



ALVAREZ & MARSAL

SOUTH CAROLINA DEPARTMENT OF EDUCATION
SCHOOL DISTRICT EFFICIENCY REVIEW

Clarendon 03

District Report

6/16/2017





OUTLINE

- I. Executive Summary
- II. District Overview and Overhead
- III. Financial Management
- IV. Human Resources
- V. Procurement
- VI. Transportation

EXECUTIVE SUMMARY

CLARENDON 03

PROJECT OVERVIEW

- This document contains observations and recommendations completed in conjunction with the School Efficiency Review conducted for the South Carolina Department of Education and pursuant to Part 1B Section 1 Proviso 1.92 of the FY2016-17 General Appropriations Act.
- The scope of the District Efficiency Review focused on the following central operations: **(1) Finance; (2) Human Resources; (3) Procurement; (4) Transportation; and (5) Overhead.**
 - Instruction, Food, Facilities and Technology functions were outside the scope of this efficiency review.
 - Facilities and Technology Assessments were completed in accordance with Part 1B of Proviso 1.92 and are separate from this report.
- A&M's review focused on identifying opportunities across the operational areas noted above that would yield:
 - 1. Increased Effectiveness and Efficiency**
 - Improved processes that would enable increased levels of service to the District's students and teachers and enhance financial controls and financial stewardship of the District's funds and assets.
 - A&M considered potential opportunities that could be realized both in the current state and in a situation where the District chooses to collaborate with other nearby or like-minded districts.
 - 2. Cost Avoidance and / or Cost Savings**
 - Enhanced processes and structures that would enable the District to realize savings and/or avoid potential costs in the future, including consideration of potential investments required to mitigate ongoing cost exposure.

EXECUTIVE SUMMARY

CLARENDON 03

PROJECT OVERVIEW (CONTINUED)

- A&M conducted School Efficiency Reviews of 79 of the 82 school districts in the State across two phases, each of which approximated nine weeks. Phase 1 included 32 districts (all Plaintiff districts) and Phase 2 included 47 districts. Three districts did not participate due to previously completed efficiency reports: Clarendon 1 (Plaintiff), Lexington 4 (Plaintiff) and Dorchester Two.
- The review conducted by A&M included 2 partial day site visits in order to meet with district personnel to understand their organizations, processes and approaches.
- The report identifies two themes that will help drive greater efficiency and effectiveness in school districts:
 1. **Modernize:** A series of one-time investments in technology that must be made in order to enhance processes and drive operational efficiency.
 2. **Collaborate:** Small districts must perform and support a fixed, minimum cost structure that does not allow them to benefit from economies of scale available to larger districts. There are a range of opportunities for cross-district collaboration that will realize efficiencies and generate the highest level of savings. Efficiencies and effectiveness will increase as the number of districts collaborating increases.
- This analysis presents two types of estimates:
 1. **Investments** in school district modernization necessary to drive future cost savings; and
 2. **Net savings** from implementation of a shared services model for functions within the scope of this study.

PROJECT OVERVIEW (CONTINUED)

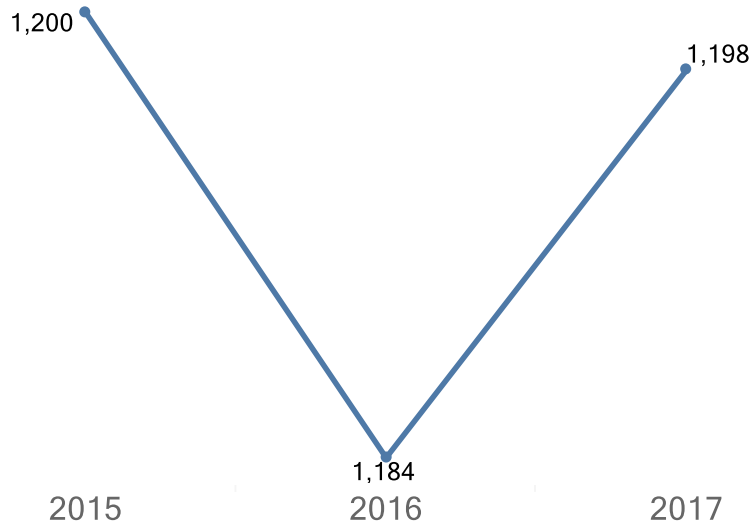
➤ **Sources of Data and Savings Estimates:**

- A&M based the recommendations included in this report on data received from both the State and the District.
 - State provided data: FY16 revenue and expenditure data submitted by districts to the State, 3-year historical enrollment/average daily membership data, FY16 school transportation routes by district.
 - District provided data: FY17 personnel rosters, FY16 disbursements by vendor, vendor contracts and invoices, and various operational and financial metrics tracked and maintained by the districts.
- Many districts were unable to provide all of the data requested. As a result of data limitations, savings estimates calculated rely on aggregate expenditure data to derive estimates for potential savings.
- Savings estimates are based on a series of assumptions about changes in process and staffing levels (stand-alone and multi-district) that will vary upon implementation. Variation from the amounts presented as net savings are likely in the event a shared services model is implemented.

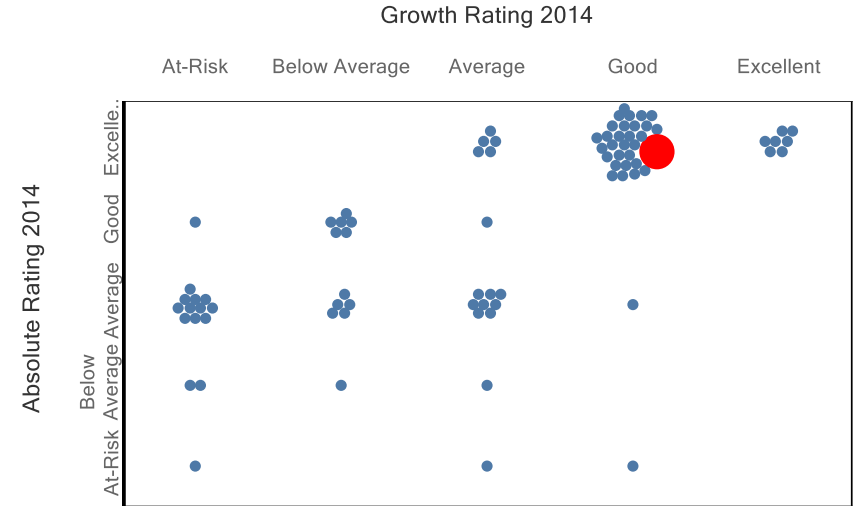
EXECUTIVE SUMMARY

CLARENDON 03

Average Daily Membership^[2]



Student Achievement^[1]



General Info

Number of Schools ^[2]	2
% Poverty ^[1]	61.3%
% Disability ^[1]	12.9%
\$ Per Student ^{[2],[3]}	\$9,663
\$ Per Student Excluding Debt & Capital ^{[2],[3]}	\$9,144

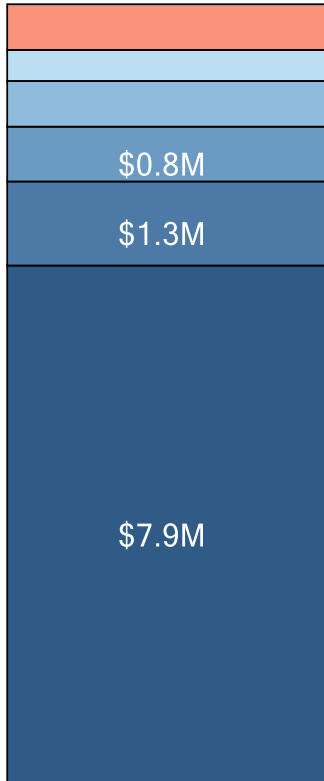
Administration

Students Per Instructional Services FTE ^{[2],[4]}	11.5
Students Per Overhead FTE ^{[2],[4]}	221.9
Students Per School Support FTE ^{[2],[4]}	38.2
Students to Total FTE ^{[2],[4]}	8.5

EXECUTIVE SUMMARY

CLARENDON 03

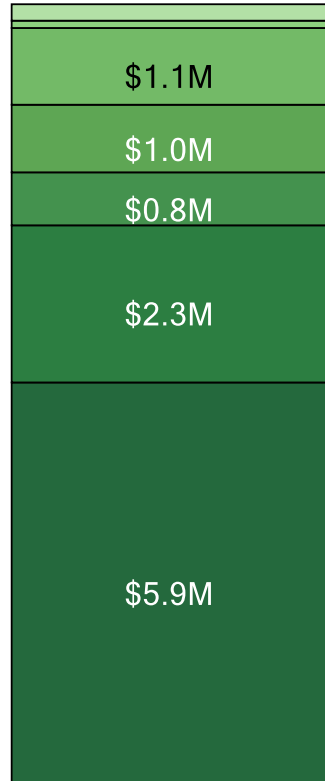
Sources of Funds^[5]
\$11.8M



2015-2016

- Debt Service Fund
- Capital Projects Fund
- Pupil Activity Fund
- Food Service Fund
- Education Improvement Act Fund
- Special Revenue Fund
- General Fund

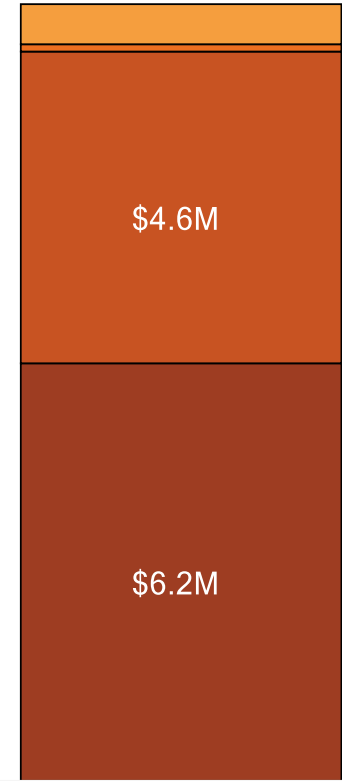
Use of Funds - Type^[3]
\$11.4M



2015-2016

- Capital Outlay
- Transfers
- Other Objects
- Supplies and Materials
- Purchased Services
- Employee Benefits
- Salaries

Use of Funds - Function^[3]
\$11.4M



2015-2016

- Community Services
- Debt Services
- Other Charges
- Support Services
- Instruction

EXECUTIVE SUMMARY

CLARENDON 03

\$11.4M
Total

\$1.8M
In-Scope

\$9.6M
Not In-Scope

16.0% of total spend is within scope of the efficiency review:

	In Scope Spend ^[3]	Procurement Component
Finance	\$263,945	\$74,148
Human Resources	\$3,251	\$3,251
Overhead	\$266,126	\$80,686
Transportation	\$176,627	\$6,789
Procurement (Community Services, Instruction, Support Services)	\$1,115,202	\$1,115,202
TOTAL	\$1,825,151	\$1,280,076

EXECUTIVE SUMMARY

CLARENDON 03

GOALS, CHALLENGES & ACHIEVEMENTS

District Goals

Mission: The mission of Clarendon 3 School District is to see all students graduate with the knowledge and skills to be successful in their endeavors, whether that is post-secondary education or entering the workforce.

1. **Student Achievement:** The District has initiated a Science Technology Engineering and Mathematics (STEM) focus to close the achievement gap.
2. **Accountability:** A District priority is accountability and comparisons of the gap to the standard.
3. **Reading Programs:** The District is making the Read to Succeed program and a broadening of the arts program a priority.
4. **Teacher Recruitment:** The District is starting recruitment and retention programs to head off the wave of potential retirements.
5. **School Safety:** The District has initiated School Safety programs in conjunction with local law enforcement.

Achievements

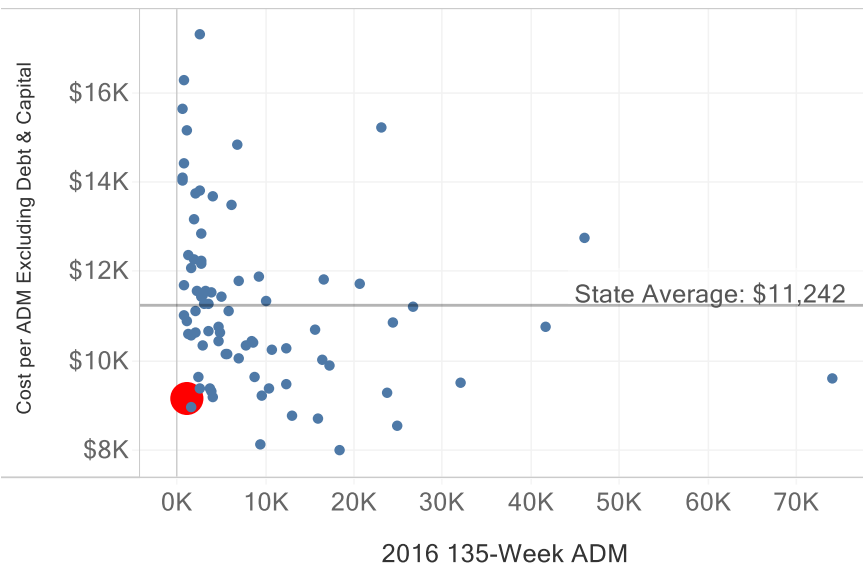
- **Programs:** The District has a literacy development program.
- **Technology:** The District has been undergoing a technology transformation and transition to google classroom.
- **Low Teacher Turnover:** The District has low teacher turnover and a waitlist to join the school district.
- **Partnerships:** The District has broadened the partnership with Central Carolina Technical College to provide technical classes.

