

UTILIZING FORECAST5 IN NEGOTIATIONS

FORECAST5™
ANALYTICS

 Sight.

 Maps.

 Cast.

 Lab.

SESSION

PRESENTERS



SUSAN HARKIN

Chief
Operating
Officer
CUSD 300, IL



RICHARD CUNNINGHAM

Assistant
Superintendent for
Business
Plainview-Old Bethpage, NY



ALLEN ALBUS

Senior
Analytics
Advisor
Forecast5, IL

COMMUNITY UNIT SCHOOL DISTRICT 300



Annual Budget
\$316 Million



Number of Schools
26



Number of Students
20,985



Bargaining Units
Teachers
Paraprofessionals
Non-Certified

PLAINVIEW – OLD BETHPAGE SCHOOL DISTRICT



Annual Budget
\$162 Million



Number of Schools
7



Number of Students
4,975



Bargaining Units
Teachers
Support Staff
Administrators

NEGOTIATIONS PREPARATION WITH THE BOARD OF EDUCATION



WHAT IS OUR MARKET?

Who do we compete with to attract and retain employees?



WHERE ARE WE IN THAT MARKET?

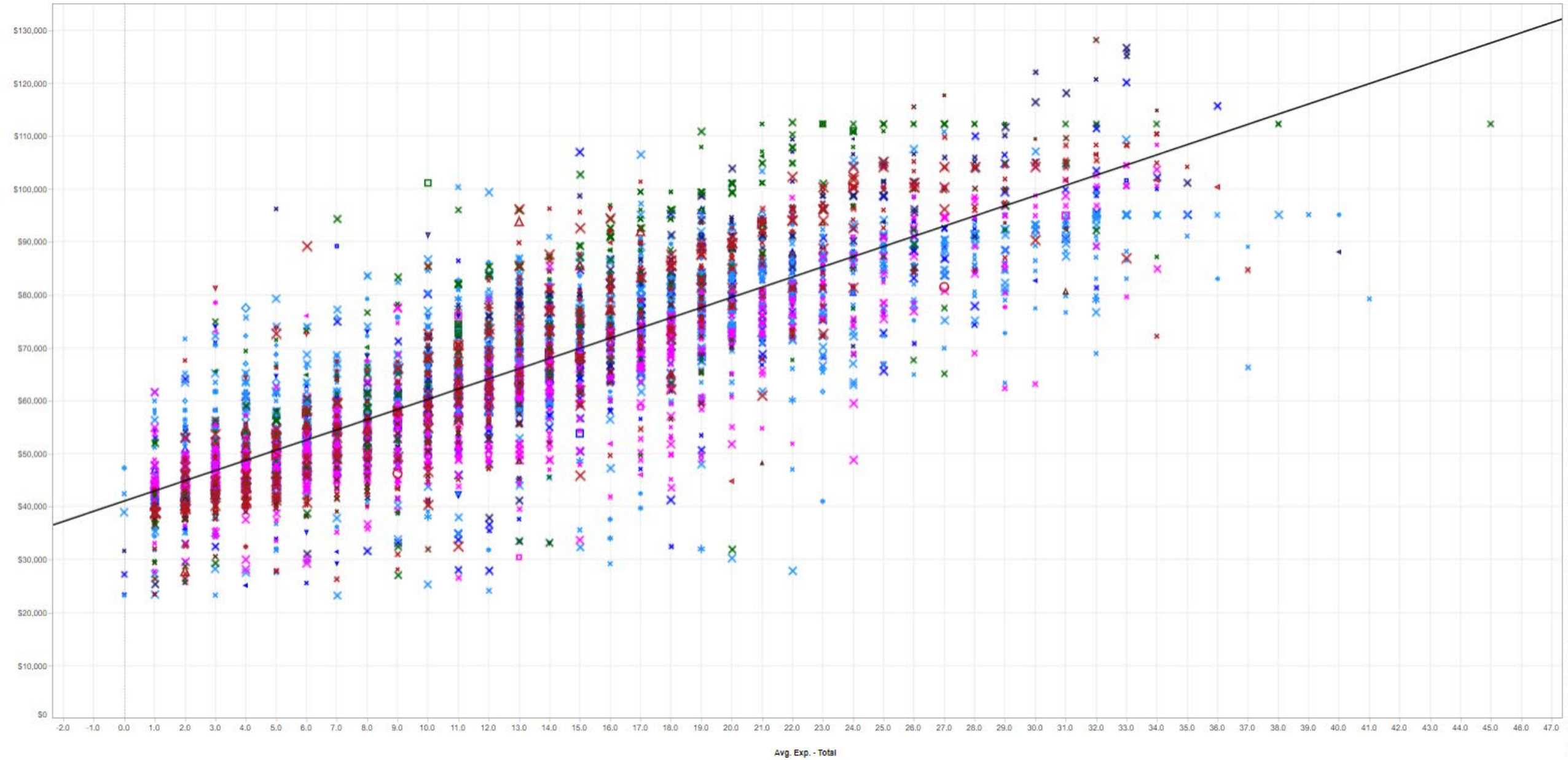
How does our compensation compare?



