



COVER PAGE
FY2025 HIGH-PERFORMING ESC APPLICATION

ESC: Mid-Ohio Educational Service Center
IRN: 123521
COUNTY: Richland
PRINCIPAL CONTACT: Kevin D. Kimmel TITLE: Superintendent
ADDRESS: 890 West Fourth Street Mansfield, Ohio 44906
PHONE: 419-774-5520
EMAIL: kimmel.kevin@moesc.net
LIST OF PRIMARY SERVICES & CLIENTS:
Primary Service 1: School Psychology Services.
Bucyrus City Schools, Crestline Exempted Village Schools, Highland Local Schools, Hillsdale Local Schools, Lexington Local Schools, Lucas Local Schools, Madison Local Schools, Mansfield City Schools, Northmor Local Schools, Plymouth-Shiloh Local Schools
Primary Service 2: Speech & Language Pathology Services.
Bucyrus City Schools, Clear Fork Valley Local Schools, Crestview Local Schools, Galion City Schools, Highland Local Schools, Lexington Local Schools, Lucas Local Schools, Madison Local Schools, Mansfield City Schools, Northmor Local Schools, Plymouth-Shiloh Local Schools
Primary Service 3: Occupational Therapy Services.
Bucyrus City Schools, Colonel Crawford Local Schools, Crestline Exempted Village Schools, Galion City Schools, Highland Local Schools, Mansfield City Schools, Northmor Local Schools
Primary Service 4: Occupational Therapy Assistant Services.
Bucyrus City Schools, Colonel Crawford Local Schools, Galion City Schools, Highland Local Schools
Primary Service 5: Physical Therapy Services.
Colonel Crawford Local Schools, Crestline Exempted Village Schools, Galion City Schools, Highland Local Schools, Northmor Local Schools
Primary Service 6: Physical Therapy Assistant Services.
Crestline Exempted Village Schools, Galion City Schools, Highland Local Schools, Northmor Local Schools
Primary Service 7: Board Certified Behavior Analyst Services.
Bucyrus City Schools, Clear Fork Valley Local Schools, Crestline Exempted Village Schools, Crestview Local Schools, Galion City Schools, Highland Local Schools, Hillsdale Local Schools, Lexington Local Schools, Lucas Local Schools, Mount Gilead Exempted Village Schools, Northmor Local Schools
ESC Approval: Kevin D. Kimmel, Superintendent
Designated Official

Electronic submission of proposals should be sent to HPESC@education.ohio.gov no later than 4:30 pm on August 30, 2024. Late applications will not be considered.

PRIMARY SERVICES

#1. School Psychology Services

School Psychology Services include conducting requested initial evaluations and re-evaluations, attending ETR and IEP meetings, and participation in Response to Intervention activities, in accordance with caseload limits allowed by rule of the Ohio Department of Education. Additional services provided may include conducting functional behavior assessments, developing intervention plans, counseling of students, and consulting with district teams to support effective practices to serve students with learning differences. Licensed School Psychologists may also supervise the activities of an Associate to the Psychologist, which allows districts to benefit from additional cost savings.

#2. Speech and Language Pathology Services

Speech and Language Pathology Services include conducting requested initial evaluations and re-evaluations, developing treatment goals and monitoring/reporting progress, attending ETR and IEP meetings, and direct treatment of students in accordance with caseload limits allowed by rules of the Ohio Department of Education. Clinical Fellowship Year Supervision is also provided on an as-needed basis by a qualified member of the Speech and Language Pathology team.

#3 & #4. Occupational Therapy & Occupational Assistant Services

Occupational Therapy & Occupational Assistant Services include conducting requested initial evaluations and re-evaluations, developing treatment goals and monitoring/reporting progress, attending ETR and IEP meetings, and direct treatment of students, all in accordance with caseload limits allowed by rule of the Ohio Department of Education. Licensed Occupational Therapists may also supervise the activities of a Certified Occupational Therapy Assistant, which allows districts to benefit from additional cost savings as a result of the assistants providing the direct therapies thereby allowing the occupational therapist to maximize their time in evaluations, treatment plan development and monitoring, and consultative activities.