Challenges

- **Expected Retirements:** The District has experienced low turnover, but anticipates a large wave of retirement, resulting in a need for succession planning.
- **Demand for Math and Science Teachers:** Due to the rural nature of the District, finding math and science teachers remains a challenge.
- **Limited Tax Base:** The District has a very small tax base, resulting in low assessments and high taxes. Taxes are two to three times higher than Clarendon 1 and 2, respectively.
- **Limited Resources:** The assessments leave little room for facilities upgrades and a limited ability to issue debt to build new schools. Facilities are in poor shape without the needed funding.

KEY OBSERVATIONS

Per Pupil vs. Enrollment



District Size and Minimum Costs

Minimum Cost Base:

The District must perform and support a fixed, minimum cost structure and does not benefit from economies of scale available to larger districts.

Resource Utilization:

The small size of the District requires resources to be leveraged within and across functional areas and often resources wear multiple hats in order to complete key processes.

Opportunities for Improvement

Modernize / Process Improvements:

The District has the opportunity to implement new technologies and streamline processes in order to enhance overall effectiveness of support functions.

Collaboration / Maximizing Efficiencies:

Given the small size and spending base of the District, there are a range of collaboration opportunities for cross-district collaboration that will provide the greatest ability to realize efficiencies and generate the highest level of savings. The greater the number of districts collaborating, the greater the efficiencies and effectiveness.

EXECUTIVE SUMMARY

CLARENDON 03

OBSERVATIONS: INDIVIDUAL SCOPE AREAS

	Current State
Finance	• Gaps in Financial Management: The District has a weak Unrestricted Fund Balance that is attributable to their limited tax base, resulting in poor financial stability. • Limited Staffing / Manual Processes: Limited staffing as well as under-investment and under-utilization of technology contribute to a lack of control over financial processes.
Human Resources	• Limited Staffing / Manual Processes: There is no department dedicated to Human Resources. A part time support staff member oversees employee benefits and provides general support to the finance manager to perform HR functions. Most activities remain manual: recruiting, on-boarding, substitute management and time tracking. • Challenges with Recruiting and Retention: The District currently has a low turnover rate but will need to increase recruiting efforts as retirement waves are predicted to occur in the near future.
Transportation	• Transportation Management: The State directly pays for costs of bus purchasing, maintenance, fuel and a portion of driver salaries. The District has a difficult time recruiting bus drivers and often struggles with daily vacancies. • Manual Routing: The District does not have routing software that can be used to help drive routing efficiencies.
Procurement	• Staffing and Organization: There is no department dedicated to Procurement, but one FTE within the finance department takes on purchasing duties. • Strategic sourcing: The District has little leverage with vendors due to low purchasing volumes. The District participates in the SCPA but does not partner with other districts for the procurement of goods and services.
Overhead	• Staffing and Organization: The Superintendent's job is spread across many functions and is supported by an administrative assistant. • Collaboration: The District participates in the Pee Dee consortium for minority teacher recruitment, teacher evaluation, mentor training, and other informal collaboration efforts.

RECOMMENDATIONS

School districts' efficiencies identified during the review can best be summarized into two key categories: Modernize and Collaborate

Modernize School District Operations

- Invest in technology
 - New statewide bus routing software
 - Purchase new or expand existing technologies to minimize “paper-pushing”
 - Drive data quality improvements across district financial and personnel systems
- Streamline people and processes around new technology

Collaborate Across Districts

- Districts can achieve greater economies of scale in administrative (Finance and HR) and procurement functions.
 - Implement a regional shared service model that includes Finance, HR and procurement (at a minimum)
 - Strengthen purchasing collaboration through dedicated volume
- Collaboration will not only drive cost savings, but will increase the effectiveness of the services.

EXECUTIVE SUMMARY

CLARENDON 03

MODERNIZATION RECOMMENDATIONS

District investment in modernization will help improve the effectiveness of their overall processes and operations on a stand-alone basis.

MODERNIZATION RECOMMENDATIONS			
FINANCE	HUMAN RESOURCES	PROCUREMENT	TRANSPORTATION
System Enhancements: Update software versions and / or add modules to financial systems to facilitate automated and purchase to payments processes, integrated timekeeping and payroll and position control functionality. Process Improvements: Modernize processes to limit manual activities and strengthen internal controls. Staffing/Organization: Train/cross-train personnel on key financial functions to increase the capabilities and effectiveness of the teams.	System Enhancements: Implement new technologies to automate HR processes, such as integrated applicant sourcing, tracking and on-boarding. Process Improvements: Formalize plans to implement and enhance incentive programs to help navigate teaching shortages and increase recruitment and retention rates. Staffing and Organization: Train/cross-train personnel on recruiting, talent management and professional development strategies.	Process Improvements: Leverage state contracts and group purchasing organizations to optimize spend. Enable other districts to purchase off individually negotiated contracts. Negotiate discounts / rebates for tiered levels of spending using minimum buying commitments as appropriate. Monitor compliance with major contracts and analyze spending distribution on an ongoing basis to identify opportunities for potential savings.	System Enhancements: Implement new routing software, GPS, and security cameras on all buses. Process Improvements: Staggered Bell Times: - Complete analysis (in conjunction with use of routing software) to evaluate the potential financial benefits of using routing software. Staffing / Organization: Implement routing software to make routes more efficient and reduce the number of bus drivers necessary for operation.

EXECUTIVE SUMMARY

CLARENDON 03

COLLABORATION RECOMMENDATIONS

Organizational effectiveness and cost savings opportunities can increase through formal collaboration efforts between districts.

REGIONAL COLLABORATION OPPORTUNITIES			
FINANCE	HUMAN RESOURCES	PROCUREMENT	OTHER AREAS
Accounts Payable and Payroll: Shared Processing; Standardized and automated workflow on approvals Potential to add in: - Accounting Entries - Financial Reporting - General Oversight - ERP Systems - Grant Compliance and Claiming	Benefits Coordination: Shared Processing and Support Potential to add in: - Intl. Recruiting: H1B Process or collaborative - System Licenses for Recruiting, Substitute Management, and on-boarding - Sharing of instructional resources across varying classroom models	Purchasing Coordination: Collaborate on market intelligence, pricing opportunities, RFP management, contract negotiations, contract management and minimum buying commitments Capitalize on volume discounts and rebates Shared analysis of spending, monitoring and optimization of pricing	Transportation: Shared administrative resources Facilities/ Maintenance: Shared staffing of key maintenance positions across districts (e.g, HVAC, Electrician, Plumbing) Technology: Shared oversight and support functions Curriculum: Shared research and development functions

Governance structures, service level agreements and implementation plans will vary based upon the range of services included and the districts participating in a collaborative model.

EXECUTIVE SUMMARY

CLARENDON 03

APPROACH TO SAVINGS

GENERAL APPROACH TO ESTIMATING INVESTMENTS AND SAVINGS

- Investments and cost savings were estimated based on interviews with District personnel across each functional area, using financial and operational data received from both the state and each district.
- Data provided was benchmarked and analyzed to understand costs, productivity and utilization.
- For more detail on methodology, see Appendix A. Actual savings may vary based on implementation decisions.

FINANCE AND HUMAN RESOURCES

- A&M conducted interviews and analyzed personnel rosters and expenses to understand the intersection of people, process and technology within each district.
- A&M estimated a range of potential synergies from district collaboration based on average district spend in key finance and HR functional areas. Synergies will be realized when participating district resources are pooled in a Shared Service Center. For purposes of this analysis, A&M calculated the District level savings by estimating the level of resources that would be required to support two average sized smaller districts at the low end and five districts of varying sizes at the high end.

PROCUREMENT

- A&M reviewed the District disbursement register and reviewed a limited sampling of vendor invoices to gain an understanding of the District's procurement spend.
- On a limited basis, A&M reviewed rates paid to individual vendors by multiple districts.
- In order to estimate savings, A&M leveraged the information gathered above and then applied potential savings rates to key spend categories. Savings rates were based upon past experience that our clients have achieved by partnering with A&M on strategic sourcing.

TRANSPORTATION

- A&M used data provided by the State to analyze district route mileage, frequency, timing, and volume to estimate potential efficiencies available through the implementation of routing software and staggered bell times.
- Benchmarks were established based on districts currently using routing software and staggered bell times.
- Savings were estimated based on a target benchmark for the District that took into consideration the location, population and rural profile of the each district.
- Estimates include savings for bus drivers, fuel, maintenance and buses.

EXECUTIVE SUMMARY

CLARENDON 03

CONCLUSION: ESTIMATED ONE-TIME INVESTMENT AND ANNUAL SAVINGS

Preliminary investment and savings estimates for your District are shown below.

	MODERNIZE Est. One-Time Investment			COLLABORATE Est. Net Annual Savings		
	Low		High	Low*		High
Finance	\$10,000	-	\$25,000	\$28,200	-	\$84,600
Human Resources	15,000	-	25,000	0	-	0
Procurement	0	-	0	34,500	-	70,300
Transportation – District	N/A	-	N/A	9,000	-	13,000
District Total	25,000		50,000	71,700		167,900
Transportation – State	7,000	-	23,000	12,800	-	28,000
Total	\$32,000	-	\$73,000	\$84,500	-	\$195,900

* A negative savings amount reflects the need to hire additional resources if collaboration with other districts is not pursued.

Investment and savings ranges shown above reflect preliminary estimates of impacts of A&M recommendations. These amounts are subject to change based upon the implementation strategies selected. In addition, potential costs associated with additional planning activities are not reflected in these estimates.



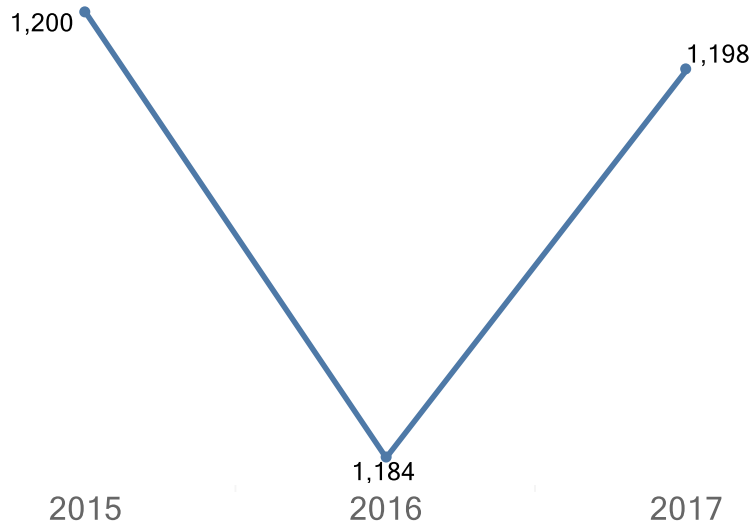
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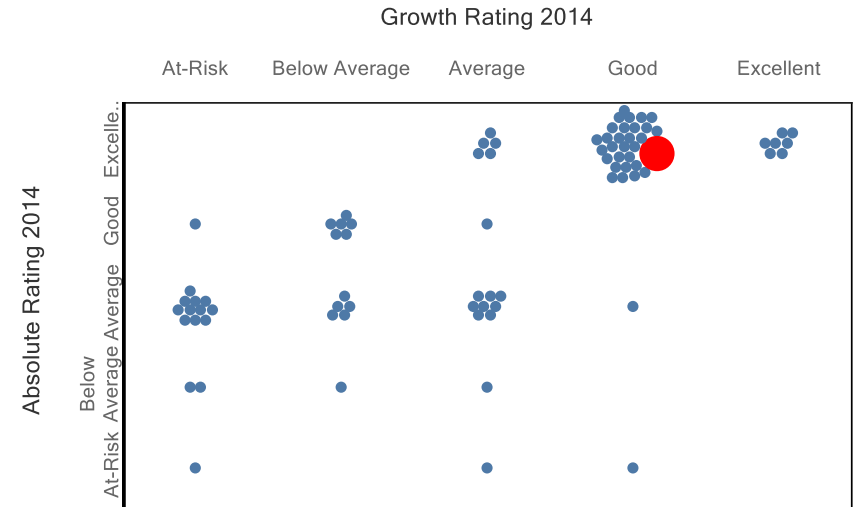
DISTRICT ADMINISTRATION AND PERFORMANCE