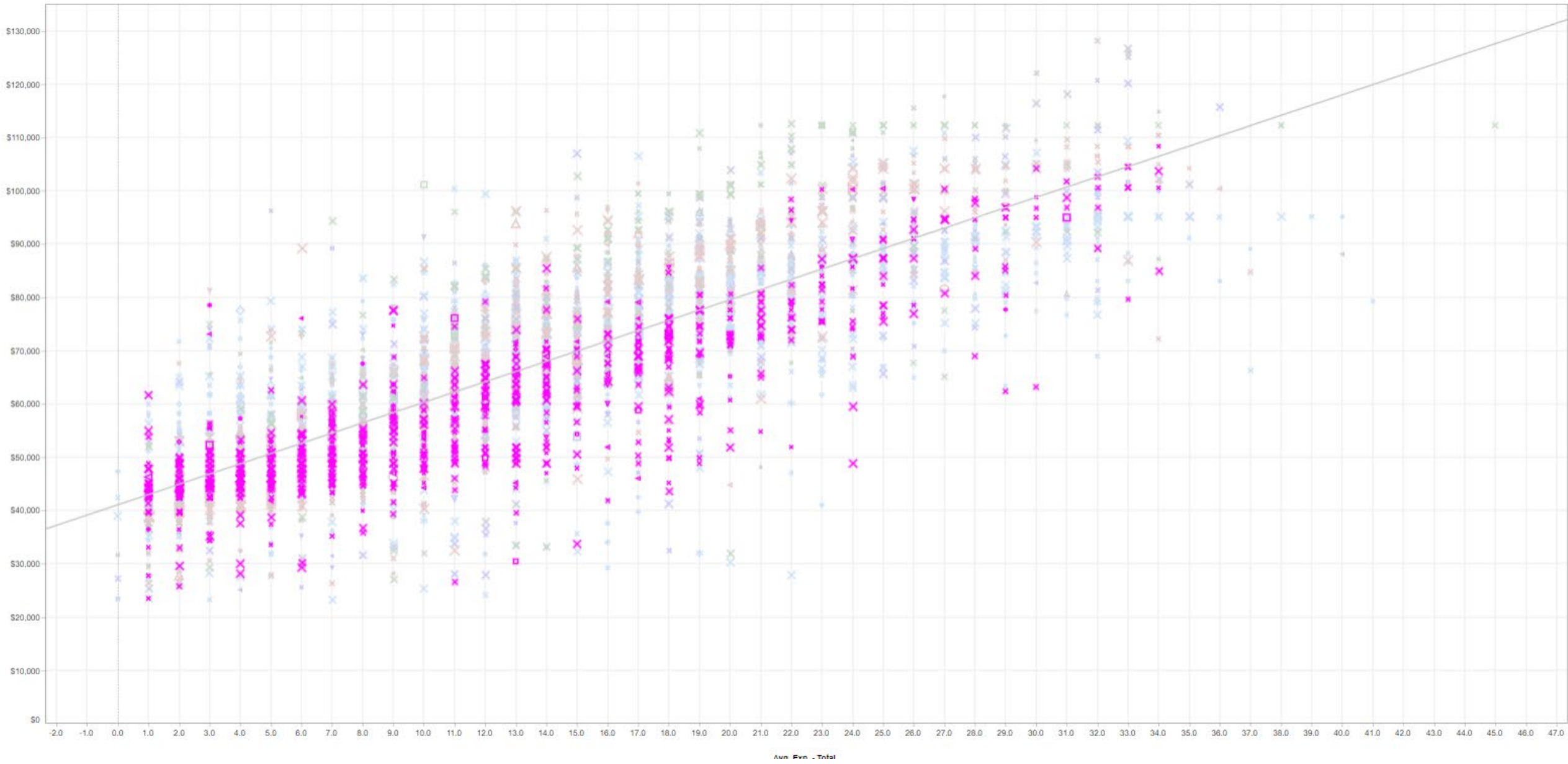
WHERE DO WE WANT TO BE?

Top of the pack?
Middle of the pack?
Bottom of the pack?

