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Director of Extended Learning

Extended School Care Recommendation to suspend operations

- 443 students have withdrawn from Extended day as of September 1st. (An additional 115 since last week's school committee meeting).
- Average daily enrollment is down 75% from last year
- Projected revenue for the remaining enrollment does not cover our expenses
- There are not enough families on the waitlist to fill the number of vacancies

Monthly projection

- 237 students, each attending 2 days per week
- 3 employees per site
- 60% tuition increase

Tuition	\$47,653
Reduced Fee	(\$5,036)
Total Revenue	\$42,617
Staff wages	\$40,046
supplies	\$1,247
selco	\$5,000
Insurance	\$8,100
online payment	\$1,278
Total expense	\$55,671
Profit (loss)	(\$13,054)

Staffing with only 2 employees per site would still result in a loss of over \$5,000 per month.



Target enrollment and waitlist

- We would need at least 100 additional students to enroll to break even.
- 90 of the students on the waiting list have selected remote learning
- There are 130 students remaining on the waitlist, and I would expect at least half of those families to decline, based on the decisions other ESC families have made



Reasons for withdrawal

1. Learning Remotely (Cohort D)
2. Parents working from home, don't need child care
3. Concern about exposure to students outside of classroom
4. Concern about program limitations due to COVID
5. Cost of program

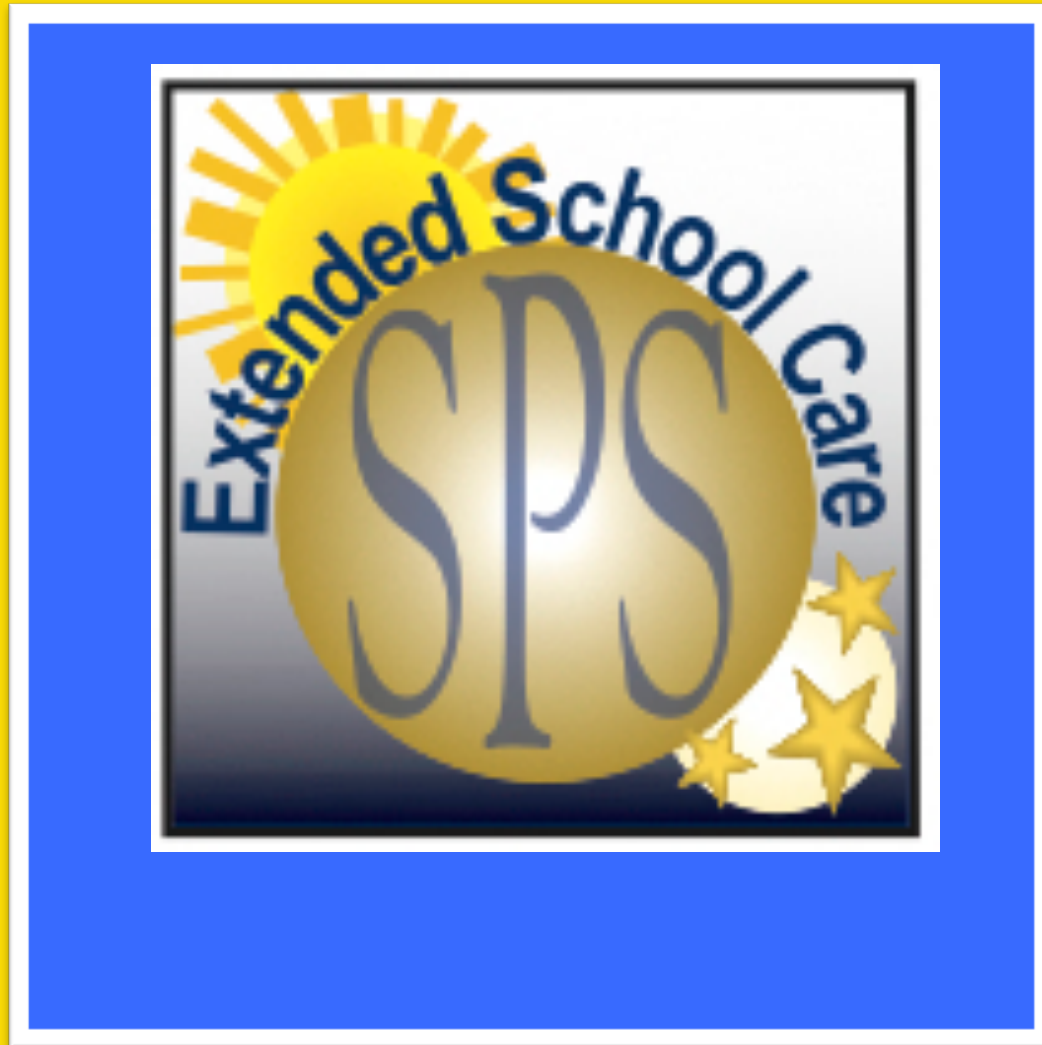


Recommendation

Given that ESC cannot operate at a loss, and that there is insufficient revenue to cover expenses, I recommend we suspend operation of the extended school care program until school is able to re-open at 100% capacity.

When we re-open, all families who registered for this year's program will be able to re-enroll, and will not have to go back on the wait list. No parent fees will be collected while we are closed. We will evaluate our rate structure at that time, with the intention of reverting to our originally approved tuition for 2020-2021 if possible.





Questions?