CLARENDON 03

Average Daily Membership^[2]



Student Achievement^[1]



General Info

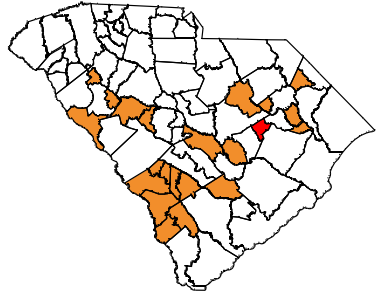
Number of Schools ^[2]	2
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% Disability ^[1]	12.9%
\$ Per Student ^{[2],[3]}	\$9,663
\$ Per Student Excluding Debt & Capital ^{[2],[3]}	\$9,144

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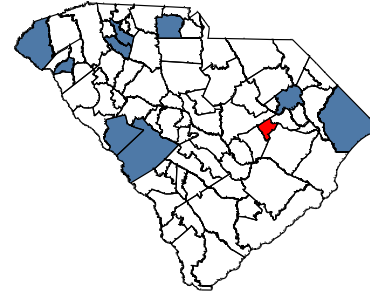
DISTRICT BENCHMARKING

CLARENDON 03



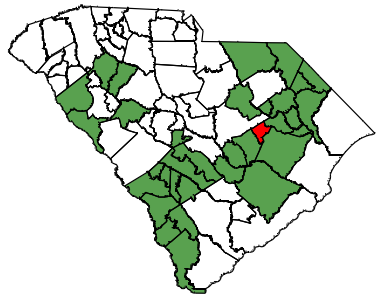
Enrollment (< 2,500)

Allendale	Florence 04
Bamberg 01	Florence 05
Bamberg 02	Greenwood 51
Barnwell 19	Greenwood 52
Barnwell 29	Hampton 01
Barnwell 45	Hampton 02
Calhoun	Lee
Clarendon 01	Lexington 03
Clarendon 03	McCormick
Dillon 03	Saluda
Dorchester 04	
Florence 02	



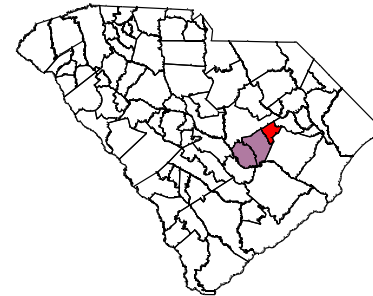
Poverty (60% - 65%)

Aiken
Anderson 05
Clarendon 03
Edgefield
Florence 01
Horry
Oconee
Spartanburg 04
Spartanburg 06
York 01



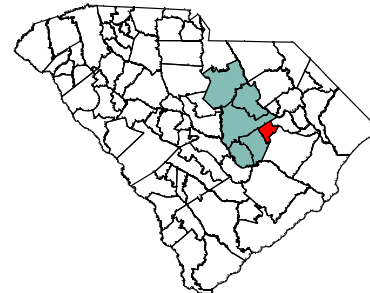
Phase 1 (Yes)

Abbeville 60	Hampton 01
Allendale	Hampton 02
Bamberg 01	Jasper
Bamberg 02	Laurens 55
Barnwell 19	Laurens 56
Barnwell 29	Lee
Barnwell 45	Lexington 04
Berkeley	Marion 10
Chesterfield	Marlboro
Clarendon 01	McCormick
Clarendon 02	Orangeburg 03
Clarendon 03	Orangeburg 04
Dillon 03	Orangeburg 05
Dillon 04	Saluda
Florence 01	Williamsburg
Florence 02	
Florence 03	
Florence 04	
Florence 05	



County (Clarendon)

Clarendon 01
Clarendon 02
Clarendon 03



Region (Santee Lynches)

Clarendon 01
Clarendon 02
Clarendon 03
Kershaw
Lee
Sumter

DISTRICT OVERVIEW

CLARENDON 03

KEY PERFORMANCE INDICATORS: KEY DISTRICT RATIOS

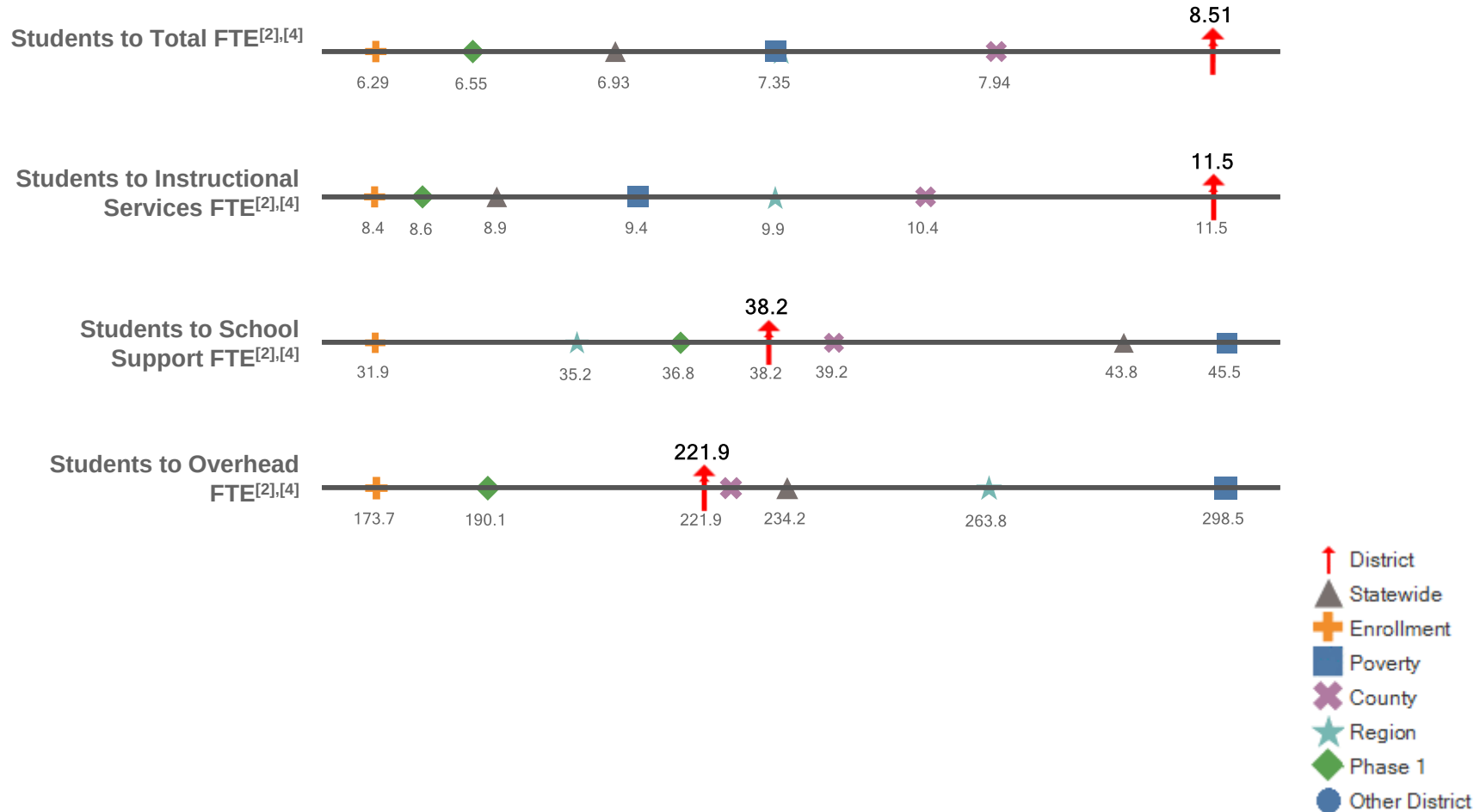
The metrics below show how the District compares to other district peer groups based on: (a) statewide averages, (b) similar enrollment levels, (c) similar poverty levels, (d) county peers, (e) regional peers, (f) Phase 1 and (g) other districts.



DISTRICT OVERVIEW

CLARENDON 03

KEY PERFORMANCE INDICATORS: KEY STAFFING RATIOS



DISTRICT OVERVIEW AND OVERHEAD

CLARENDON 03

SUMMARY OF OBSERVATIONS AND RECOMMENDATIONS

	Observations	Recommendations
Enrollment Trends	• 3-year Enrollment Trend: The District's enrollment has decreased by 2 students, or <1%, over the past 3 years. • Student Demographics: The District has a 12.9% disability rate but also operates a special education school that serves 166 severe special education students from across the region. The District's poverty ratio of 61.3% is less than the state average. • Competition: The District does not have any charter schools. • Other Demographic: The District operates two schools; an elementary school and a middle/high school. • Long-term Planning: The District does not prepare long term enrollment projections to help inform long-term planning.	• The District should develop a long-term enrollment forecast better plan for enrollment changes and to ensure long term financial stability.
District Funding and Resource Allocation	• Financial Viability: The small size of the District, the low per pupil and a low Unrestricted Fund Balance leaves the District vulnerable to drops in enrollment and unanticipated expenses. • Per Pupil Expenses: When excluding debt and capital, the District has a low Per Pupil Expense of \$9,144 relative to peers and the statewide average of \$11,242. • Tax Base: The mill rate for the District is nearly double the rate of neighboring districts due to the small relative tax base. • Unrestricted Fund Balance: The District has an Unrestricted Fund Balance that is 10% of revenues. The fund balance is low relative to the statewide average of 19%, resulting in poor financial stability.	• The District should prepare a three to five year financial plan that allows for investment in critical areas of academics and operations while still maintaining a strong fund balance.

DISTRICT OVERVIEW AND OVERHEAD

CLARENDON 03

SUMMARY OF OBSERVATIONS AND RECOMMENDATIONS

	Observations	Recommendations
District Funding and Resource Allocation (cont'd)	• Student to FTE: The Student to Total FTE Ratio of 8.5 is higher than the statewide average of 6.9 due to small number of staff required to operate the district. • Student to Instructional Services FTE: The Student to Instruction ratio of 11.5 is higher than the statewide average of 8.9. • Student to Support Services FTE: The Student to Support Services ratio of 38.2 is lower than the statewide average of 43.8. • Student to Overhead FTE: The Student to Overhead Ratio of 221.9 is lower than the statewide average of 234.1, reflecting the high fixed cost structure required to operate a smaller school district.	
Staffing / Organization	• Role of Superintendent: The Superintendent's job is spread across many functions. In particular, the Superintendent spends a significant amount of time dealing with operational / non-academic issues such as employee services or communications rather than with strategic issues focused on student achievement. • Communications Function: There is no Communications support for the Superintendent's office. The function resides solely with the Superintendent. • Legal: The District has no legal department. If legal advice is required, the District utilizes external firm to provide support.	• Consider ways to partner with other districts and government entities to deliver other direct support areas of the Superintendent which are outside of the scope of this report in order to optimize resources and bring spending in line with benchmarks.

DISTRICT OVERVIEW AND OVERHEAD

CLARENDON 03

SUMMARY OF OBSERVATIONS AND RECOMMENDATIONS

	Observations	Recommendations
Board of Directors	• Board Pay: The Board Members of the District are not paid. • Board Compensation: Many Board members are business people, farmers, and public service employees that represent a cross section of the District's population. • Training: Board members are not required to attend training.	• Have Board of Directors attend an annual training to enable them to become impactful members of the board.
Collaboration	• Consortium: The District is a member of the Pee Dee Consortium, participates with the South Carolina Association of School Administrators (SCASA) and coordinates with other districts to pool buying power. • Career Center: The District has a shared career center with Clarendon 1 and Clarendon 2. • Special Education: The District is a provider of Special Education programs for neighboring school districts. • Headcount: The District shares an occupational therapist with Clarendon 1 and Clarendon 2.	• Consider implementing a regional shared service model that allows for sharing of resources and systems that 1) require specialized skills or 2) are highly transactional.



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FINANCIAL MANAGEMENT OVERVIEW

The Finance organization is directly responsible for overall fiscal management, resource allocation, budgeting, accounting, financial reporting, payroll, purchasing, accounts payable and cash flow and debt management.