2018 Salary and Experience

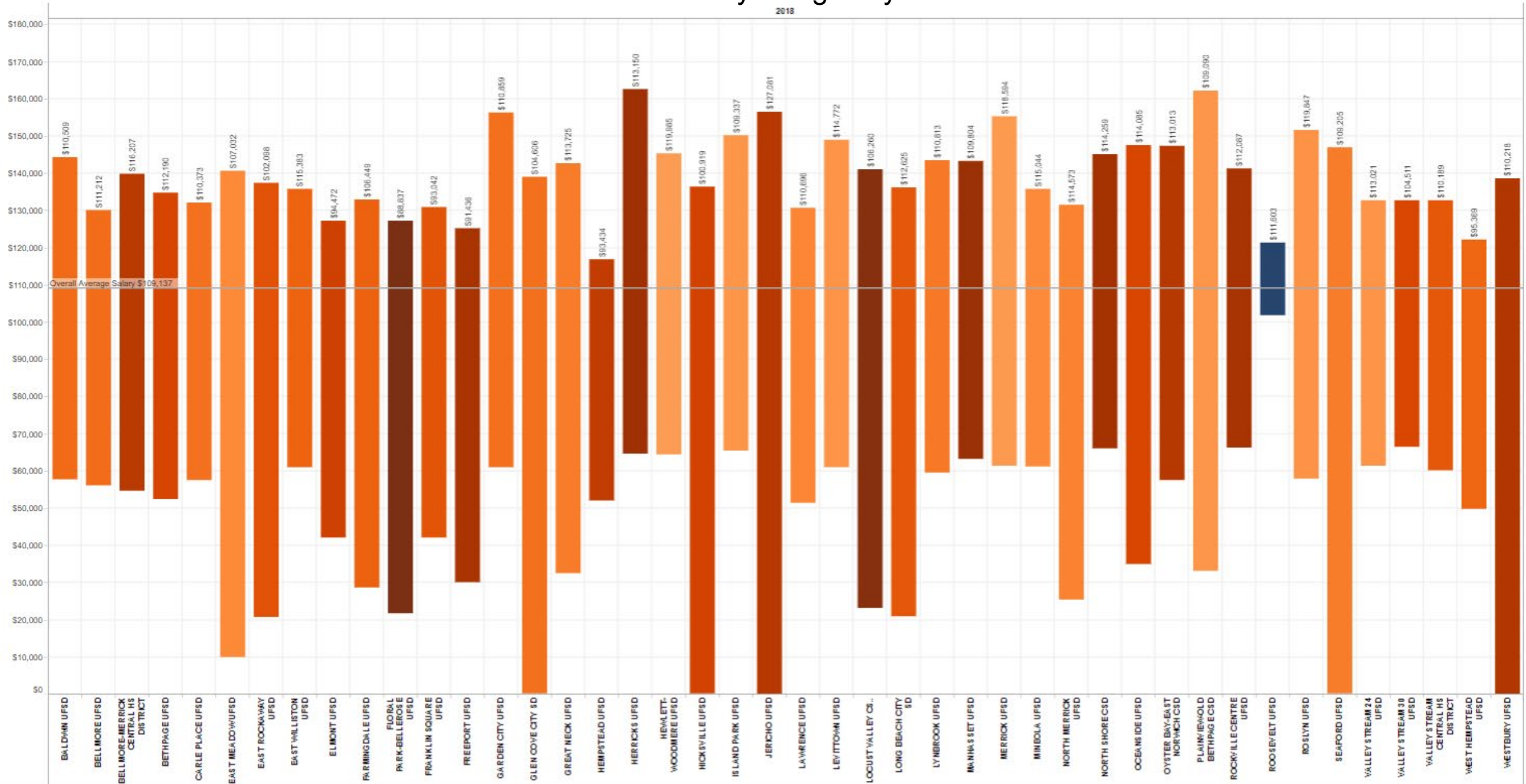


2018 Salary and Experience

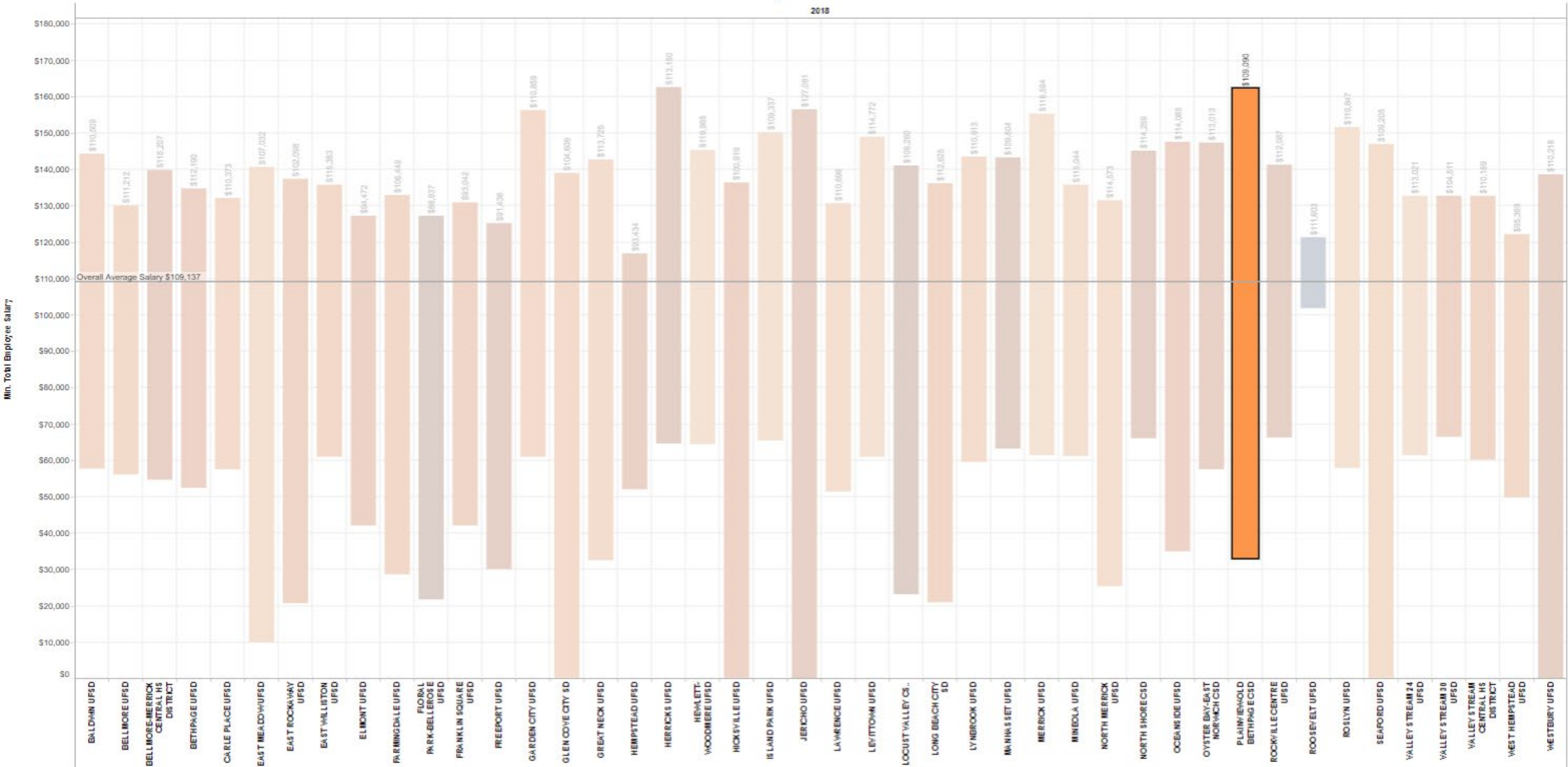


Teacher Salary Ranges by District

2018

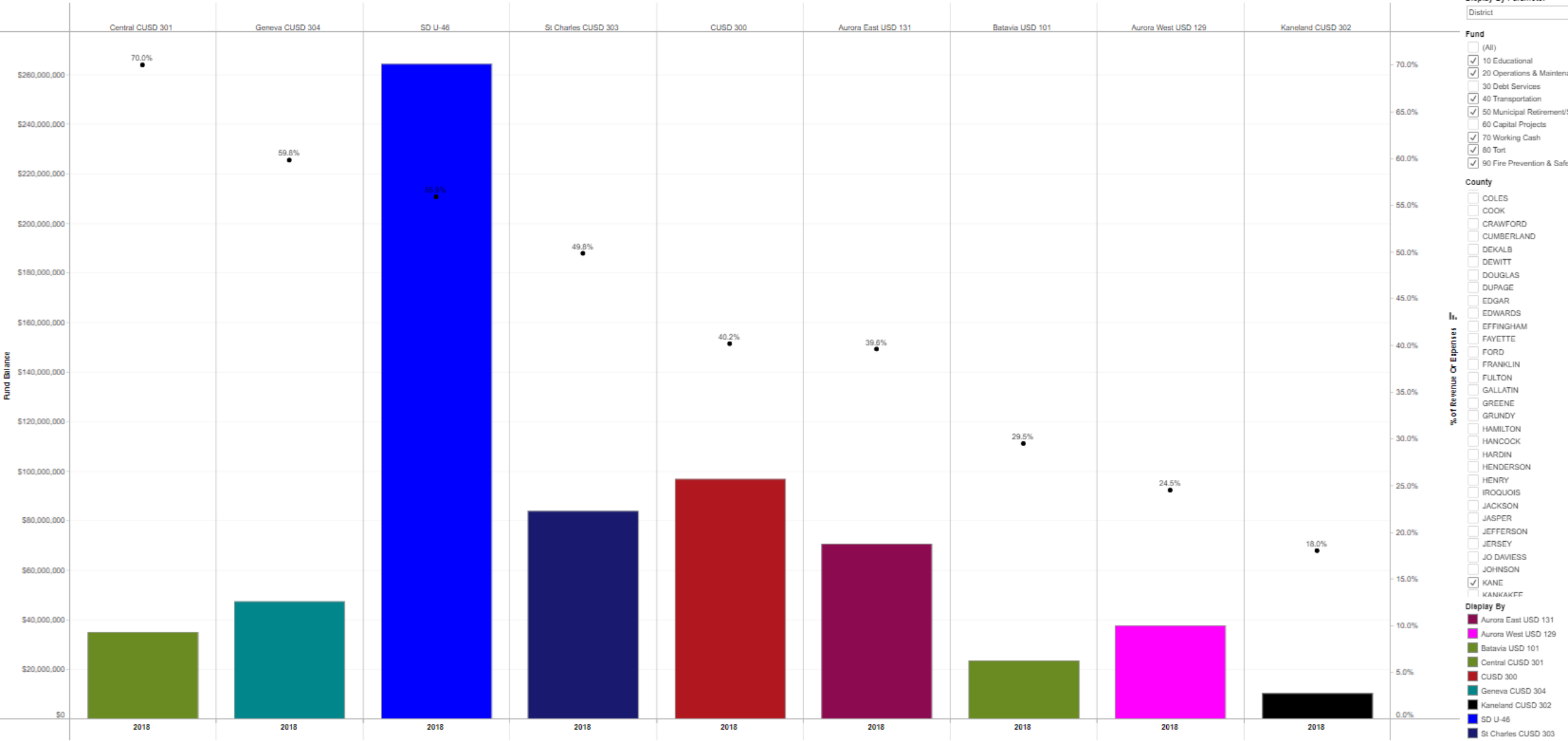


Teacher Salary Ranges by District



Fund Balance by Fund and Percentage

District(s) - All
 Note: % of Revenues or Expenses reflects selected funds only
 Source: AFR



Divide Fund Balance By...

- Revenue
- Expense

Display By Parameter

District

Fund

- (All)
- 10 Educational
- 20 Operations & Maintenance
- 30 Debt Services
- 40 Transportation
- 50 Municipal Retirement/
- 60 Capital Projects
- 70 Working Cash
- 80 Tort
- 90 Fire Prevention & Safe

County

- COLES
- COOK
- CRAWFORD
- CUMBERLAND
- DEKALB
- DEWITT
- DOUGLAS
- DUPAGE
- EDGAR
- EDWARDS
- EFFINGHAM
- FAYETTE
- FORD
- FRANKLIN
- FULTON
- GALLATIN
- GREENE
- GRUNDY
- HAMILTON
- HANCOCK
- HARDIN
- HENDERSON
- HENRY
- IROQUOIS
- JACKSON
- JASPER
- JEFFERSON
- JERSEY
- JO DAVIESS
- JOHNSON
- KANE
- KANKAKFF