#5 & #6. Physical Therapy & Physical Therapy Assistant Services

Physical Therapy & Physical Therapy Assistant Services include conducting requested initial evaluations and re-evaluations, developing treatment goals and monitoring/reporting progress, attending ETR and IEP meetings, and direct treatment of students, all in accordance with caseload limits allowed by rules of the Ohio Department of Education. Licensed Physical Therapists may also supervise the activities of a Physical Therapy Assistant, which allows districts to benefit from additional cost savings as a result of the assistants providing the direct therapies thereby allowing the physical therapist to maximize their time in evaluations, treatment plan development and monitoring, and consultative activities.

#7. Board Certified Behavior Analyst Services

Board Certified Behavior Analyst Services includes professional development, coaching and consultation to districts to support student social, emotional, and behavioral health needs. In addition, the team incorporates training methods, and consultation of practical applications for use by educators, to collaboratively create a safe environment and a high-quality education for all. The Behavior Supports Team provides a multitude of services: Applied Behavior Analysis and Registered Behavior Technician (RBT) Training, Crisis Management De-escalation (CPI), Mental Health First Aid, PBIS (Tire I, II, III), Restorative Practices, Social Emotional Learning Standards, and Trauma Care.

SUPPORTING EVIDENCE

| Comparison of 2023-24 1.0 Full-Time Equivalent (FTE) Total Employment Costs | | |
|--|--|---------------------------------------|
| <i>Discipline</i> | <i>Mid-Ohio ESC Actual Average Cost*</i> | <i>Third Party Projected Cost</i> |
| School Psychology | \$113,377 | \$177,214 |
| Speech & Language | \$88,678 | \$127,034 |
| Occupational Therapy | \$104,063 | \$147,526 |
| Occupational Therapy Assistant | \$70,264 | \$121,290 |
| Physical Therapy | \$122,339 | \$154,661 |
| Physical Therapy Assistant | \$82,800 | \$123,734 |
| Board Certified Behavior Analyst | \$131,355 | \$136,572 |

*Does not include districts who elect to set salary for their assigned staff

Supporting Evidence – See attached exhibit

- A. Provider Rate Sheet referencing regional average hourly costs for Occupational Therapy, Physical Therapy, Speech Therapy, School Psychologists, Board Certified Behavior Analyst (Exhibit A)

Assumptions:

Related Services (#1) School Psychology Services, (#2) Speech and Language Services (#3 & #4) Occupational Therapy & Occupational Therapy Assistant Services, (#5 & #6) Physical Therapy & Physical Therapy Assistant Services, (#7) Board Certified Behavior Analyst

Typical full-time related services providers in the areas of Occupational Therapy, Physical Therapy, and Speech and Language Pathology are contracted through Mid-Ohio ESC for 194 (7.5 hour) workdays per school year, and School Psychologists are contracted for 204 (7.5 hour) work days per school year. In addition, Mid-Ohio ESC offers a competitive wage and comprehensive benefits package, including membership in STRS/SERS and medical/dental/vision/life insurance. Mid-Ohio ESC also provides its employees with professional development funds, tuition reimbursement options and mileage reimbursement at the current IRS rate, as well as technology equipment and assistance.

Mid-Ohio ESC uses a step salary schedule based upon employee qualifications. The wages and benefits of employees who are assigned to the Mid-Ohio ESC salary schedule are aggregated, and an annual average is determined for billing purposes. Client districts also have the option to request a particular salary figure for employees assigned to their district, in which case the billing to that district represents total employment costs, including the district-requested wages.

As part of the \$6.50 benefit to our client districts, therapists and psychologists contracted through Mid-Ohio ESC are invited to participate in four, discipline-specific Network Meetings during each school year, where they have the opportunity to access high-quality, school-based professional learning opportunities and to collaborate and network with other therapists to enhance their individual practices.

In the areas of Occupational Therapy, Physical Therapy, and School Psychology, qualified assistants are employed to support the caseloads of the licensed therapists/psychologists. The salaries and employment costs for these assistants are aggregated with those of the licensed

therapists to create a blended average for billing purposes. This allows additional cost savings to our client districts.