499 : 1

District Students (ADM)^[2]

Financial
FTE^[4]

\$223 per Student

Cost of Total Financial Spend^[3] per Student
(ADM)^[2]

Key statistics for metrics

Financial FTEs ^[4]	2.4
Personnel Expense ^[3]	\$189,797
Non-Personnel Expense ^[3]	\$74,148
Total Financial Expense ^[3]	\$263,945

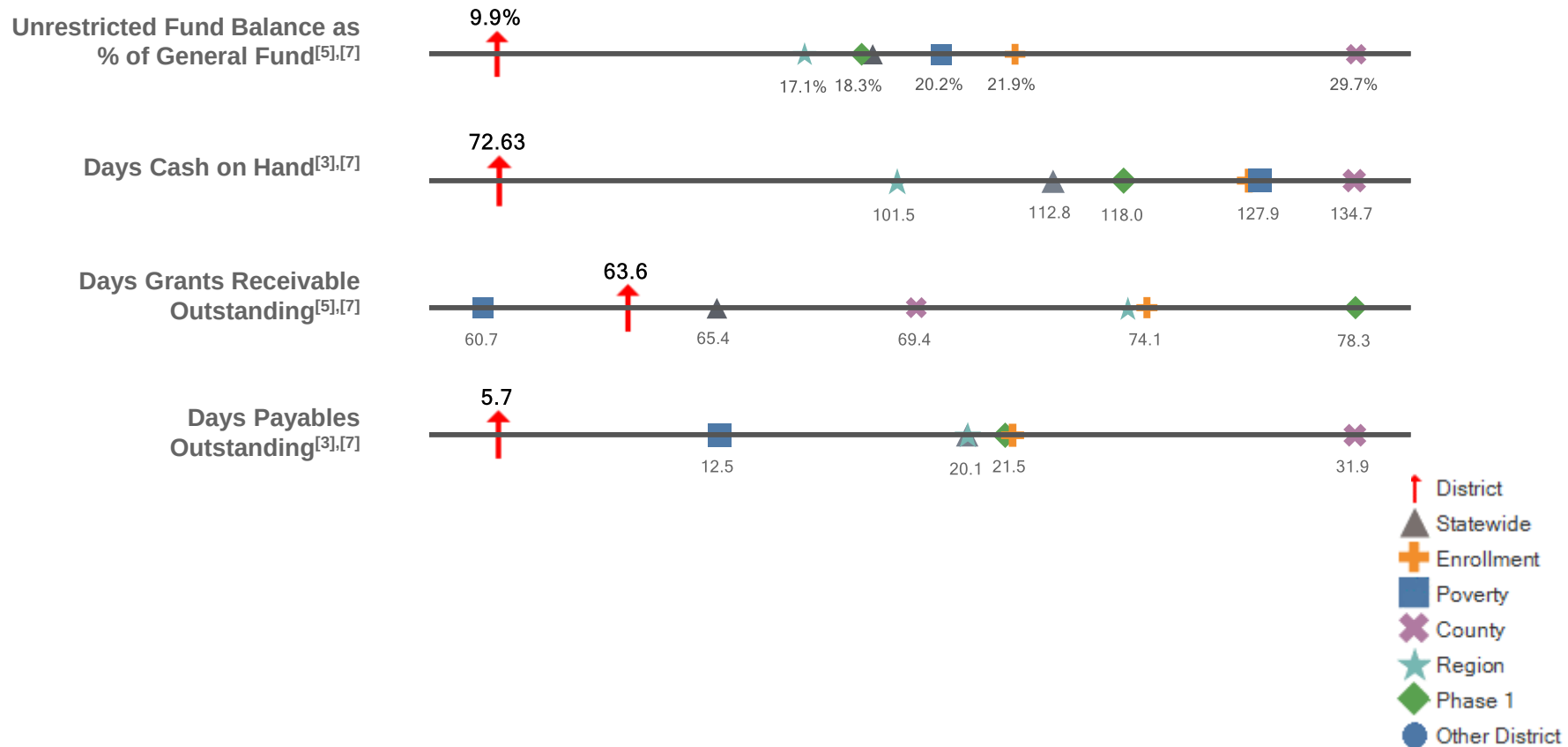
NOTE: FTEs shown in the table above reflect dedicated finance staff only; Financial expenses shown above reflect amounts coded to the finance department. In some instances districts may include salary and benefit related charges that are not related to dedicated Finance costs in their totals.

FINANCIAL MANAGEMENT

CLARENDON 03

KEY PERFORMANCE INDICATORS: FINANCIAL MANAGEMENT

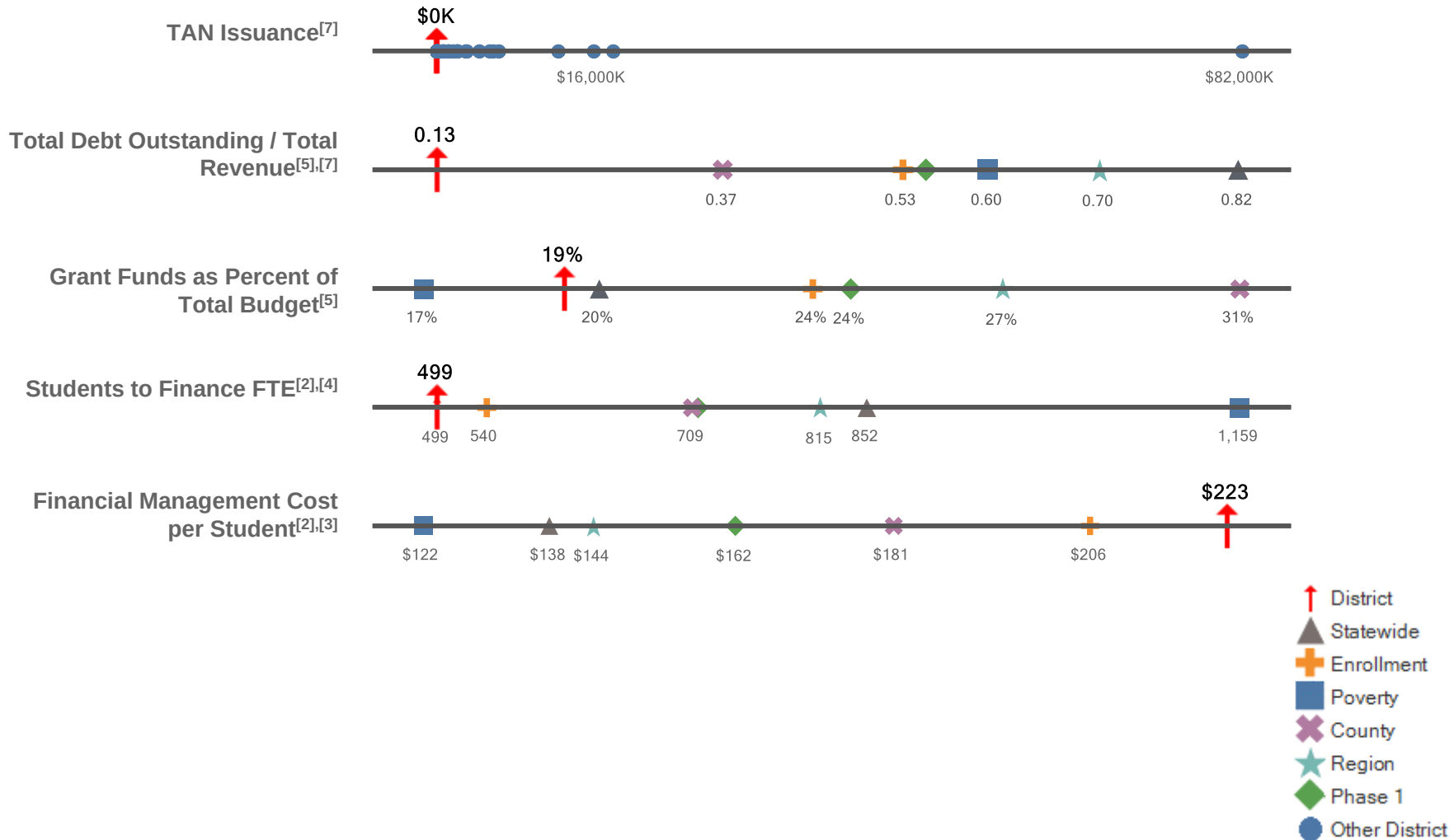
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FINANCIAL MANAGEMENT

CLARENDON 03

KEY PERFORMANCE INDICATORS: FINANCIAL MANAGEMENT



FINANCIAL MANAGEMENT

CLARENDON 03

SUMMARY OF OBSERVATIONS AND RECOMMENDATIONS

	Observations	Recommendations
Staffing / Organization	• Organization: The Finance organization operates on a lean budget, with a finance director and support person that both split time between the finance and human resources function. In addition, the District has hired a previously retired district CFO to provide budget and account support and guidance. • Turnover: The Department has not had any turnover in the past year. • Finance Cost Per Pupil: The Finance cost per pupil for the district of \$223 is high relative to the statewide average of \$138. • Student Per Finance FTE: The Student to Financial Management FTE ratio of 499 is low relative to the statewide average of 852.	• Review staff capabilities on an annual basis and ensure individuals are provided with training on systems and processes and cross-train individuals to be able to do multiple functions.
Payroll and Accounts Payable	• Payroll: The District currently runs payroll on a semi-monthly basis. • Timekeeping: Time tracking has been a manual process and will be managed electronically through the AESOP program after it is implemented. • Purchasing: The District does not currently use a centralized purchase order system. Schools are able to secure items and services in accordance with district and state regulations; however, the district is not large enough to require a centralized procurement function. • Pcard: The District does not utilize a Pcard program.	• Require all employees to receive payroll via direct deposit. In addition, eliminate the physical mailing of check stubs to employees and leverage employee self-service functionality available within the Harris SmartFusion system. • Implement policies that require use of a centralized purchase order system by schools and administrative personnel. Leverage automated purchase order work flow systems that can be integrated with the financial systems.

FINANCIAL MANAGEMENT

CLARENDON 03

SUMMARY OF OBSERVATIONS AND RECOMMENDATIONS

	Observations	Recommendations
Payroll and Accounts Payable (cont'd)	• Inventory: The District conducts inventory reviews manually on an annual basis. The District supplies are maintained in a central storage facility behind the District office headquarters. • Inventory Tracking: The District does not track inventory of furniture or technology; however, the IT Director is in the process of building tracking mechanisms for the newly acquired Chromebooks and other technology infrastructure. • Textbooks: All of the District's textbooks are tracked by a textbook coordinator and are provided by the state depository.	• Implement standard policies and procedures around managing physical inventory and ensure that the District Finance organization is part of the overall process.
Grants Management	• Grants Revenue %: Grant funds provide 19% of revenue for the District, making this District less reliant on grant funds than other districts of similar enrollment. • Federal Funds: The process for tracking and pursuit of federal funds filters down through the Superintendent with state grant notifications disseminated by the Superintendent to teachers and other staff for pursuit. The District has pursued and received some corporate grant funding. • Indirect Costs: The District does not actively charge indirect costs against federal grants beyond allowable indirect rates. • Medicaid reimbursements: The District uses the ENRICH online portal for tracking of Medicaid for nurses, special education, occupational therapy and speech reimbursements. • Grants Monitoring: The finance staff track expenditures against grant requirements.	• Require finance to provide for a secondary review process before paying for grant funded activities or submitting claims for reimbursement on grants. • Consider hiring a grant writer that can be shared with other nearby districts to help drive applications for competitive grant opportunities. • Create improved grants tracking reports that compare award amount, budget, YTD and cumulative expenditures, and outstanding receivable balances for each grant. • Identify project codes and time tracking processes that allow the District to monitor, track, and apply staff time and expenses against grant requirements.

FINANCIAL MANAGEMENT

CLARENDON 03

SUMMARY OF OBSERVATIONS AND RECOMMENDATIONS

	Observations	Recommendations
Internal Controls	• F/S Audit: The District was not found to have any deficiencies in internal control that were considered to be a material weakness in its 2016 audited financial statements. • Position Control: The District does not have position control. Lack of position control can lead to over-hiring / spending and ultimately lead to an unanticipated deficit.	• Implement budget position control to ensure controls around hiring of individuals.
Cash Management	• Days Cash on Hand: The District has a low cash balance with 73 days cash on hand, when compared to the statewide average of 112.8. • Cash Flow Forecast: The District does not have a formalized weekly cash flow forecasting process. Cash flow has proven an issue in the past (i.e., 2015) when cash balances approached levels that were just enough to run one months payroll. • Grants Receivable Outstanding: The Days Grants Receivable Outstanding of 63.6 is slightly lower than the statewide average of 65.4. • Days Payable Outstanding: The District's Days Payables Outstanding of 5.7 days is short relative to the statewide average, indicating efficient payment.	• Implement cash flow forecast to monitor weekly receipts and disbursements to help maximize investments earnings and minimize draw on TANs. • Implement processes to file for grant (state and federal) reimbursements on a monthly basis in order to maximize cash flow and ensure grant funds are optimized and spent in accordance with appropriate guidelines. • Invest excess cash balances in the Local Investment Pool to maximize earnings at times when cash balances are at peak. • Leverage SCAGBO to assist with issuance of TAN and other bond offerings.