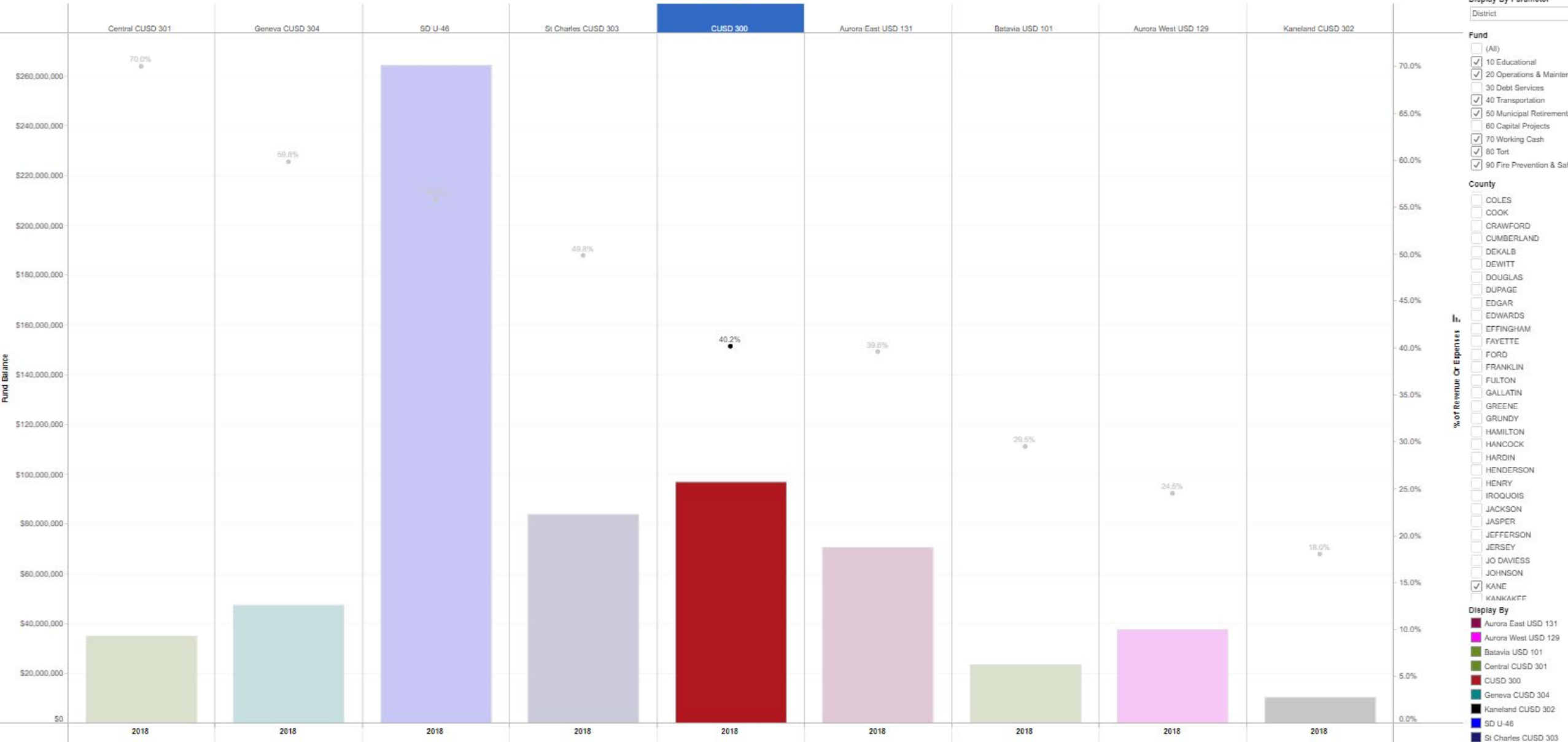
Display By

- Aurora East USD 131
- Aurora West USD 129
- Batavia USD 101
- Central CUSD 301
- CUSD 300
- Geneva CUSD 304
- KaneLand CUSD 302
- SD U-46
- St Charles CUSD 303

Fund Balance by Fund and Percentage

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Divide Fund Balance By...

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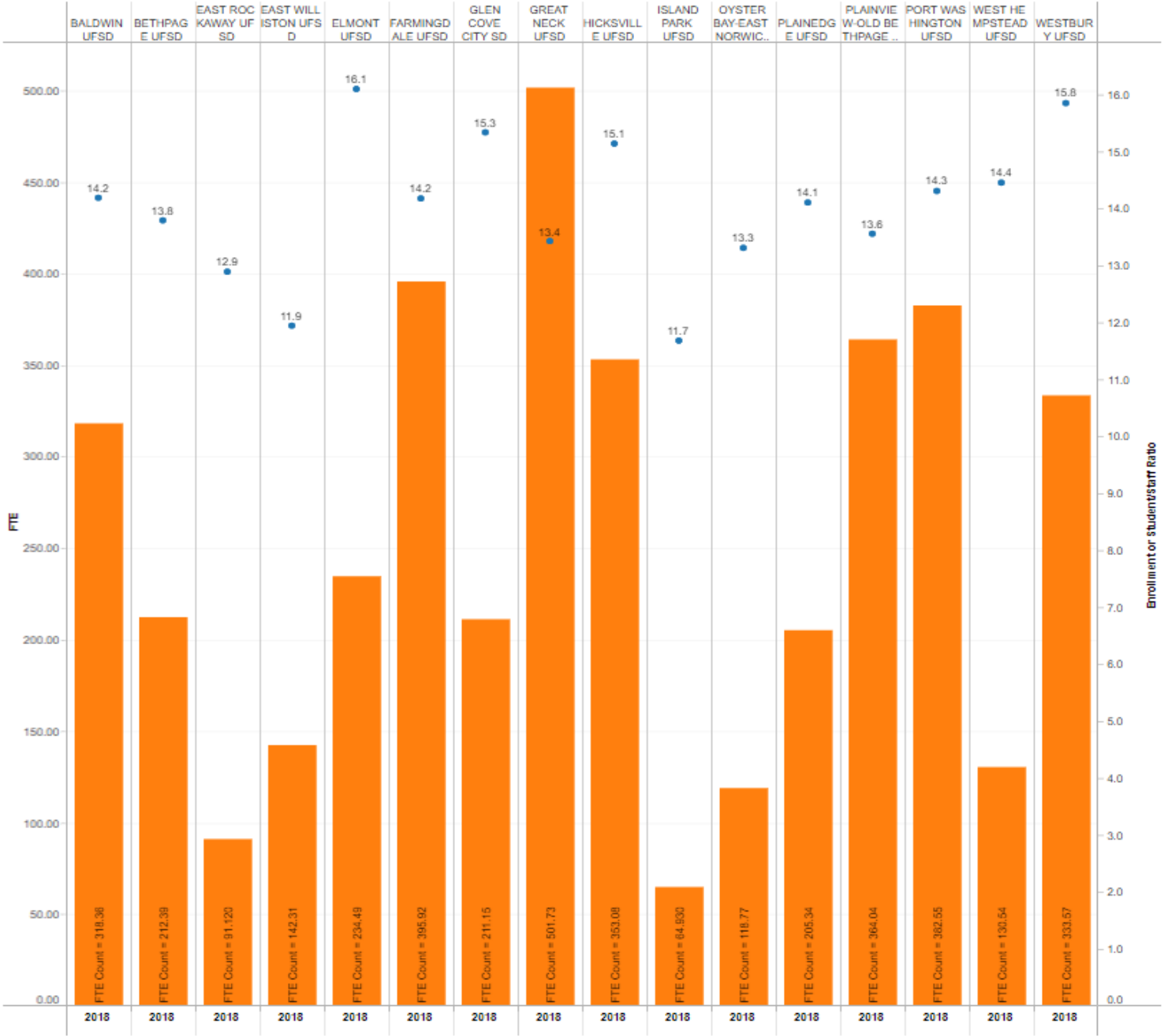
County