To obtain comparison costs, we contacted Sunbelt, ProCare Therapy, & EPIC Special Education Staffing, which has provided contracted staff for Mid-Ohio ESC on an as-needed basis in the past. The hourly costs for Occupational Therapy, Physical Therapy, Speech Therapy, School Psychologists, and Board Certified Behavior Analyst for our region as of August 2023. To obtain a figure to compare with the full-time equivalent average/district set costs of employing staff from Mid-Ohio ESC, the hourly rate was multiplied by 7.5 hours to establish a daily rate, which was then multiplied by the standard number of days in a school year contract for each discipline. The bill rates listed in the table below include wages, benefits as eligible, and related employment costs such as travel and accommodations allowances.

| Projected Annual Full-Time Equivalent Costs to Districts Contracting via third party | | | |
|---|-------------------------|---|--|
| Discipline/Contracted Days | Hourly Bill Rate | Daily Rate (Hourly rate X 7.5 hours) | Annual Full-Time Equivalent Costs (Daily rate X Contracted Days) plus Employer STRS |
| School Psychology - 204 | \$116 | \$869 | \$177,214 |
| Speech & Language – 194 | \$87 | \$655 | \$127,034 |
| Occupational Therapy - 194 | \$101 | \$760 | \$147,526 |
| Occupational Therapy Assistant - 194 | \$83 | \$625 | \$121,290 |
| Physical Therapy – 194 | \$106 | \$797 | \$154,661 |
| Physical Therapy Assistant - 194 | \$57 | \$427 | \$123,734 |
| Board Certified Behavior Analyst - 194 | \$94 | \$704 | \$136,572 |

**FY25 High Performing ESC Cost Savings Table
(Based on FY24 Data)**

| PRIMARY SERVICE #1: School Psychology Services | | | |
|---|-----------------------------------|--|-------------------------|
| Districts | Price Charged to Districts by ESC | Cost of providing Primary Services by another Vendor | Calculated Cost Savings |
| Bucyrus (1.40 FTE) | \$182,690.00 | \$235,620.00 | \$52,930.00 |
| Crestline (0.40 FTE) | \$46,200.00 | \$67,320.00 | \$21,120.00 |
| Highland (0.60 FTE) | \$69,300.00 | \$107,340.00 | \$38,040.00 |
| Hillsdale (0.50 FTE) | \$57,750.00 | \$89,450.00 | \$31,700.00 |
| Lexington (2.00 FTE) | \$220,380.00 | \$357,810.00 | \$137,430.00 |
| Lucas (0.40 FTE) | \$46,200.00 | \$71,560.00 | \$25,360.00 |
| Madison (1.90 FTE) | \$219,450.00 | \$339,920.00 | \$120,470.00 |
| Mansfield City (3.00 FTE) | \$312,145.00 | \$536,710.00 | \$224,565.00 |
| Northmor (0.60 FTE) | \$69,300.00 | \$107,340.00 | \$38,040.00 |
| Plymouth-Shiloh (0.50 FTE) | \$57,750.00 | \$89,450.00 | \$31,700.00 |
| TOTALS | \$1,281,165.00 | \$2,002,520.00 | \$721,355.00 |

| PRIMARY SERVICE #2: Speech and Language Pathology | | | |
|--|--------------------------------|--|-------------------------|
| Clients | Price Charged to Client by ESC | Cost of providing Primary Services by another Vendor | Calculated Cost Savings |
| Bucyrus (2.50 FTE) | \$260,750.00 | \$349,200.00 | \$88,450.00 |
| Clear Fork (0.50 FTE) | \$52,150.00 | \$69,840.00 | \$17,690.00 |
| Crestview (1.00 FTE) | \$104,300.00 | \$148,480.00 | \$44,180.00 |
| Galion (1.00 FTE) | \$78,420.00 | \$148,480.00 | \$70,060.00 |
| Highland (3.00 FTE) | \$312,900.00 | \$445,450.00 | \$132,550.00 |
| Lexington (3.00 FTE) | \$312,900.00 | \$419,040.00 | \$106,140.00 |
| Lucas (0.40 FTE) | \$41,720.00 | \$59,390.00 | \$17,670.00 |
| Madison (4.00 FTE) | \$417,200.00 | \$593,930.00 | \$176,730.00 |
| Mansfield City (3.80 FTE) | \$396,340.00 | \$564,230.00 | \$167,890.00 |
| Northmor (1.80 FTE) | \$186,525.00 | \$267,270.00 | \$80,745.00 |
| Plymouth-Shiloh (1.00 FTE) | \$100,630.00 | \$148,480.00 | \$47,850.00 |
| TOTALS | \$1,950,935.00 | \$2,794,750.00 | \$843,815.00 |