FINANCIAL MANAGEMENT

CLARENDON 03

SUMMARY OF OBSERVATIONS AND RECOMMENDATIONS

	Observations	Recommendations
Budget	• Budget Planning: The annual budget process consists of a roll-forward of prior year authorizations with some modifications. The Principals are provided the budgets on an annual basis. • Fiscal Monitoring: The District does not perform monthly or quarterly closes. However, financial reports comparing budget to actual are shared monthly with the Principals. • The District does not conduct mid-year budget cycles, since the 45-day and 135-day counts are not materially different.	• Prepare zero-based and / or performance based budget annually to ensure resources are aligned with strategic priorities and expenses are anticipated and planned for. • Prepare monthly financial reports and variance analysis. Reports should be shared with District leadership and each department head on monthly basis.
Technology	• ERP: The District currently uses Harris SmartFusion for general accounting, payroll, accounts payable, and budgeting. The District currently uses manual process for timekeeping and is in the process of implementing AESOP for tracking of time and leave.	• Explore opportunities to better utilize the existing SmartFusion accounting software and / or upgrade to enhanced functionality that provides automated workflow and approval of purchase order and automated time tracking that links directly with the payroll system. • Complete process to select an automated and integrated time keeping system and implement prior to start of the next school year.
Regional Collaboration	• Collaboration: The District is part of the Pee Dee Consortium in which the Superintendents and finance directors of individual districts meet periodically to discuss practices, share opportunities for collaboration, and participate in career development training. • Co-op Purchasing: The District is part of the SCPA that coordinates state-wide purchasing for food service vendors.	• Consider implementing a collaboration model that allows for sharing of resources and systems that require transactional activities with other districts within the Region. This could include the following: (a) accounts payable (including purchasing workflow and approval); (b) payroll processing and (c) financial system licenses (potential for volume discounts).



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HUMAN RESOURCES OVERVIEW

The Human Resources function is responsible for managing the District workforce and is directly responsible for teacher recruitment and retention, ensuring proper certification of personnel, supporting benefits management and coordinating personnel transactions.

No Dedicated HR Personnel

District Students (ADM)^[2]

Human
Resources
FTE^[4]

\$3 per Student

Cost of all HR personnel^[3] per Student (ADM)^[2]

Key statistics for metrics	
Human Resources FTEs ^[4]	0.0
Personnel Expense ^[3]	\$0
Non-Personnel Expense ^[3]	\$3,251
Total Human Resources Expense ^[3]	\$3,251

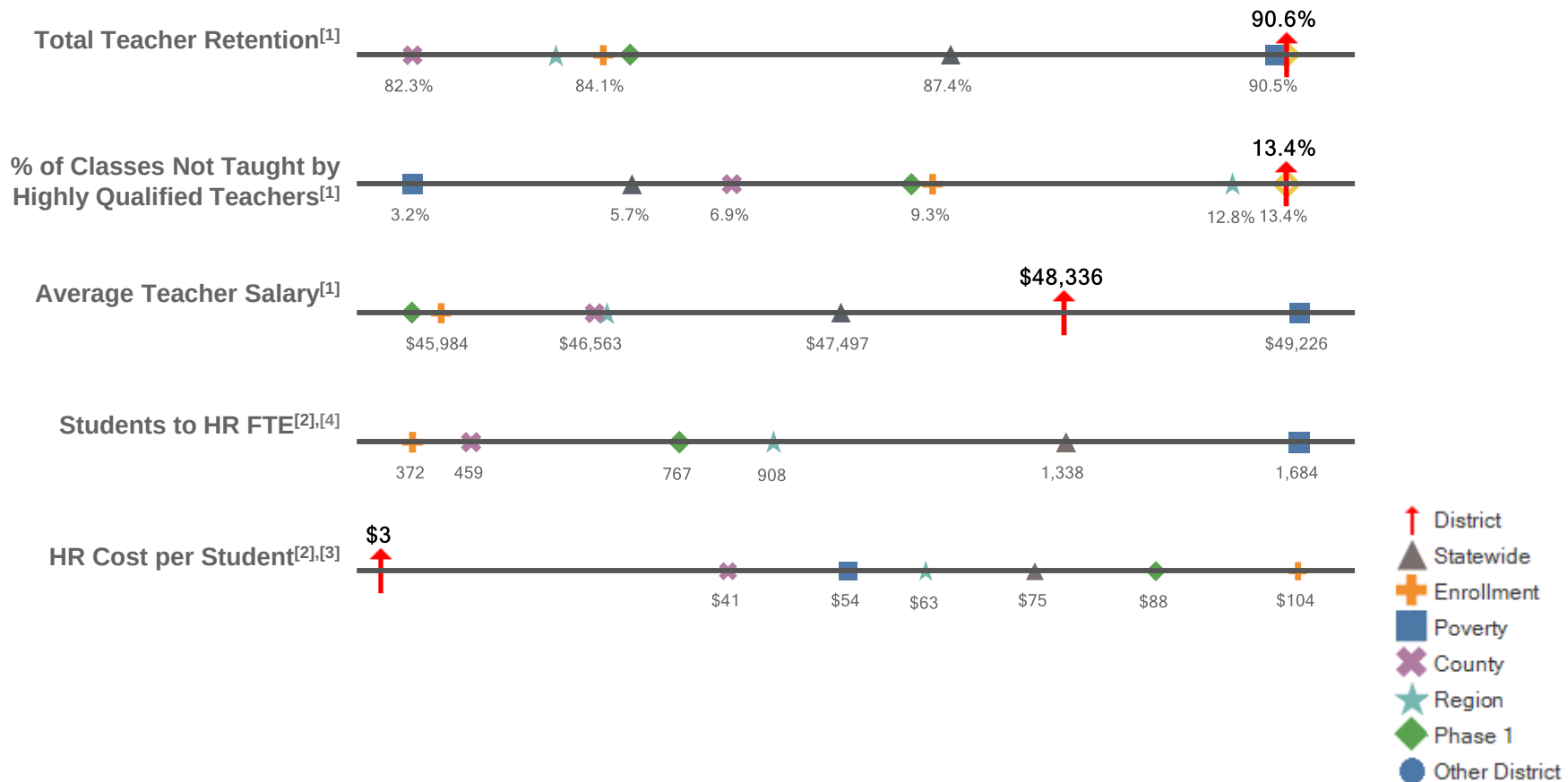
NOTE: FTEs shown in the table above reflect dedicated HR staff only; Financial expenses shown above reflect amounts coded to the HR department. In some instances districts may include salary and benefit related charges that are not related to dedicated HR costs in their totals.

HUMAN RESOURCES

CLARENDON 03

KEY PERFORMANCE INDICATORS: HUMAN RESOURCES

The metrics below show how the District compares to other district peer groups based on: (a) statewide averages, (b) similar enrollment levels, (c) similar poverty levels, (d) county peers, (e) regional peers, (f) Phase 1 and (g) other districts.



HUMAN RESOURCES

CLARENDON 03

SUMMARY OF OBSERVATIONS AND RECOMMENDATIONS

	Observations	Recommendations
Staffing / Organization	• Organization: There is currently no full time HR director. The Human Resources function is a shared responsibility with the finance manager and a support staff member. • The District finance / human resource manager and Superintendent oversee the recruiting, retention, personnel relations, and professional development activities. • The part time support staff member oversees the employee benefits programs and provides general support to the finance / human resources manager. • Human Resources Cost Per Pupil: The HR cost per pupil for the District is \$3, which is low relative to the state average of \$74. • Student Per Human Resources FTE: There are no resources dedicated to HR in the District. All HR activities are covered by the finance department.	• Review staff capabilities on an annual basis and ensure individuals are provided with training on systems and processes and cross-train individuals to be able to do multiple functions.
Recruiting and Retention	• Turnover: The District is in a unique position with low turnover (i.e., 3% for school based and 0% for non-school based employees). • Recruiting: The District is beginning to increase recruiting activities given the anticipated near term surge of teacher retirements. • Teacher Salaries: The average teacher salary of \$48,336 is above the statewide average of \$47,497 and regional average of \$46,685, making the District competitive with other districts.	• Consider ways to leverage the lessons learned from other districts as District recruiting needs increase. • Conduct exit interviews to gather information on the causes of employee attrition and use the results of the process to formulate an effective teacher retention plan.

HUMAN RESOURCES

CLARENDON 03

SUMMARY OF OBSERVATIONS AND RECOMMENDATIONS

	Observations	Recommendations
Technology	• Recruiting: The District does not leverage technology support systems for recruiting, or application processing. • Applications: The District uses a website, the CERRA state application system, and social media for recruiting efforts.	• Implement technology to help enhance and automate recruiting, on-boarding, substitute management and time tracking processes that are currently manual. • Implement software systems to help manage the substitute management process. • Finalize implementation of the AESOP automated time tracking system and ensure that it can interface directly with the payroll system.
Benefits	• Administration: Benefits administration is handled by a finance / HR support person. • The District uses the Public Employee Benefit Administration (PEBA) system for employee benefits.	• Benefits administration process could be automated via establishment of an employee portal. Employees could be responsible for updates and information would be linked directly to payroll • Establish a process with PEBA to conduct a local review of benefit plans for ineligible dependents.
Collaboration	• Consortium: The District participates in the Pee Dee consortium which administers a program for recruitment of certified minority teachers. • The District does not collaborate with other nearby school districts on recruiting, human resource system licenses, or arrangements with international or local staffing agencies.	• Consider implementing a collaboration model that allows for sharing of resources and systems that require transactional activities with other districts within the Region. This could include: - Benefits Coordination - Human Resources System Licenses (Frontline) - H1B Process for International Teachers • Consider creating a regional recruitment and training center focused on teacher recruitment across regional group of districts.



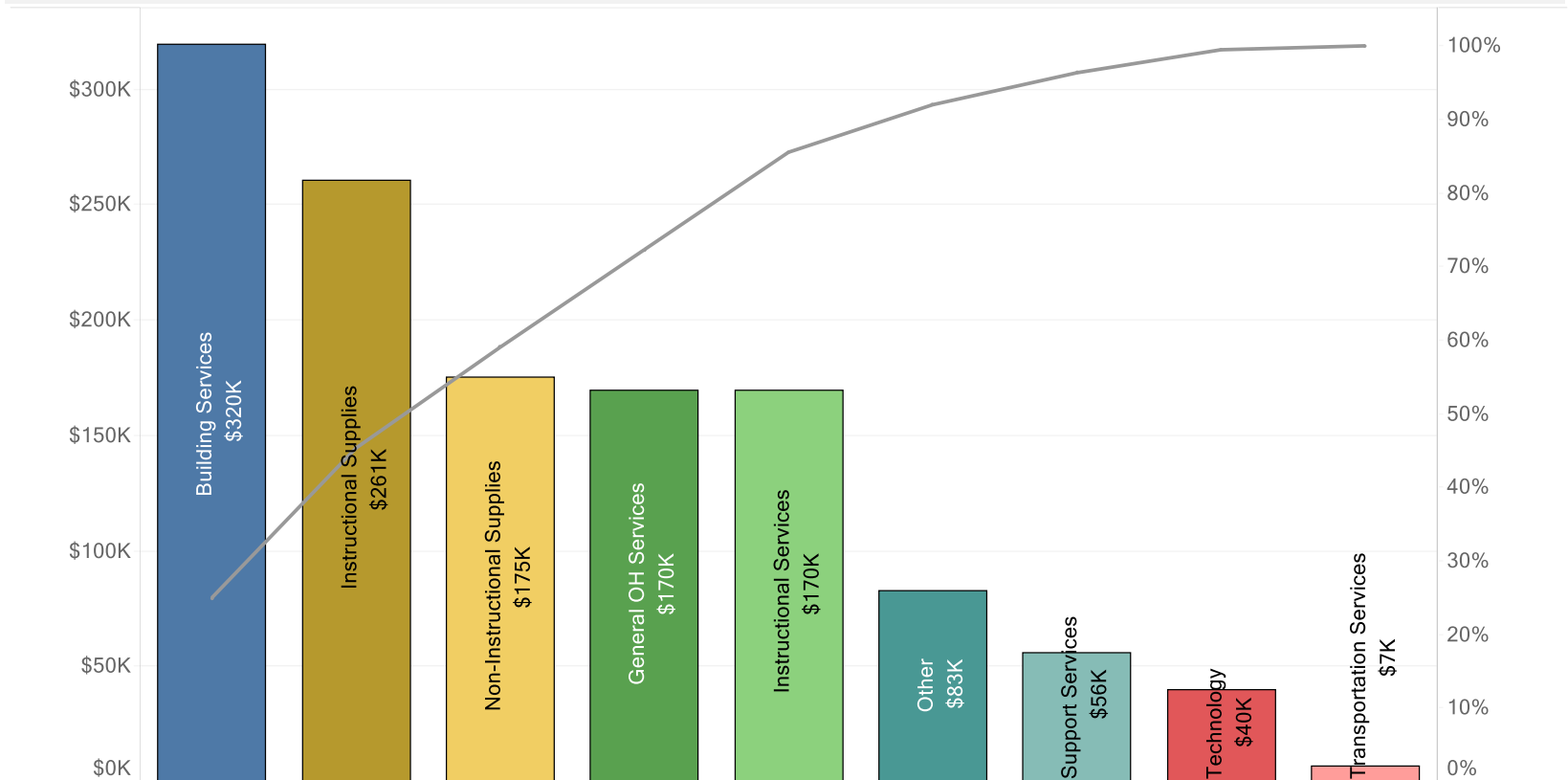
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PROCUREMENT OVERVIEW

The District is responsible for purchasing all goods and services in accordance with procurement regulations. The chart below shows the District's in scope procurement spend by major category for FY16.

