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# ESC Financial Perspective

- 100% funding from parent tuition
- Recently, revenue has not covered expense and we have eroded the fund balance
- Federal guidelines recommend holding 3 months of revenue in reserve
  - 3 months ESC = \$400,000
  - Fund balance at start of FY18 = \$186,906
  - Projected fund balance at end of FY18 = \$110,000



# FY 2019 Projection

## No tuition change

<u>FY 2019 projection, no change</u>	
Tuition	\$1,500,000.00
Sibling Discount	(\$33,800.00)
Reduced Fee	(\$60,000.00)
Registration fees	\$15,000.00
Misc fees	\$11,500.00
Summer	\$48,000.00
extra charges	\$ -
Total Revenue	\$1,480,700.00
Wages	\$1,202,000.00
Benefits- 10% insurance increase	\$184,000.00
Trips/Events	\$69,500.00
Snack	\$56,750.00
Utility	\$50,000.00
Supplies	\$31,500.00
Admin expenses	\$5,500.00
Professional Dev	\$5,000.00
Total Expense	\$1,604,250.00
Profit (Loss)	(\$123,550.00)



# Contributing Factors

- Cost of food, supplies steadily rising
- Greater number of families qualify for financial assistance
- Rising number of students needing support
- Low staff turnover means higher wages
- Early release days (added to school calendar in FY13.) ESC often leaves school to allow for faculty professional development
- Other field trips when family/community events are scheduled for shared spaces



# FY 2019 Projection with proposed changes

Cost reductions will also  
need to be implemented to  
ensure balanced budget

FY 2019 Proposal	
3% tuition increase	\$1,545,000.00
no sibling discount	\$ -
reduced fee	(\$60,000.00)
registration fee	\$15,000.00
misc fees	\$11,500.00
summer	\$48,000.00
early release day - \$25/child/5 days	\$57,750.00
	\$1,617,250.00
Wages, 1% increase	\$1,214,000.00
Benefits- 10% health insurance increase	\$184,000.00
Trips/Events	\$69,500.00
Snack	\$56,750.00
Utility	\$50,000.00
Supplies	\$31,500.00
Admin expenses	\$5,500.00
Professional Dev	\$5,000.00
Total Expense	\$1,616,250.00
Profit (Loss)	\$1,000.00