- COLES
- COOK
- CRAWFORD
- CUMBERLAND
- DEKALB
- DEWITT
- DOUGLAS
- DUPAGE
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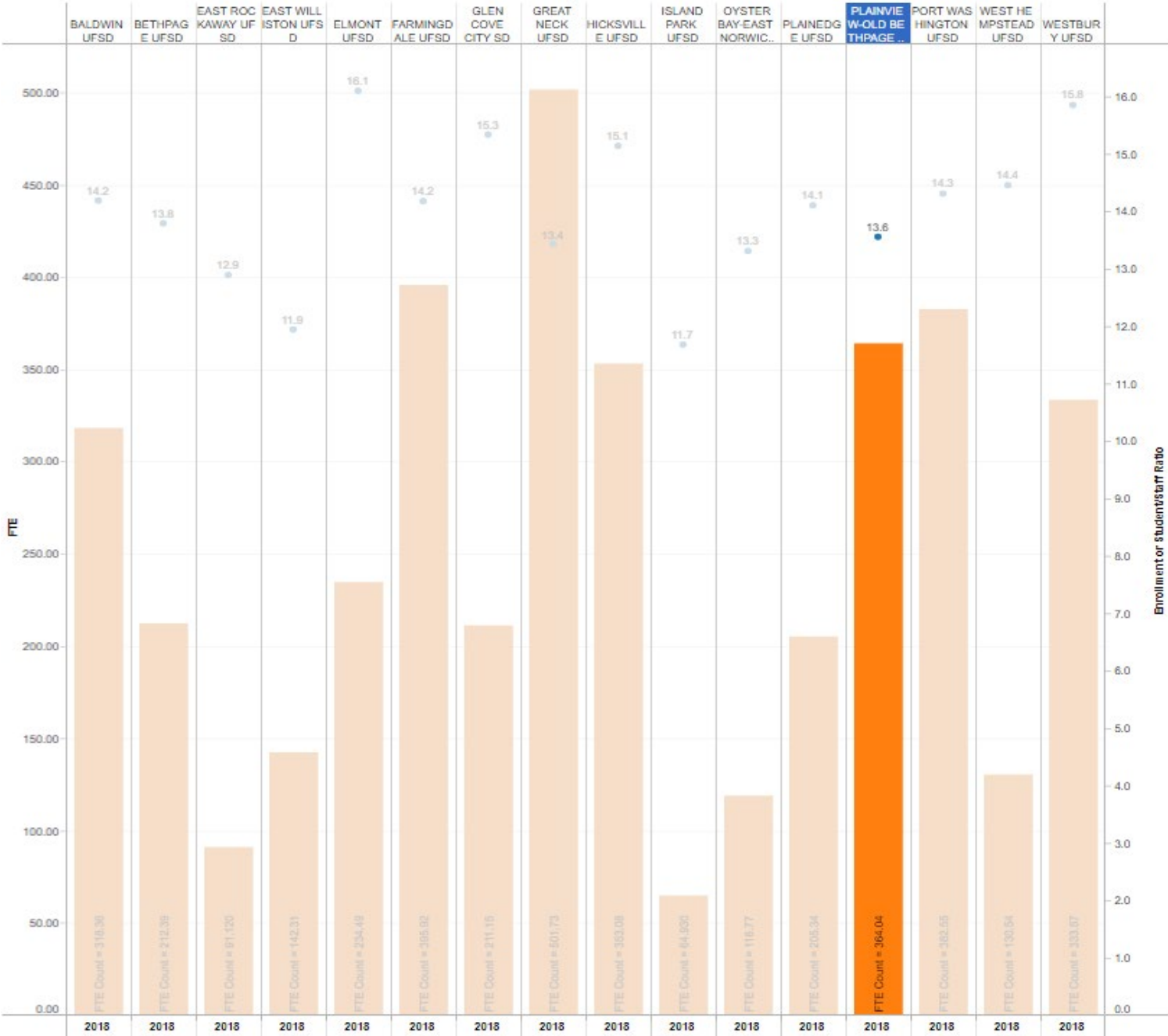
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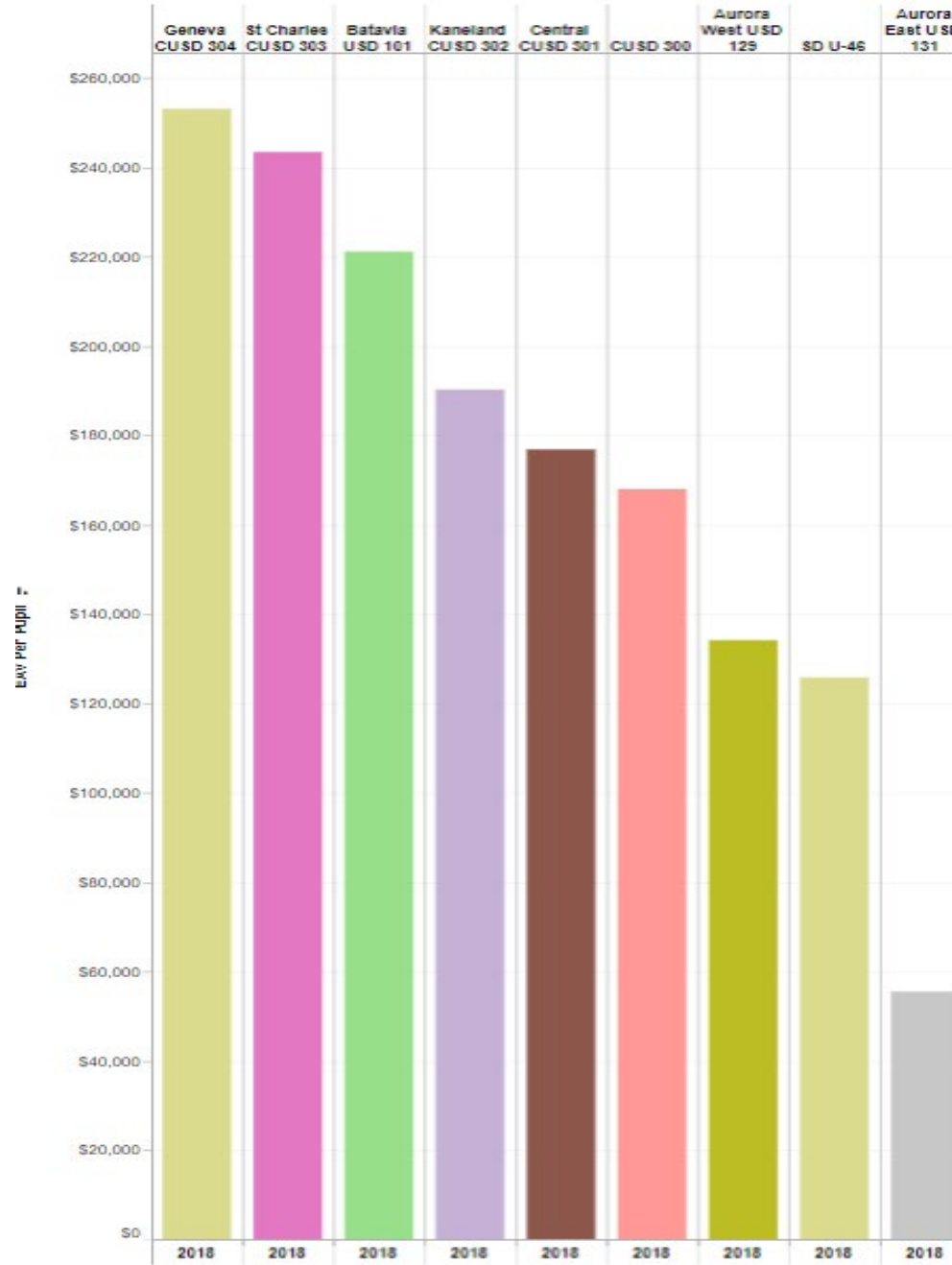
Staffing Ratios