| PRIMARY SERVICE #3: Occupational Therapy | | | |
|---|--------------------------------|--|-------------------------|
| Clients | Price Charged to Client by ESC | Cost of providing Primary Services by another Vendor | Calculated Cost Savings |
| Bucyrus (1.00 FTE) | \$103,500.00 | \$139,680.00 | \$36,180.00 |
| Colonel Crawford (0.25 FTE) | \$31,050.00 | \$37,120.00 | \$6,070.00 |
| Crestline (0.60 FTE) | \$62,100.00 | \$89,090.00 | \$26,990.00 |
| Galion (1.05 FTE) | \$108,675.00 | \$155,910.00 | \$47,235.00 |
| Highland (0.40 FTE) | \$41,400.00 | \$59,390.00 | \$17,990.00 |
| Mansfield City (4.90 FTE) | \$507,150.00 | \$727,570.00 | \$220,420.00 |
| Northmor (1.00 FTE) | \$103,500.00 | \$148,480.00 | \$44,980.00 |
| TOTALS | \$957,375.00 | \$1,357,240.00 | \$399,865.00 |

| PRIMARY SERVICE #4: Occupational Therapy Assistant | | | |
|---|--------------------------------|--|-------------------------|
| Clients | Price Charged to Client by ESC | Cost of providing Primary Services by another Vendor | Calculated Cost Savings |
| Bucyrus (1.00 FTE) | \$69,340.00 | \$116,400.00 | \$47,060.00 |
| Colonel Crawford (0.20 FTE) | \$16,640.00 | \$24,750.00 | \$8,110.00 |
| Galion (1.00 FTE) | \$69,340.00 | \$123,730.00 | \$54,390.00 |
| Highland (0.80 FTE) | \$55,472.00 | \$98,990.00 | \$43,518.00 |
| TOTALS | \$210,792.00 | \$363,870.00 | \$153,078.00 |

| PRIMARY SERVICE #5: Physical Therapy | | | |
|---|--------------------------------|--|-------------------------|
| Clients | Price Charged to Client by ESC | Cost of providing Primary Services by another Vendor | Calculated Cost Savings |
| Colonel Crawford (0.30 FTE) | \$43,101.00 | \$46,400.00 | \$3,299.00 |
| Crestline (0.20 FTE) | \$23,100.00 | \$30,930.00 | \$7,830.00 |
| Galion (0.30 FTE) | \$35,919.00 | \$46,400.00 | \$10,481.00 |
| Highland (0.50 FTE) | \$59,865.00 | \$77,330.00 | \$17,465.00 |
| Northmor (0.50 FTE) | \$58,225.00 | \$77,330.00 | \$19,105.00 |
| TOTALS | \$220,210.00 | \$278,390.00 | \$58,180.00 |

| PRIMARY SERVICE #6: Physical Therapy Assistant | | | |
|---|--------------------------------|--|-------------------------|
| Clients | Price Charged to Client by ESC | Cost of providing Primary Services by another Vendor | Calculated Cost Savings |
| Crestline (0.40 FTE) | \$33,120.00 | \$49,490.00 | \$16,370.00 |
| Galion (0.80 FTE) | \$66,240.00 | \$98,990.00 | \$32,750.00 |
| Highland (1.20 FTE) | \$99,360.00 | \$148,480.00 | \$49,120.00 |
| Northmor (0.80 FTE) | \$66,240.00 | \$98,990.00 | \$32,750.00 |
| TOTALS | \$264,960.00 | \$395,950.00 | \$130,990.00 |