# Financial Aid

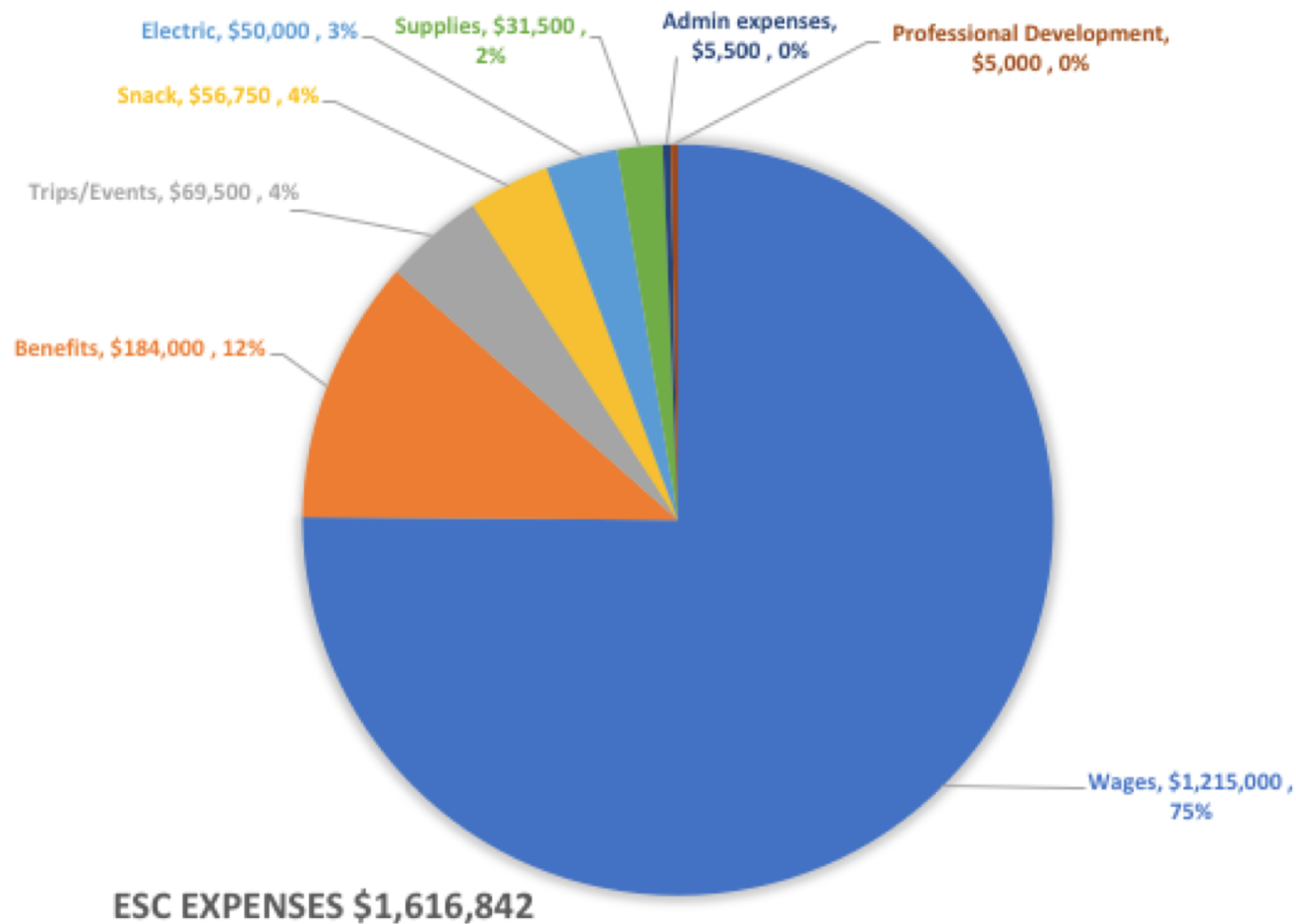
## Sliding Scale

GROSS MONTHLY INCOME (Before taxes)					
Family of 2	Family of 3	Family of 4	Family of 5	Family of 6	Amount of scholarship
\$2370-\$2962	\$2927-\$3659	\$3485-\$4356	\$4042-\$5053	\$4600-\$5750	<b>50%</b>
\$1778-\$2369	\$2195-\$2926	\$2613-\$3484	\$3032-\$4041	\$3450-\$4599	<b>60%</b>
\$1184-\$1777	\$1463-\$2194	\$1742-\$2612	\$2021-\$3031	\$2300-\$3449	<b>70%</b>
\$592-\$1183	\$732-\$1462	\$871-\$1741	\$1011-\$2020	\$1151-\$2299	<b>80%</b>
\$0-\$591	\$0-\$731	\$0-\$870	\$0-\$1010	\$0-\$1150	<b>90%</b>

27 families (5%) receive financial aid



# ESC Expenses



Per pupil  
spending per  
day:

Snack - \$.69

Supplies - \$.39



# Impact of Early Release Days

Impact of Early Release days for School Year 2016-2017

Date	Wages	Transportation	Admission	Lunch	# students		Total cost	cost per child
12/6/16	\$4,417.84	\$2,667.69	\$6,032.00	\$769.20	473		\$13,886.73	\$29.36
3/7/17	\$5,194.29	\$2,255.04	\$6,401.56	\$706.50	466		\$14,557.39	\$31.24
4/4/17	\$5,142.21	\$2,667.69	\$5,371.42	\$950.95	462		\$14,132.27	\$30.59
5/2/17	\$4,975.41	\$3,055.07	\$6,770.00	\$870.50	455		\$15,670.98	\$34.44
5/23/17	\$4,836.69	\$2,065.02	\$5,235.00	\$811.00	452		\$12,947.71	\$28.65
6/20/17	\$4,092.16	\$2,901.10	\$4,783.50	\$367.74	418		\$12,144.50	\$29.05
<b>FY17 TOTAL</b>	\$28,658.60	\$15,611.61	\$34,593.48	\$4,475.89	454		<b>\$83,339.58</b>	\$30.55

- Wages reflect only the number of hours worked in excess of a normal Tuesday shift.
- Proposal to charge a fee for the 5 professional-development early release days, not for the last day of school or other days ESC leaves school.
- The total cost of all trips in FY17 was \$92,300. The proposed fee would have offset that by \$57,700





# Rate History & Recommendation

2007

\$226/month (after school)

\$102/month (before school)

2012 – 15% increase

\$260/month (after school)

\$118/month (before school)

2017 – 3% increase

\$268/month (after school)

\$122/month (before school)

2018 – 3% increase

\$276/month (after school)

\$122/month (before school)

Prices reflect 5-day rates. 2, 3 & 4-day rates are also available



# Local Rate Comparison

Town/Program	Program type	2017-2018 Monthly Rate (based on 5-day enrollment)
Holliston	public	\$581
YMCA - Westborough	private	\$560
Acton-Boxborough	public	\$525
Dover-Sherborne	public	\$468
Marlborough	private	\$435
Natick	public	\$425
Westborough	public	\$425
Little Beginnings Shrewsbury	private	\$420
Southborough	private	\$413
Sudbury	public	\$411
Hingham	public	\$410
Uxbridge	public	\$396
Northborough	private	\$390
Boxborough	public	\$382
Franklin	public	\$378
State reimbursement rate	private	\$365
Berlin Boylston	public	\$360
Nashoba Regional	public	\$360
Ashland	public	\$342
Watertown	public	\$340
Norfolk	public	\$333
Framingham	public	\$300
North Andover	public	\$297
Wilmington	public	\$294
Westwood	public	\$280
Millis	public	\$270
St. Mary's - Shrewsbury	private	\$270
<b>Shrewsbury ESC</b>	<b>public</b>	<b>\$268</b>
Hudson	private	\$260
West Boylston	public	\$240
Leominster	public	\$234



# Sibling Discount

5% of total tuition for families with 2 children at ESC

10% off total tuition for families with 3 or more children at ESC

- 2017-2018 Enrollment – 696 students
- 546 total families
  - 143 families with 2 children
  - 4 families with 3 children
- 27% of families receive a sibling discount



# Potential impact to families

<b>Families with 1 student</b>				
enrolled 5 days, before and after school				
	Before School	After School	Early Release	Total
FY 18	\$1,220	\$2,680	\$0	\$3,900
FY 19	\$1,260	\$2,760	\$125	\$4,145
		Annual increase	6.50%	\$245
<b>Families with 2 students</b>				
enrolled 5 days, before and after school				
	Before School	After School	Early Release	Total
FY 18	\$2,320	\$5,100	\$0	\$7,420
FY 19	\$2,520	\$5,520	\$250	\$8,290
		Annual increase	11.50%	\$870



# Current enrollment/Staffing

	#Staff per day	Student FTE
Beal AM	3	25
Beal PM	7	51
Coolidge AM	6	55
Coolidge PM	7	69
Floral AM	6	61
Floral PM	13	117
Paton AM	5	52
Paton PM	6	67
Spring AM	4	40
Spring PM	6	63
Sherwood	11	98
Aides	10	
Admin	2	
<b>TOTAL:</b>	<b>86</b>	<b>698</b>





**Questions?**