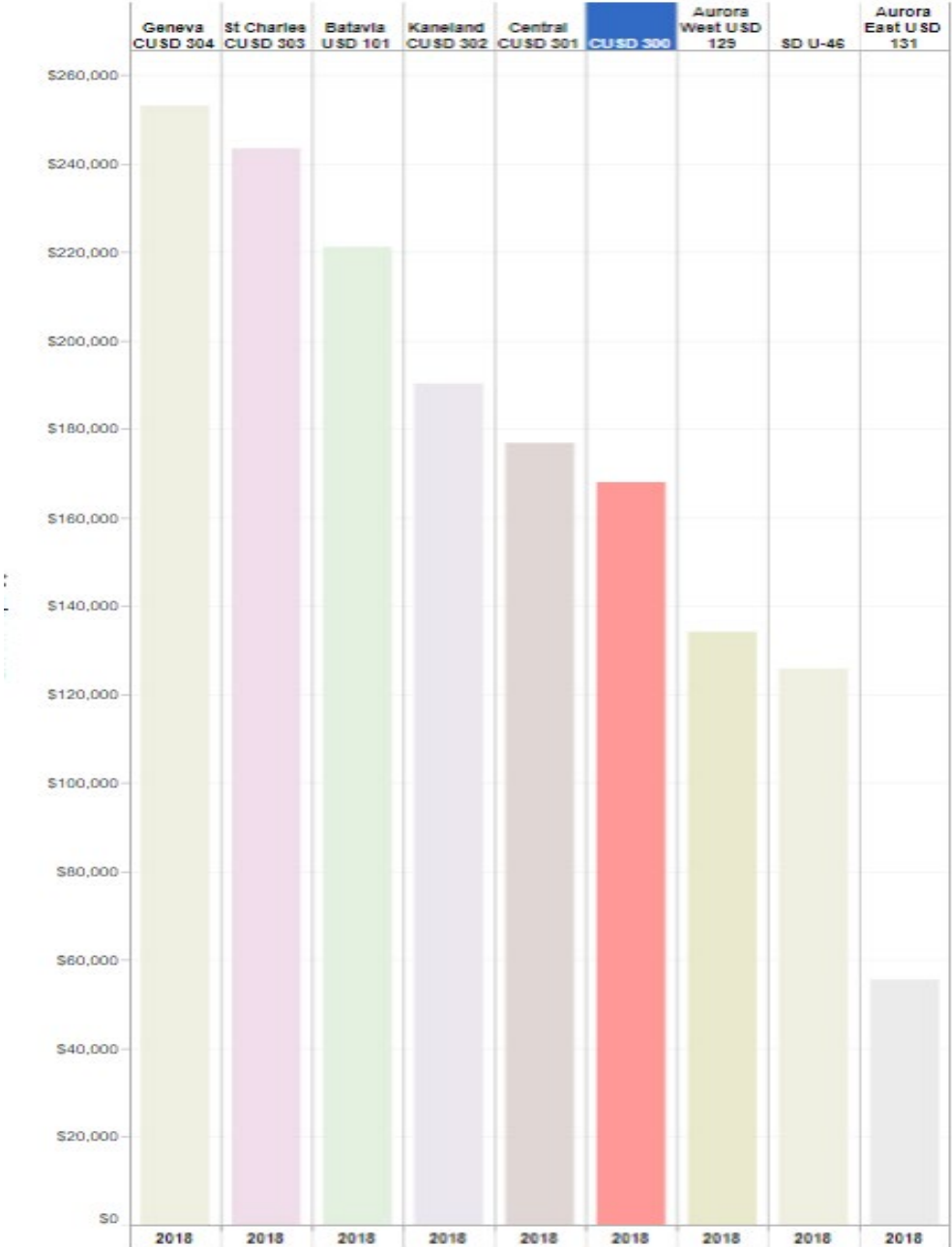
Staffing Ratios



EAV Per Pupil



EAV Per Pupil



Sample Comparison Dashboard

Total Fund Balances

Scenario	2018	2019	2020	2021	2022	2023	2024
Negotiations - Board Initial Proposal - 2.3% (Teachers/Extras)	\$10,937,364	\$10,944,809	\$11,096,115	\$11,135,766	\$11,043,238	\$10,825,942	\$10,421,642
Negotiations - Proposal B - 3.25% (Teachers/Aids/Extras)	\$10,937,364	\$10,944,809	\$11,009,860	\$10,871,736	\$10,504,421	\$9,914,425	\$9,149,642

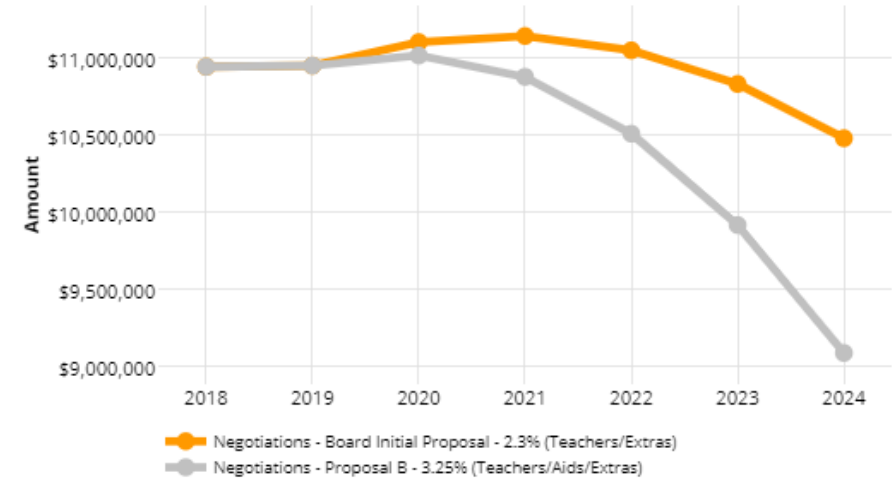
Total Fund Balances - Cumulative Difference