| PRIMARY SERVICE #7: Board Certified Behavior Analyst | | | |
|---|-----------------------------------|--|-------------------------|
| Districts | Price Charged to Districts by ESC | Cost of providing Primary Services by another Vendor | Calculated Cost Savings |
| Bucyrus (0.10 FTE) | \$14,375.00 | \$14,876.40 | \$501.40 |
| Clear Fork (0.10 FTE) | \$13,000.00 | \$13,524.00 | \$524.00 |
| Crestline (0.10 FTE) | \$13,000.00 | \$13,524.00 | \$524.00 |
| Crestview (0.10 FTE) | \$13,000.00 | \$13,524.00 | \$524.00 |
| Highland (0.125 FTE) | \$16,250.00 | \$16,905.00 | \$655.00 |
| Hillsdale (0.10 FTE) | \$13,000.00 | \$13,524.00 | \$524.00 |
| Lexington (0.125 FTE) | \$16,250.00 | \$16,905.00 | \$655.00 |
| Lucas (0.125 FTE) | \$16,250.00 | \$16,905.00 | \$655.00 |
| Mt. Gilead (0.10 FTE) | \$13,000.00 | \$13,524.00 | \$524.00 |
| Northmor (0.04 FTE) | \$5,200.00 | \$5,409.60 | \$209.60 |
| TOTALS | \$133,325.00 | \$138,621.00 | \$5,296.00 |

| | |
|---|-----------------------|
| TOTAL COST OF PROVIDING SERVICES TO THE CLIENT BY ESC | \$7,331,341.00 |
| TOTAL PRICE CHARGED TO CLIENT BY ESC | \$5,018,762.00 |
| TOTAL COST SAVINGS | \$2,312,579.00 |
| TOTAL COST SAVINGS % | 46.08% |

Hourly Rates

| Service Offering | Hourly Rates |
|-------------------------------------|--------------|
| Speech Language Pathologist | \$89-96 |
| SLPA | \$80-\$90 |
| Occupational Therapist | \$88-96 |
| BCBA | \$89-95 |
| Physical Therapist | \$91-100 |
| School Psychologist | \$89-96 |
| Social Worker | \$75-85 |
| School Counselor | \$65-75 |
| Nurse (RN) | \$65-78 |
| Nurse (LVN) | \$65-75 |
| Certified Nursing Assistant | \$50-60 |
| Registered Behavior Technician | \$60-70 |
| Paraprofessional/ Behavioral Aide | \$50-60 |
| Adaptive Physical Education Teacher | \$82-92 |
| Deaf & Hard of Hearing Teacher | \$80-90 |
| Sign Language Interpreter | \$75-85 |
| Gen Ed Teacher | \$75-85 |

Hourly rates are subject to change based on local level of needs, candidate experience, and position requirements. This includes Teletherapy vs Onsite candidates.

ProCare Therapy and VocoVision require all candidates to submit to a background check, state-specific fingerprinting, reference checks, licensure verification, board verification when applicable, as well as complete our required onboarding process.

Jennifer N. Reed

From: Elzira Walters <elzira.walters@sunbeltstaffing.com>
Sent: Tuesday, May 28, 2024 4:27 PM
To: Jennifer N. Reed
Cc: Sarah Misurac
Subject: Re: Information Request

Hi!

Nice to virtually meet you. 😊 I have added Sarah my colleague to this email as we will work together to fill your needs.

Please see the rate ranges below. We also staff paraprofessionals, RBTs, social workers, etc.

- SLP: \$78-88
- OT: \$75-85
- PT: \$75-85
- School Psychologist: \$85-110

** Add 5-15/hr for virtual

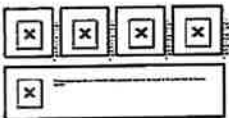
I would love to continue working with Mid-Ohio. Let me know once you have your needs as we would love to connect and provide support.

Let us know how we can help!

Elzira

Elzira Walters Senior Account Executive- Pupil Services Group
Sunbelt | www.sunbeltstaffing.com

201 E. Kennedy Blvd, Ste. 1000 Tampa, FL 33602
o 813-792-3418



From: Jennifer N. Reed <reed.jennifer@moesc.net>
Sent: Tuesday, May 28, 2024 3:36 PM
To: Jennifer N. Reed <reed.jennifer@moesc.net>
Subject: Information Request