



COVER PAGE FY2027 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. Buckeye Central local Schools, Bucyrus City Schools, Clear Fork Valley Local Schools, Highland Local Schools, Lexington Local Schools, Lucas Local Schools, Madison Local Schools, Mount Gilead Exempted Village 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, Lucas Local Schools, Madison Local Schools, Northmor Local Schools, Plymouth-Shiloh Local Schools Primary Service 3: Occupational Therapy Services. Buckeye Central Local Schools, Bucyrus City Schools, Clear Fork Valley Local Schools, Galion City Schools, Highland Local Schools, Lexington Local Schools, Northmor Local Schools, Plymouth-Shiloh Local Schools Primary Service 4: Occupational Therapy Assistant Services. Galion City Schools, Highland Local Schools, Lexington Local Schools Primary Service 5: Physical Therapy Services. Buckeye Central Local Schools, Galion City Schools, Highland Local Schools, Lexington Local Schools, Northmor Local Schools Primary Service 6: Physical Therapy Assistant Services. Buckeye Central Local Schools, Galion City Schools, Highland Local Schools, Lexington Local Schools, Northmor Local Schools Primary Service 7: Registered Behavior Technician Services. Bucyrus City Schools, Lexington Local Schools, Lucas Local Schools	
ESC Approval:	<i>Kevin D. Kimmel, Superintendent</i> Designated Official

Electronic submission of proposals should be sent to HPESC@education.ohio.gov no later than 4:30 pm on August 28, 2026. 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. Registered Behavior Technician

Registered Behavior Technician Services includes support for 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 2025-2026 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	\$130,000	\$170,780
Speech & Language	\$110,800	\$154,668
Occupational Therapy	\$107,213	\$135,634
Occupational Therapy Assistant	\$74,000	\$103,738
Physical Therapy	\$118,239	\$124,400
Physical Therapy Assistant	\$78,341	\$103,278
Registered Behavior Technician	\$50,976	\$98,220

*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, Registered Behavior Technician (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) Registered Behavior Technician

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 & AMN Healthcare, 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 Registered Behavior Technician for our region as of August 2025. 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	\$112	\$837	\$170,780
Speech & Language – 194	\$106	\$797	\$154,668
Occupational Therapy - 194	\$93	\$699	\$135,634
Occupational Therapy Assistant - 194	\$71	\$535	\$103,738
Physical Therapy – 194	\$85	\$641	\$124,400
Physical Therapy Assistant - 194	\$71	\$532	\$103,278
Registered Behavior Technician - 194	\$67	\$506	\$98,220

FY27 High Performing ESC Cost Savings Table
(Based on FY26 Data)

PRIMARY SERVICE #1:		School Psychology Services	
Clients	Price Charged to Client by ESC	Cost of providing Primary Services by another Vendor	Calculated Cost Savings
Buckeye Central (.40 FTE)	\$52,000.00	\$68,310.00	\$16,310.00
Bucyrus (1.0 FTE)	\$130,000.00	\$170,780.00	\$40,780.00
Clear Fork (.40 FTE)	\$52,000.00	\$68,310.00	\$16,310.00
Highland (.20 FTE)	\$26,000.00	\$34,160.00	\$8,160.00
Lexington (2.00 FTE)	\$260,000.00	\$341,560.00	\$81,560.00
Lucas (.40 FTE)	\$52,000.00	\$68,310.00	\$16,310.00
Madison (1.90 FTE)	\$247,000.00	\$324,480.00	\$77,480.00
Mt Gillead (1.0 FTE)	\$130,000.00	\$170,780.00	\$40,780.00
Northmor (.60 FTE)	\$78,000.00	\$102,470.00	\$24,470.00
Plymouth- Shiloh (.60 FTE)	\$78,000.00	\$102,470.00	\$24,470.00
TOTALS	\$1,105,000.00	\$1,451,630.00	\$346,630.00

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 (2.6 FTE)	\$288,080.00	\$402,130.00	\$114,050.00
Clear Fork (1.0 FTE)	\$110,800.00	\$154,670.00	\$43,870.00
Crestline (1.0 FTE)	\$110,800.00	\$154,670.00	\$43,870.00
Crestview (1.0 FTE)	\$110,800.00	\$154,670.00	\$43,870.00
Galion (1.0 FTE)	\$110,800.00	\$154,670.00	\$43,870.00
Highland (2.55 FTE)	\$282,540.00	\$394,400.00	\$111,860.00
Lexington (3.0 FTE)	\$332,400.00	\$464,000.00	\$131,600.00
Lucas (.60 FTE)	\$66,480.00	\$92,800.00	\$26,320.00
Madison (3.4 FTE)	\$376,720.00	\$525,870.00	\$149,150.00
Northmor (1.80 FTE)	\$199,440.00	\$278,400.00	\$78,960.00
Plymouth-Shiloh (1.0 FTE)	\$110,800.00	\$154,670.00	\$43,870.00
TOTALS	\$2,099,660.00	\$2,930,950.00	\$831,290.00