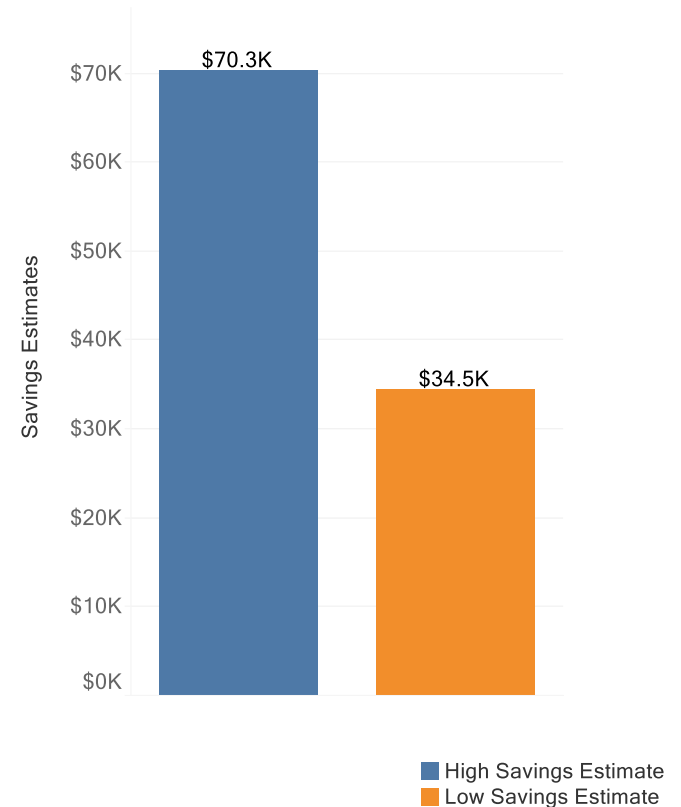
District In Scope Total Procurement Spend = \$1,280,076



ESTIMATED PROCUREMENT SAVINGS

The FY16 expense totals (shown on the previous page), in conjunction with review of the District's disbursement register, conversations with the District and A&M past experience help form the basis for savings potential estimated by A&M.

Range of Savings Based A&M Strategic Sourcing Experience ^[8]		
	Low	High
Building Services	2.6%	5.8%
Non-Instructional Supplies	2.0%	4.4%
Instructional Supplies	2.0%	4.4%
Instructional Services	4.8%	8.0%
Support Services	2.1%	5.0%
Technology	2.7%	5.0%
Other	3.0%	5.8%
Overhead Services	2.7%	5.4%
Transportation Services	2.2%	6.8%



SUMMARY OF OBSERVATIONS AND RECOMMENDATIONS

	Observations	Recommendations
Organization / Staffing	Organization: The District does not have any staff focused on procurement but has a part time staff member for purchasing within the financial management function.	Leverage additional resources to better optimize procurement functions. See General Collaboration and Regional Collaboration below.
Spending by Vendor	Vendors: Spending is fragmented across more than 600 vendors; however, the top 15 make up more than 80% of total spending. RFPs: The District issued 5 RFP's last year for Auditing, pest control, grounds maintenance, shrubbery, and lawn maintenance. State Contracts: The District tries to utilize State contracts but has found technology purchasing is cheaper by quoting the offered prices. The District prefers to support local businesses as they can.	- Standardize requirements and specifications for commonly purchased goods in order to streamline the number of vendors used, aggregate buying power within the District and enable volume pricing discounts. Contract options may take the form of: (a) state contracts; (b) stand-alone negotiated contracts; (c) negotiated contracts done in collaboration with surrounding districts. - Standardize time frames for major recurring purchases (instructional software, hardware, etc.) to capitalize on bulk ordering discounts. - Consider use of commitments of minimum buying levels to facilitate negotiations of discounts and rebates over specified buying thresholds. Add provisions that include tiering and volume discounts/rebates in all new contracts. - Where appropriate, include Most Favored Nation (MFN) clauses into contracts that require the vendor to provide the District pricing that is no higher than the price it provides to any other buyer, now or during the term of the agreement. Group Purchasing: Seek opportunities to better leverage buying power by participating in Group Purchasing Organizations (e.g. US Communities). Areas to consider for potential collaboration include supplies and technology.

SUMMARY OF OBSERVATIONS AND RECOMMENDATIONS

	Observations	Recommendations
Spending by Category	• Building and Maintenance: The District spends relatively less on building maintenance than the statewide average. • Food Services: The District participates in the SCPA food purchasing alliance but does not collaborate with other districts for the purchase of dairy or bread. • Energy: The District does not utilize natural gas contracts. • Instructional Support Services and Supplies - Procurement Exemptions: The District does not require procurement of instructional support software and services to be placed out to bid; rather, the district relies on Requests for Quotation (RFQs) for most purchases. • The District does not procure these services and software in collaboration with any other districts. • Technology – Standardization: The District is expanding its 1:1 initiative and is transitioning to a Chromebook platform. While the District prefers to lease technology equipment but funding is not consistent enough to maintain the contracts. • Non-instructional Supplies - Contracting Vehicles: The District purchases the majority of its non-instructional supplies outside of available state contracting vehicles via RFQ.	• Require instructional software purchases to conform to standard procurement guidelines for bids and proposals in order to enable to best pricing. Coordinate purchasing of instructional software with surrounding districts to maximize potential for volume discounts. • Coordinate purchasing of instructional services with surrounding districts to maximize the potential for volume discounts. • Coordinate purchasing of facilities services such as HVAC, electrical and plumbers with surrounding districts to maximize the potential for volume discounts.

PROCUREMENT

CLARENDON 03

SUMMARY OF OBSERVATIONS AND RECOMMENDATIONS

	Observations	Recommendations
Regional Collaboration	• Collaboration: The District does not partner with other districts for the actual procurement of goods and services; however, the District takes a leading role in coordinating technology purchases with other nearby districts by hosting a website called SCIT-Clarendon-3.org, where nearby districts can sign up and share messages on pricing and other lessons learned in IT procurement.	• Consider combining resources to create a regional procurement function across districts that is charged with reviewing and optimizing spending through ongoing market intelligence on pricing opportunities, contract RFP management, contract negotiations, contract management. • A regional collaboration model would allow for districts to further capitalize on volume discounts and rebates on areas of spend that would include: - Technology - Instructional Software and Services - Instructional Staffing - Supplies



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TRANSPORTATION

CLARENDON 03

TRANSPORTATION OVERVIEW: STATE VS. DISTRICT

Responsibility for school transportation operations is uniquely shared by the State and the District. The cooperative relationship allows school transportation to maximize operational efficiencies by leveraging economies of scale and regionalizing bus operations across small districts.

Transportation Operations	State Responsibility	District Responsibility
Bus Purchases	Provides buses for regular, special needs and other routes. Statute requires buses be replaced every 15 years.	Activity buses and any incremental buses for routing
Daily Administration	None	Student transportation enrollment; daily administration
Bus Drivers	Base pay, certification standards and training	Hiring
Routing	Routing software for districts	Determination of routes
Maintenance	Regional maintenance shops for State-owned buses	Responsible for maintaining district purchased buses
Fuel	Fuel provided for State-owned buses	- Fuel must be purchased for district-owned bus - District must pay for "hazard" routes
Safety Cameras	None	District must purchase
GPS / Bus Tracking	None	District must purchase
Stop-arm cameras	None	District must purchase
Radios / cell	None	District must purchase

TRANSPORTATION

CLARENDON 03

TRANSPORTATION OVERVIEW

The District is responsible for the administration of student transportation which includes bus routing, hiring of bus drivers and daily coordination of student transportation.

14 Years

Avg. Age of State Provided Bus Fleet^[9]

\$149 per Student

Cost of District incurred transportation related expenses. State related expenses are excluded ^{[2],[3]}

Key statistics for metrics

Transportation FTEs ^[4]	6.8
Personnel Expense ^[3]	\$169,838
Non-Personnel Expense ^[3]	\$6,789
Total Transportation Expense ^[3]	\$176,627

NOTE: FTEs reflected in table above may not reflect dually employed bus drivers.

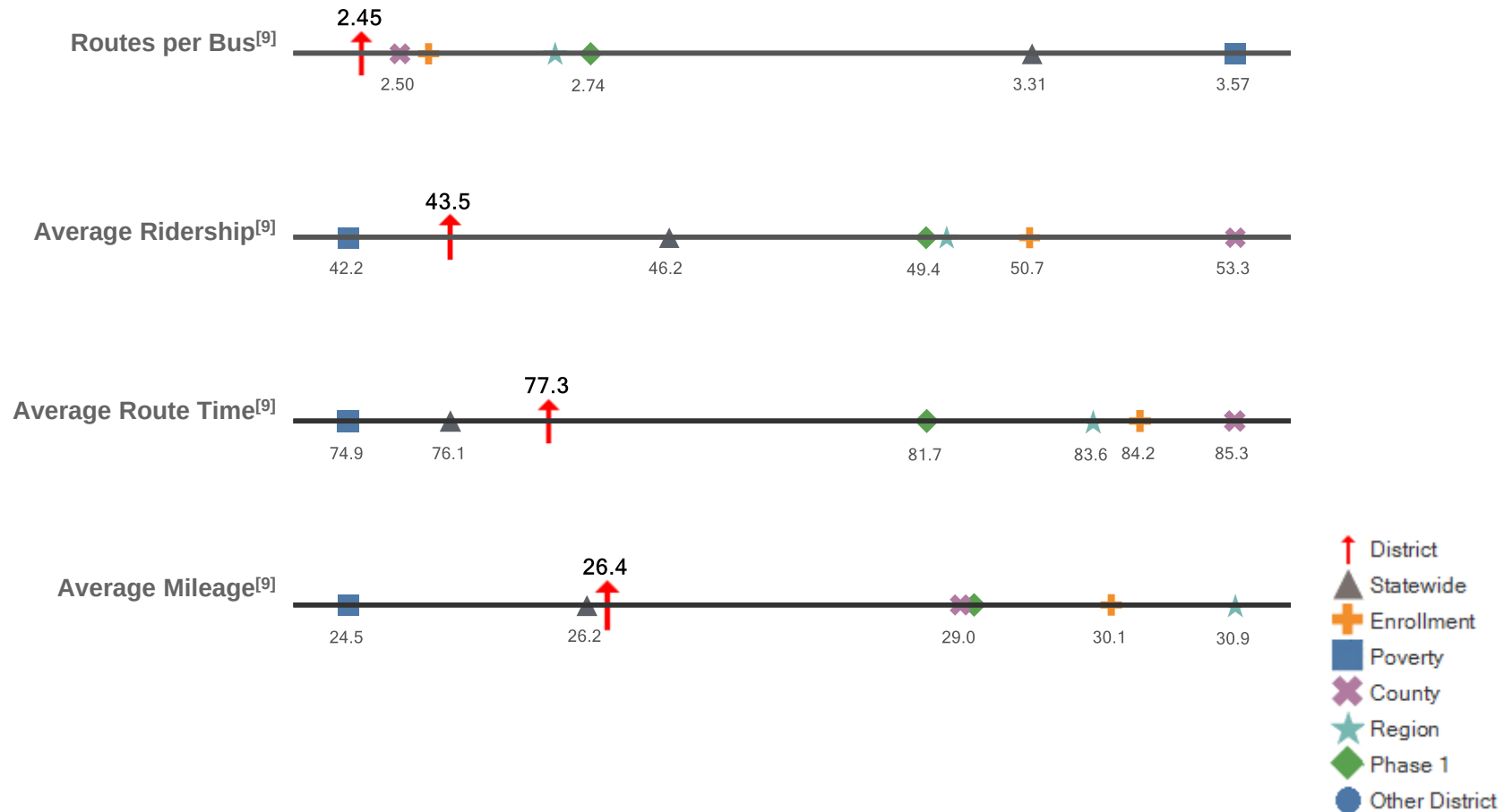
Key statistics for State Routes	# Buses ^[9]	# Routes ^[9]	Routes per Bus ^[9]	Ridership ^[9]	Avg Ridership ^[9]	Avg Route Time (including dead time) ^[9]	Avg Mileage per Bus ^[9]
Regular	12.3	30	2.4	1,305	44	77	26
Special Needs	1.0	2	2.0	3	2	Not-Available	12
Other	0.8	6	8.0	89	15	Not-Available	13
Total	14.0	38	2.7	1,397	N/A	N/A	N/A

TRANSPORTATION

CLARENDON 03

KEY PERFORMANCE INDICATORS: REGULAR ROUTES ONLY

The metrics below show how the District compares to other districts for key operating metrics on transportation routing for general education students.



