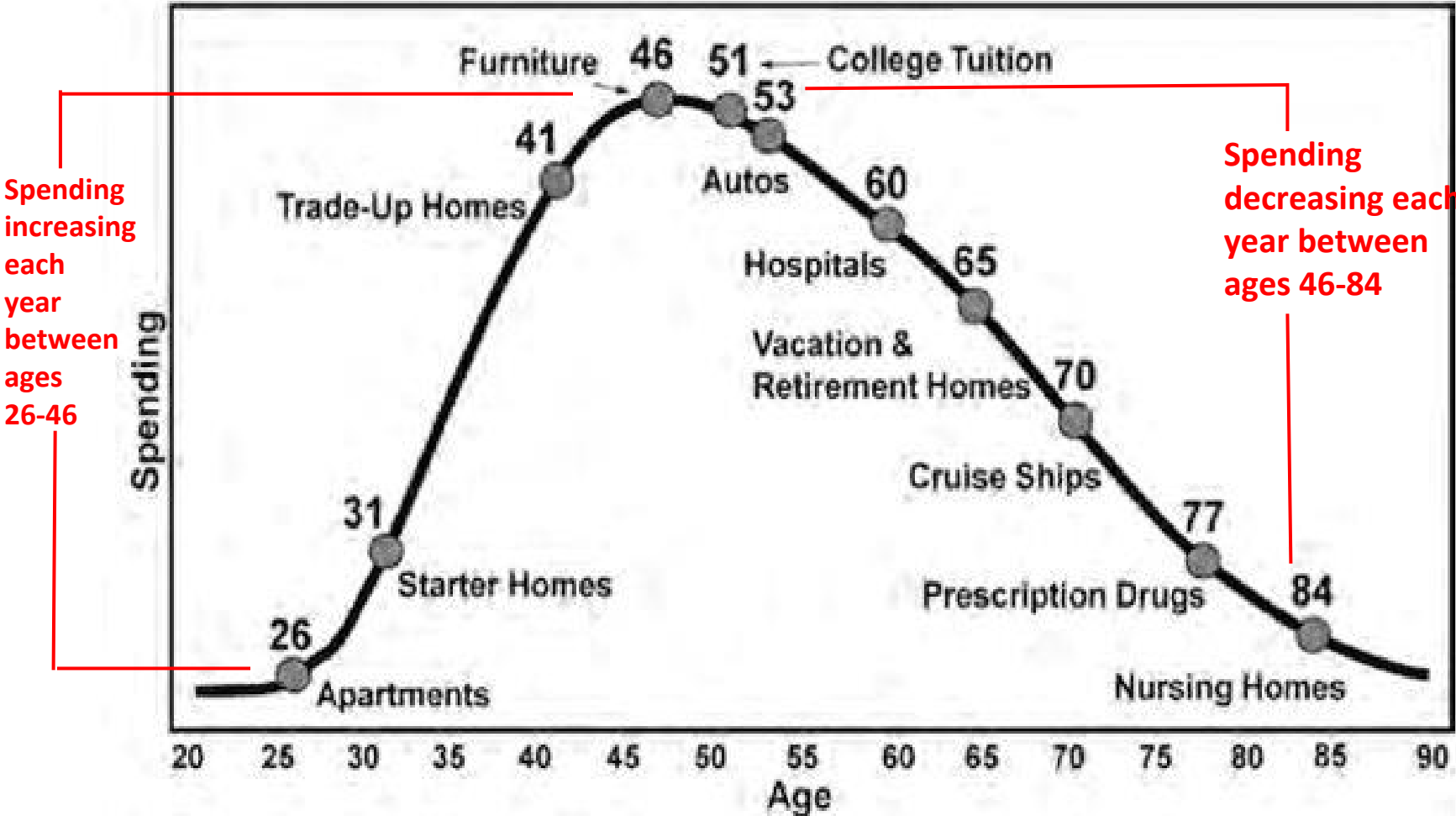
# CUMULATIVE DEFICIT – WITH CPI & 3-YEAR CATCH UP MILLAGE INCREASE

## CURRENT YEAR DEFICIT + STEP INCREASE ONLY + 3% RAISE

	2015	2016	2017	2018	2019	2020	2021	2022
2015	<\$3.1M> \$3.7M	<\$3.1M> \$3.7M	<\$3.1M> \$3.7M	<\$3.1M> \$3.7M	<\$3.1M> \$3.7M	<\$3.1M> \$3.7M	<\$3.1M> \$3.7M	<\$3.1M> \$3.7M
2016		<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M	<\$2.4M> \$1.5M
2017			<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>
2018				<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>
2019					<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>
2020						<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>
2021							<\$2.4M> \$1.5M <\$4.5M>	<\$2.4M> \$1.5M <\$4.5M>
2022								<\$2.4M> \$1.5M <\$4.5M>
Cumulative Deficit	\$0.6M	<\$0.3M>	<\$5.7M>	<\$11.1M>	<\$16.5M>	<\$21.9M>	<\$27.3M>	<\$32.7M>
Cuts Needed to Balance	\$0.0	\$0.3M	\$5.4M	\$5.4M	\$5.4M	\$5.4M	\$5.4M	\$5.4M

3% Raise

Figure 1-1: Consumer Life Cycle



Data Source: U.S. Census Bureau, Dent Research

Change in  
Spending at each  
Age & Stage of  
Life