PRIMARY SERVICE #3:		Occupational Therapy	
Clients	Price Charged to Client by ESC	Cost of providing Primary Services by another Vendor	Calculated Cost Savings
Buckeye Central (.80 FTE)	\$88,000.00	\$104,760.00	\$16,760.00
Bucyrus (1.0 FTE)	\$110,000.00	\$130,950.00	\$20,950.00
Clear Fork (.60 FTE)	\$44,400.00	\$78,570.00	\$34,170.00
Galion (1.4 FTE)	\$154,000.00	\$194,880.00	\$40,880.00
Highland (.40 FTE)	\$44,000.00	\$55,680.00	\$11,680.00
Lexington (1.6 FTE)	\$176,000.00	\$222,720.00	\$46,720.00
Northmor (.95 FTE)	\$104,500.00	\$124,402.50	\$19,902.50
Plymouth-Shiloh (1.0 FTE)	\$110,000.00	\$139,200.00	\$29,200.00
TOTALS	\$830,900.00	\$1,051,162.50	\$220,262.50

PRIMARY SERVICE #4:		Occupational Therapy Assistant	
Clients	Price Charged to Client by ESC	Cost of providing Primary Services by another Vendor	Calculated Cost Savings
Galion (1.0 FTE)	\$74,000.00	\$108,270.00	\$34,270.00
Highland (.80 FTE)	\$59,200.00	\$81,480.00	\$22,280.00
Lexington (1.6 FTE)	\$118,400.00	\$162,960.00	\$44,560.00
TOTALS	\$251,600.00	\$352,710.00	\$101,110.00

PRIMARY SERVICE #5:		Physical Therapy	
Clients	Price Charged to Client by ESC	Cost of providing Primary Services by another Vendor	Calculated Cost Savings
Buckeye Central (.05 FTE)	\$7,350.00	\$7,730.00	\$380.00
Galion (.30 FTE)	\$44,100.00	\$46,400.00	\$2,300.00
Highland (.50 FTE)	\$73,500.00	\$77,330.00	\$3,830.00
Lexington (.50 FTE)	\$73,500.00	\$77,330.00	\$3,830.00
Northmor (.50 FTE)	\$73,500.00	\$77,330.00	\$3,830.00
TOTALS	\$271,950.00	\$286,120.00	\$14,170.00

PRIMARY SERVICE #6:		Physical Therapy Assistant	
Clients	Price Charged to Client by ESC	Cost of providing Primary Services by another Vendor	Calculated Cost Savings
Buckeye Central (.05 FTE)	\$4,400.00	\$5,800.00	\$1,400.00
Galion (.80 FTE)	\$70,400.00	\$92,810.00	\$22,410.00
Highland (1.20 FTE)	\$105,600.00	\$139,210.00	\$33,610.00
Lexington (.80 FTE)	\$70,400.00	\$92,810.00	\$22,410.00
Northmor (.80 FTE)	\$70,400.00	\$92,810.00	\$22,410.00
TOTALS	\$321,200.00	\$423,440.00	\$102,240.00

PRIMARY SERVICE #7:		Registered Behavior Technician	
Clients	Price Charged to Client by ESC	Cost of providing Primary Services by another Vendor	Calculated Cost Savings
Bucyrus (2.5 FTE)	\$120,000.00	\$245,570.00	\$125,570.00
Lexington (2.0 FTE)	\$112,369.00	\$196,460.00	\$84,091.00
Lucas (1.0 FTE)	\$48,000.00	\$98,230.00	\$50,230.00
TOTALS	\$280,369.00	\$540,260.00	\$259,891.00

TOTAL COST OF PROVIDING SERVICES TO THE CLIENT BY VENDOR	\$7,036,272.50
TOTAL PRICE CHARGED TO CLIENT BY ESC	\$5,160,679.00
TOTAL COST SAVINGS	\$1,875,593.50
TOTAL COST SAVINGS %	26.66%



2026-2027 Rate Sheet

Soliant/VocoVision specializes in staffing all Special Education disciplines. Rates vary based on a multi-agency database of placement trends in your area. Ultimately rates will be determined based upon school budgets and candidate compensation expectations. Rate ranges are intended to accommodate differences in candidate experience and certifications.

Rates are all inclusive, meaning Soliant undertakes the provision of benefits and payroll, full credentialing including drug screening, background checks, fingerprints etc., as well as liability insurance, account management and any additional placement costs. Your department is billed only for each hour that the candidate works, with a member of the District Staff approving Weekly Timesheets. *Holidays, school breaks, and overtime are not billable unless the contractor has been given written authorization by the district supervisor.*

Discipline All-Inclusive Rates (Onsite/Remote):

Soliant Rates per Hour	
Discipline	Onsite and Tele Provider Rates
Speech Language Pathologist	\$107 - \$125
Occupational Therapist	\$102 - \$118
Physical Therapist	\$110 - \$130
BCBA	\$105 - \$120
RBT	\$50 - \$60
Certified Occupational Therapist Assistant	\$75 - \$85
Physical Therapist Assistant	\$75 - \$85
School Psychologist	\$105 - \$120

*If there is a discipline not listed, please let me know and I can provide more information.