TRANSPORTATION

CLARENDON 03

SUMMARY OF OBSERVATIONS AND RECOMMENDATIONS

	Observations	Recommendations
Staffing / Organization	• Management: Transportation planning is provided by Williamsburg. • Driver Shortages: The District has a difficult time recruiting bus drivers. The District currently has 5-10% vacancies daily. • Substitute Drivers: The District does not have a pool of substitute drivers; therefore, routes are frequently adjusted daily to deal with the shortage. • Driver Roles: Bus Drivers are frequently employed as aides, food workers or custodians to offer full employment opportunities in the District. • Bell Times: The District does not run staggered bus routes. Over 85% of bus routes begin in the 6AM window, with the majority of afternoon routes returning in the 2PM window.	• Consider partnering with surrounding districts to evaluate opportunities to better utilize bus fleet, analyze route efficiencies and bus driver sourcing.

TRANSPORTATION

CLARENDON 03

SUMMARY OF OBSERVATIONS AND RECOMMENDATIONS

	Observations	Recommendations
Routing and Bus Management	• Routing: The District does not utilize routing software. • Routing: The District does not have GPS on its buses. • Routing: The District provides cell phones to drivers to contact drivers while on routes. • Security: - The District does not have security cameras on all buses. - The District does not have stop-arm cameras on buses. • Activity Buses: The District uses the State fuel for activity buses. • Hazardous Routes: The District will follow state guidelines unless there is a hazardous route, in which case, the child will be picked up on the route.	• Implementation of staggered bell times will 1) a reduce the number of drivers needed, 2) eliminate the need for double bus runs, 3) reduce the number of buses needed, 4) allow students to ride with peers of their own age, and 5) shorten ride times for students. • Implement routing software to ensure most efficient routes. • Install GPS on buses to monitor bus routes and ensure most efficient route. • Install security cameras on buses and stop-arm cameras to increase child safety and security on buses.
Collaboration	• Collaboration: - Williamsburg School District provides annual routing for the District. - Bus driver training is conducted by Florence 1.	• Leverage the State maintenance hubs for activity buses. • Consider partnering with districts that are also transporting children to other out of district placements.

APPENDIX A: SAVINGS METHODOLOGY



APPENDIX A: SAVINGS METHODOLOGY

CLARENDON 03

APPROACH TO SAVINGS

GENERAL APPROACH TO ESTIMATING INVESTMENTS AND SAVINGS

- Investments and cost savings were estimated based on interviews with District personnel across each functional area and using financial and operational data received from both the State and each district.
- Data provided was benchmarked and analyzed to understand costs, productivity and utilization.
- For more detail on methodology, see Appendix A.

FINANCE AND HUMAN RESOURCES

- A&M conducted interviews and analyzed personnel rosters and expenses to understand the intersection of people, process and technology within each district.
- A&M estimated a range of potential synergies from district collaboration based on average district spend in key finance and HR functional areas. Synergies will be realized when participating district resources are pooled in a Shared Service Center. For purposes of this analysis, A&M calculated the District level savings by estimating the level of resources that would be required to support two average sized smaller districts at the low end and five districts of varying sizes at the high end.

PROCUREMENT

- A&M reviewed the District disbursement register and reviewed a limited sampling of vendor invoices to gain an understanding of the District's procurement spend.
- On a limited basis, A&M reviewed rates paid to individual vendors by multiple districts.
- In order to estimate savings, A&M leveraged the information gathered above and then applied potential savings rates to key spend categories. Savings rates were based upon past experience that our clients have achieved by partnering with A&M on strategic sourcing.

TRANSPORTATION

- A&M used data provided by the State to analyze the District route mileage, frequency, timing, and volume to estimate potential efficiencies available through the implementation of routing software and staggered bell times.
- Benchmarks were established based on districts currently using routing software and staggered bell times.
- Savings were estimated based on a target benchmark for the District that took into consideration the location, population and rural profile of the each district.
- Estimates include savings for bus drivers, fuel, maintenance and buses.

APPROACH TO SAVINGS: OTHER CONSIDERATIONS

➤ **State-wide Benchmarking Data:**

- A&M has compiled a robust set of benchmarks and metrics to compare staffing and spending levels at each district. A&M has provided the State Education Department with access to a live database and analytics dashboard to enable cross-district analytics and gain further insights into the rationale behind A&M's observations and recommendations.

➤ **Implementation:**

- Implementation of certain recommendations included in this report will require one-time investments in order to achieve savings. A&M has developed preliminary estimates for these costs that will likely need to be refined as additional information regarding decisions on implementation plans and approach become available.

SAVINGS ANALYSIS BY FUNCTIONAL COMPONENT

PEOPLE

Estimates were developed by function and by sub-function to determine staffing levels on a stand-alone basis and post-implementation of a regional shared services model.

TECHNOLOGY

Technology investments were identified based on the need to automate processes for each function and determination of shared costs by school district.

Functional Review Operating Model Components



PROCESS

Assessment of the degree of manual processes used by each function, identification of improvements to those functions, and new operating models (such as staggered bell times) were recommended.

ORGANIZATION

An analysis of each organization's staffing levels on an As-Is Basis, against peer benchmarks, and in a regional collaborative model were conducted to assess overall efficiency and effectiveness.

APPENDIX A: SAVINGS METHODOLOGY

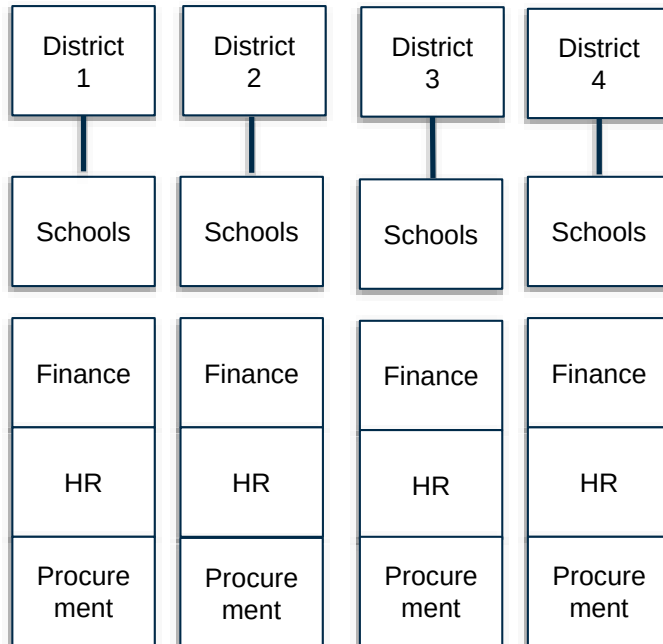
CLARENDON 03

COLLABORATION: SHARED SERVICE MODELS

Given the limited spending across the different areas within scope and the fixed cost requirements of these functions, it is necessary to consider collaboration alternatives when looking for ways to optimize efficiency.

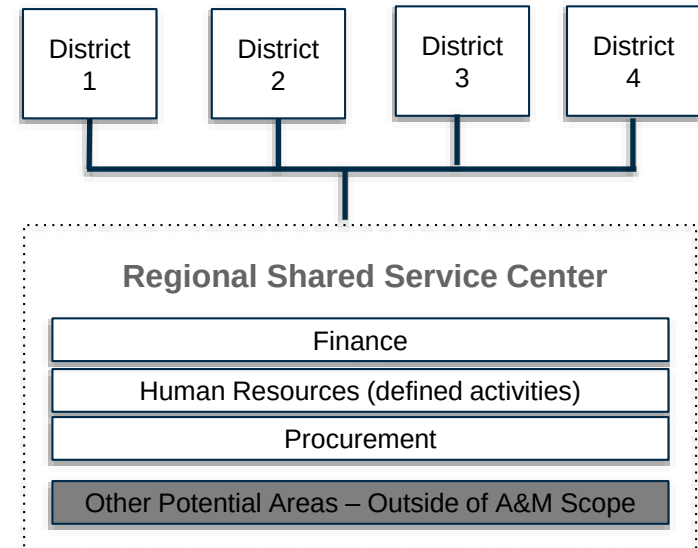
CURRENT STATE: STAND ALONE DISTRICT

Infrastructure for transactional processes repeated in individual districts; limited economies of scale



COLLABORATION ALTERNATIVE

Shared expertise and improved controls leverages scale to reduce aggregate costs and enhance efficiency



Collaboration provides a pathway to optimizing effectiveness and efficiencies across processes, capturing economies of scale, increasing standardization and addressing common challenges faced by all districts.

APPENDIX A: SAVINGS METHODOLOGY

CLARENDON 03

SHARED SERVICES MODEL: SAVINGS APPROACH

Cost savings potential from a Shared Services Model will vary greatly depending upon: (1) the number of districts; (2) the sizes of districts opting to work together and (3) the services functions that are included in the shared services center.

In order to develop a range of savings that a collaboration model would yield, A&M considered collaborations of multiple types and amounts of districts. An example of the range of options considered for financial management collaboration is shown below.

	Financial Management Collaboration: Two Districts [Both Small]		
	Current State	Collaboration Model	Savings
# of Districts	2	2	NA
Total ADM	2,500	2,500	NA
Total FTEs ⁽¹⁾	4.75	4.00	0.75
Total Spend ⁽¹⁾	\$468,856	\$427,128	\$41,728
Savings %			8.9%

(1) Total FTEs and Total Spend based upon average FTEs of average spend of two small districts (less than 2,500 enrollment). Actual results may vary depending upon districts opting to collaborate.

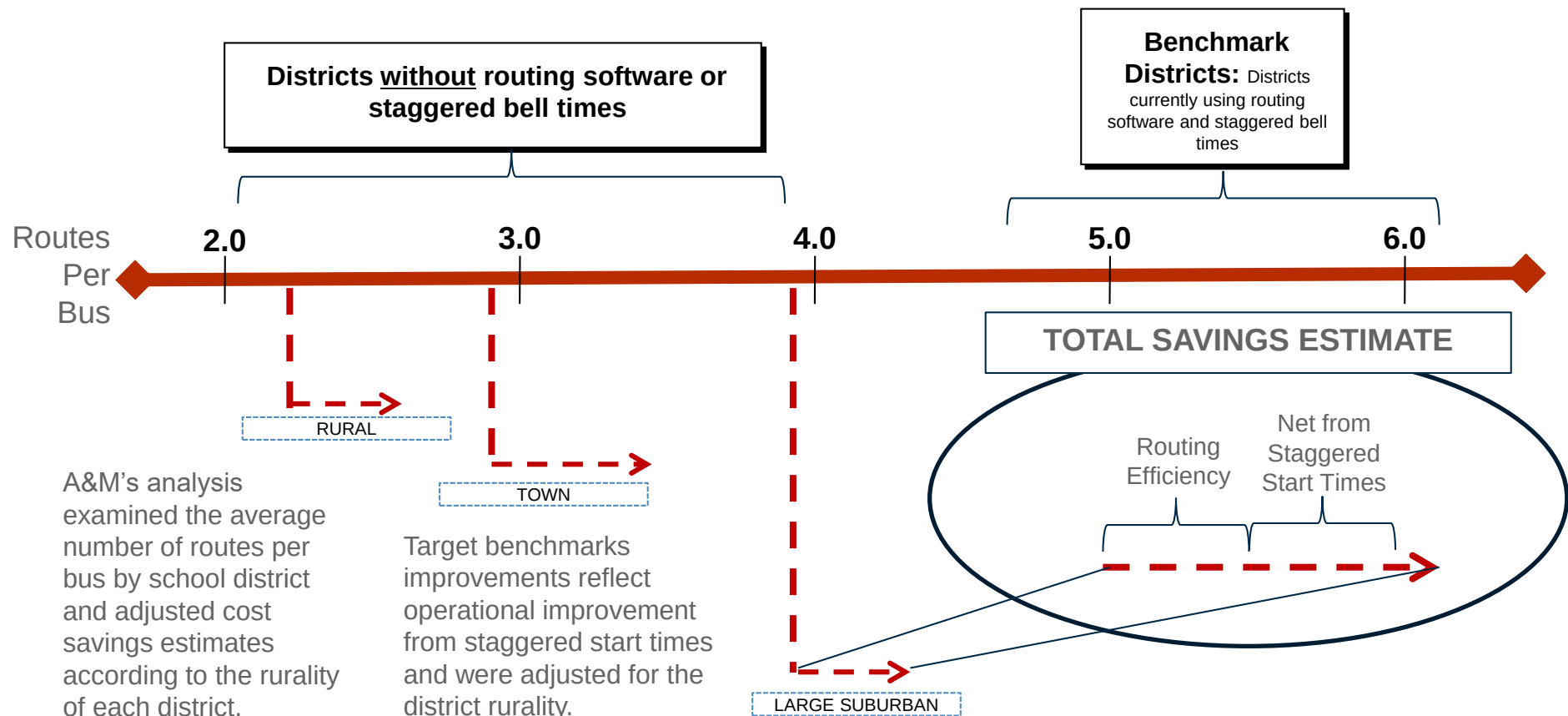
	Financial Management Collaboration: Five Districts [1 Large, 1 Med, 3 Small]		
	Current State	Collaboration Model	Savings
# of Districts	5	5	NA
Total ADM	21,000	21,000	NA
Total FTEs ⁽²⁾	18.9	13.0	6.0
Total Spend ⁽²⁾	\$2,409,840	\$1,684,478	\$725,326
Savings %			30.1%

(2) Total FTEs and Total Spend based upon average FTEs and average spend of one large district (>10,000 ADM), one medium district (between 5,000 and 10,000 ADM) and 3 small districts (less than 2,500 enrollment).

Preliminary estimates, excluding costs of one-time investments related to technology and organizational changes, of potential savings from collaboration of financial management functions across districts range from 8.9% to 30.1%.

TRANSPORTATION ROUTING: SAVINGS APPROACH

Implementation of new routing software can help districts optimize existing routes and evaluate alternative routing strategies, such as staggered bell times.



APPENDIX A: SAVINGS METHODOLOGY

CLARENDON 03

TRANSPORTATION ROUTING: SAVINGS APPROACH (CONTINUED)

Savings from Routing Efficiencies

A&M analyzed districts' route mileage, frequency, timing and volume to estimate potential efficiencies available through the implementation of routing software.

This analysis separates the district and state portions of estimated cost savings according to the amount of reimbursement the state provides to each district.

Fuel and maintenance savings are based on state cost per vehicle mile.

The reduction in buses is the result of a reduction in the need to purchase new buses per year across the plaintiff districts.

DISTRICT EXAMPLE OF COST SAVINGS OPPORTUNITIES FROM ROUTING SOFTWARE

DISTRICT A	VOLUME	UNIT	DISTRICT	STATE
DRIVERS	5.0	\$ 19,390	\$ 55,051	\$ 37,238
FUEL	43,560	\$ 0.15	\$ -	\$ 6,749
MAINTENANCE	43,560	\$ 0.34	\$ -	\$ 14,595
BUSES (COST AVOIDANCE)	1.0	\$ 60,000	\$ -	\$ 60,000
TOTAL			\$ 55,051	\$ 118,582

Cost savings from more efficient routing are significant, with savings shared between the districts and the State.

APPENDIX A: SAVINGS METHODOLOGY

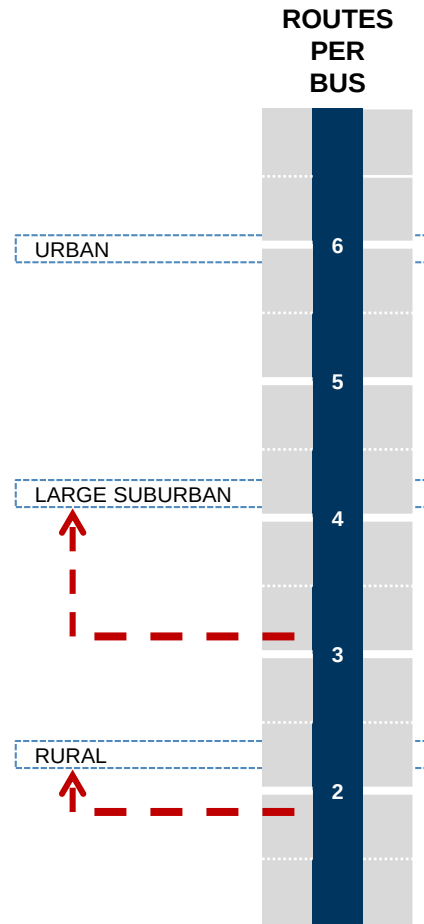
CLARENDON 03

TRANSPORTATION ROUTING: SAVINGS APPROACH (CONTINUED)

Savings from Increased Utilization:

A&M's analysis examined the average number of routes per bus by school district and adjusted cost savings estimates according to the rurality of each district.

Target benchmarks improvements are shown in the graphic to the right reflecting operational improvement and adjusting for the district rurality.



DISTRICT EXAMPLE COST SAVINGS OPPORTUNITIES FROM STAGGERED SCHOOL START TIMES

DISTRICT A	VOLUME	UNIT	DISTRICT	STATE
DRIVERS	2.0	\$ 19,390	\$ 23,133	\$ 15,647
FUEL	-	\$ 0.15	\$ -	\$ -
MAINTENANCE	2.0	\$ 4,138	\$ -	\$ 8,276
BUSES (COST AVOIDANCE)	-	\$ 60,000	\$ -	\$ -
TOTAL			\$ 23,133	\$ 23,923

Staggered bell times would help reduce routes and the number of buses required.

APPENDIX A: SAVINGS METHODOLOGY

CLARENDON 03

COLLABORATION: PURCHASING COORDINATION AND AGGREGATION

Given the size of many of the individual districts, there is little leverage to negotiate best pricing or invest in resources needed to develop or implement a defined procurement strategy. These districts would benefit from greater purchasing coordination, aggregation of buying power and minimum commitments in order to improve overall pricing.

EXAMPLES OF STATE-WIDE PROCUREMENT OPPORTUNITIES

Example 1: Differentiated Pricing in Professional Services

District	Labor Rate Mark-up for Temporary Staff
District A	0.43 to 0.49
State Contract	0.40
District B	0.39

- At a minimum, many districts could benefit from leveraging State contracts. Districts could additionally benefit from favorable pricing negotiated by other districts.

Example 2: Volume Discounts and Rebates with a Technology Vendor

Minimum \$ Value	Discount
\$50,000	1%
\$100,000	2%
\$200,000	4%
\$500,000	6%
\$1,000,000	8%

- Nearly all districts could benefit from additional discounts by aggregating spend statewide.

APPENDIX A: SAVINGS METHODOLOGY

CLARENDON 03

PURCHASING COORDINATION AND AGGREGATION: SAVINGS APPROACH

In order to develop a range of savings that a purchasing consortium would yield, A&M estimated savings based on current district spend and applied savings ranges based on the experience that our clients have achieved by partnering with A&M on strategic sourcing.

To determine actual savings amounts by District, A&M applied the savings ranges to FY16 expenditure data from the State. The expenditure data from the State is summarized at function and major object codes.

Given the approach to estimate savings was a top-down approach rather than a bottom-up approach of savings by vendor, the estimates of savings achieved through purchasing coordination are high-level estimates.

	Range of Savings: A&M Strategic Sourcing Experience	
	Low	High
Building Services	3.2%	7.2%
Non-Instructional Supplies	2.5%	5.5%
Instructional Supplies	2.5%	5.5%
Instructional Services	6.0%	10.0%
Support Services	2.6%	6.2%
Technology	3.4%	6.3%
Other	3.7%	7.3%
Overhead Services	3.4%	6.7%
Transportation Services	2.8%	8.5%

Preliminary estimates of potential savings from increased collaboration of purchasing across districts range from 2.0% to 5.1%.

APPENDIX B: DATA SOURCES



APPENDIX B: DATA SOURCES

CLARENDON 03

[1] FY 16 District Report Card

[2] State-provided enrollment numbers:

- **FY 15 135-Day ADM:** The only use of the FY 15 enrollment numbers is for the enrollment trend
- **FY 16 135-Day ADM:** All calculations made using FY 16 expense data and enrollment data rely on the FY 16 135-Day ADM
- **FY 17 45-Day ADM:** All calculations made using FY 17 personnel data and enrollment data rely on the FY 17 135-Day ADM

*Number of schools calculated using state ADM files

[3] State-provided FY 16 district expenses

*In-scope procurement and categorization is determined by a mapping completed by A&M based on expense function & object codes. These values exclude all expenses where fund code = 400, 500, or 700 (Debt, Capital, and Pupil Activity funds respectively).

[4] District-provided FY 17 personnel rosters

[5] State-provided FY 16 district revenue

[6] A&M Functional Area Mapping

If "Function Code" begins with 1## Then "Instruction"

If "Function Code" = 252, 257, or 259 Then "Financial Management"

If "Function Code" = 264 Then "Human Resources"

If "Function Code" = 231, 232, 261, 262, or 265 Then "Overhead"

If "Function Code" = 251 or 255 Then "Transportation"

If "Function Code" begins with 2## and not in lists above Then "Support Services"

If "Function Code" begins with 3## Then "Community Services"

If "Function Code" begins with 4## Then "Other"

If "Function Code" begins with 5## Then "Debt"

[7] FY 16 Comprehensive Annual Financial Report (CAFR)

[8] Historical A&M Procurement Savings and assumption of district collaboration in the procurement function

[9] FY 16 State-provided transportation data

APPENDIX B: FORMULAS DEFINED

CLARENDON 03

Sources [2],[3]

- \$ Per Student = Total Cost ^[3] / FY 16 135-Day ADM ^[2]
- \$ Per Student Excluding Debt & Capital = Total Cost ^[3] / FY 16 135-Day ADM ^[2] (Where Fund Name ≠ “Capital Projects Fund” or “Debt Service Fund”)
- Financial Management Cost per Student = Total Cost ^[3] (Where A&M Functional Group = “Financial Management” and Fund Name ≠ “Capital Projects Fund” or “Debt Service Fund”) / FY 16 135-Day ADM ^[2]
- HR Cost / Student = Total Cost ^[3] (Where Function Code = “Human Resources”) / FY 16 135-Day ADM ^[2]
- Transportation Cost / Student = Total Cost ^[3] (Where A&M Functional Group = “Transportation”) / FY 16 135-Day ADM ^[2]

Sources [2],[4]

- Students Per Instructional Services FTE = FY 17 45-Day ADM ^[2] / FTE ^[4] (Where Category Description = “Instruction,” “Instructional Staff Services,” “School Administration,” or “Pupil Services”)
- Students Per Overhead FTE = FY 17 45-Day ADM ^[2] / FTE ^[4] (Where Category Description = “Gen Admin,” “Finance,” “Technology,” “Central Services,” or “Human Resources”)
- Students Per School Support FTE = FY 17 45-Day ADM ^[2] / FTE ^[4] (Where Category Description = “Food Services,” “Facilities,” “Transportation,” “Support Services” or “Community Services”)
- Students to All Positions = FY 17 45-Day ADM ^[2] / FTE ^[4]
- Students To Total FTE = FY 17 45-Day ADM ^[2] / FTE ^[4]
- ADM to Financial FTE = FY 17 45-Day ADM ^[2] / FTE^[4] (Where Category Description = “Finance”)
- ADM to HR FTE = FY 17 45-Day ADM ^[2] / FTE ^[4] (Where Category Description = “Human Resources”)

APPENDIX B: FORMULAS DEFINED

CLARENDON 03

Source [5]

- Grant Funds as Percent of Total Budget = $((\text{Total Special}^{[5]} + \text{Special EIA Revenue}^{[5]}) / \text{Total Revenue Excluding})$ Where Fund Name $\neq$ "Capital Projects Fund" or "Debt Service Fund"
 - * Special Revenue = Fund Code 200
 - * Special EIA Revenue = Fund Code 300
 - * Debt & Capital = Fund Code 400 & 500

Source [3],[7]

- Days Cash on Hand = $(\text{Cash: Unrestricted, general fund}^{[7]} + \text{Investments: general fund}^{[7]} + \text{AR: County}^{[7]}) / (\text{General Fund Expenditures}^{[3]} / 365)$
 - *General Fund Expenditures = expenses where fund code = 100
- Days Payable Outstanding = $(\text{Accounts Payable: General Fund}^{[7]} / (\text{Non-Personnel Expenditures}^{[3]} / 365))$
 - *Non-Personal Expenditures = expenses where Object Code between 300 – 700

Source [5],[7]

- Unrestricted Fund Balance as % of General Fund = $\text{Fund balance – unrestricted}^{[7]} / \text{General Fund Revenue}^{[5]}$
- Grants Receivables Days Outstanding = $(\text{Grants Receivable from State}^{[7]} + \text{Grants Receivable from Federal}^{[7]}) / (\text{total grant funds from statewide revenues}^{[5]}/365)$
 - *Total Grant Fund From Statewide Revenue is revenue where fund code = 200 & 300
- Total Debt Outstanding/Total Revenue = $\text{Total Debt Outstanding}^{[7]} / \text{Revenue}^{[5]}$ (Where Fund Name $\neq$ "Capital Projects Fund" or "Debt Service Fund")

Source [9]

- Routes Per Bus = $\text{Number of Routes}^{[9]} / \text{Number of Buses}^{[9]}$
- Average Ridership = $\text{Total Ridership}^{[9]} / \text{Number of Routes}^{[9]}$
- Average Route Time = $\text{Total Route Minutes}^{[9]} / \text{Number of Routes}^{[9]}$
- Average Mileage Per Bus = $\text{Total Route Miles}^{[9]} / \text{Number of Buses}^{[9]}$

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