Administrative: Rates determined by position, qualification requirements, hours etc.

Bilingual Disciplines: Rates determined by discipline; rarity of language required etc.

Additional Disciplines: We staff all disciplines in special education and the general education program. If it is not listed, please ask. I'd be happy to help.

Teletherapy: We have an entire teletherapy division called VocoVision dedicated to remote contractors and successful virtual assignments with schools. This is a fantastic resource for some of our harder to fill vacancies, with the technology and training provided to both the district and the candidate without any additional fees. Our most popular teletherapy disciplines are SLPs, Psychs, SLIs, OT, PT.

DIRECT PLACEMENT FEES: One-time fee of \$22,500 or 33% of the candidates' 365-day salary including their benefits etc. Invoice due upon receipt, no later than the first day the candidate works.

Rate is negotiable, based on area and candidate's prior experience and qualifications.



Rate quote for Mid-Ohio Educational Service Center

890 West Fourth Street
Mansfield, Ohio 44906
Office: 419-774-2507

7/10/26

School Psychology-	
<p>Comprehensive Educational Evaluation and Fees</p> <p>The comprehensive educational evaluation includes up to twelve (12) to fourteen (14) hours which may include planning meetings; direct assessment and testing; rating scales and checklists (including areas with no identified concerns such as communication, fine motor, gross motor, and social-emotional functioning); collection of background information; review of relevant records; scoring and interpretation of results; pre- and post-assessment activities; and preparation of a written evaluation report.</p>	<p>The total fee for the comprehensive educational evaluation performed by our psycho- education team is \$1,500.00.</p>

Hourly rate will be charged for ETR team meetings, scheduling meetings and more involved evaluations that go beyond the 12 hours	\$110.00
Teacher Consult	\$110.00



	<p>Contract submitted by August 31, 2026): \$600.00</p> <p>New Schools (Schools that did not contract with TES during the 2025-26 Academic Year, Contract submitted by August 31, 2026): \$1500.00</p> <p>All Schools that return a contract on or after September 1, 2026: \$1700 which includes late recruiting fees</p>
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Additional Services*	
Professional Development	\$500 per hour
	\$1500 for ½ day Training
	\$2800 full day Training
Assessment – Bilingual	An additional 3-hour charge at the hourly rate for assessments within 21 calendar days
No Show - <i>cancellation made within 24 hours of scheduled service, assessment or meeting</i>	Half of the scheduled time at the hourly rate



**Mid-Ohio Educational Service Center
Rate Sheet
SY 2026-2027**

Thank you for your partnership. We proudly and exclusively support school districts across the country with our Special Education talent solutions.

2026/2027 Hourly Bill Rates	
SLP	\$85.00 - \$95.00
SLPA	\$65.00 - \$75.00
School Psychologist	\$95.00 - \$105.00
BCBA	\$90.00 - \$100.00
Social Worker	\$75.00 - \$85.00
OT	\$80.00 - \$90.00
COTA	\$65.00 - \$75.00
PT	\$80.00 - \$90.00
PTA	\$65.00 - \$75.00
Intervention Specialist	\$70.00 - \$80.00
Special Education Teacher	\$75.00 - \$85.00

Note: Mileage is billed at the current IRS rate.

Hourly bill rates may vary based on the scope, location, duration, and complexity of the contract, as well as on the availability of talent. We are happy to discuss them on a case-by-case basis.

Our talent solutions include both staffing **and** retention efforts to bring continuity in your classroom. Our "shared staff" extends your districts reach and capabilities so that together, we can serve more students. Our support to our team members serving your district includes: a dedicated Relationship Manager for ongoing support, access to our in-house, licensed Clinical Manager team, training, mentorship, and availability of "best in class" wellness and benefit packages.

We look forward to supporting you in the 2026-2027 school year!

 Outlook

RE: Follow Up: SLP

From Sophia Matia <smatia@americanmedicalstaffing.com>

Date Wed 7/8/2026 10:07 AM

To Eric Turlo <turlo.eric@moesc.net>

Good morning!

Absolutely, we provide all of these disciplines and staff for in person & remote as well. 😊

SLP - \$87

School Psych - \$90

OT - \$83

PT - \$83

BCBA - \$90

RBT - \$50

COTA - \$67

PTA - \$67

Sophia Matia, Account Manager

American Medical Staffing

667-290-9411

From: Eric Turlo <turlo.eric@moesc.net>

Sent: Wednesday, July 8, 2026 9:56 AM

To: Sophia Matia <smatia@americanmedicalstaffing.com>

Subject: Re: Follow Up: SLP

EXTERNAL EMAIL: Do not click links or open attachments unless sender is recognized and content is safe.

Good Morning,

We are currently comparing costs for staffing companies to provide in person services for our districts. Could you give me an hourly costs for any of the following positions which you provide in person staffing for?

SLP

School Psych

OT

PT

BCBA