Scenario	2018	2019	2020	2021	2022	2023	2024
Negotiations - Board Initial Proposal - 2.3% (Teachers/Extras)	\$0	\$7,445	\$158,751	\$198,402	\$105,874	-\$111,422	-\$462,179
Negotiations - Proposal B - 3.25% (Teachers/Aids/Extras)	\$0	\$7,445	\$72,496	-\$65,628	-\$432,943	-\$1,022,939	-\$1,849,642

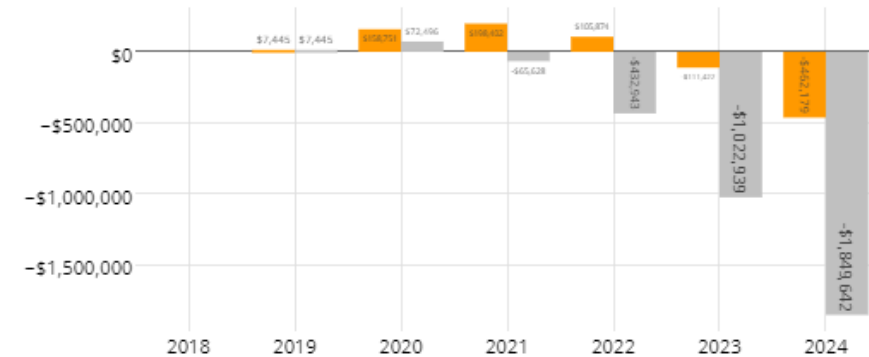
Total Fund Balances - YOY Chge

Scenario	2018	2019	2020	2021	2022	2023	2024
Negotiations - Board Initial Proposal - 2.3% (Teachers/Extras)	\$0	\$7,445	\$151,306	\$39,651	-\$92,528	-\$217,295	-\$350,758
Negotiations - Proposal B - 3.25% (Teachers/Aids/Extras)	\$0	\$7,445	\$65,051	-\$138,124	-\$367,314	-\$589,996	-\$826,704

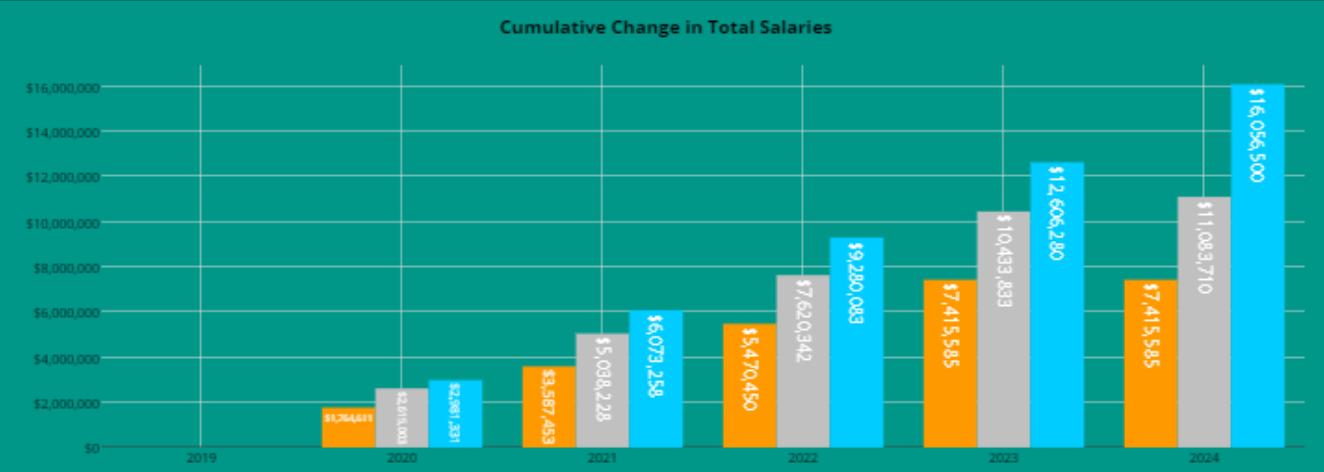
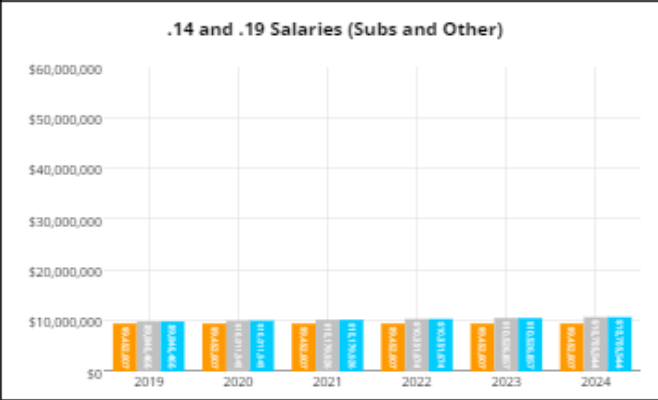
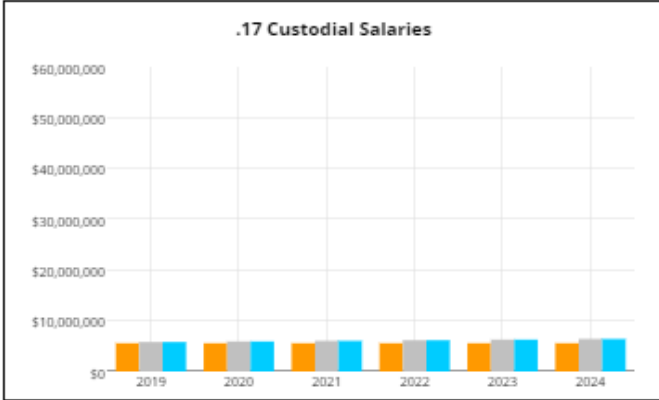
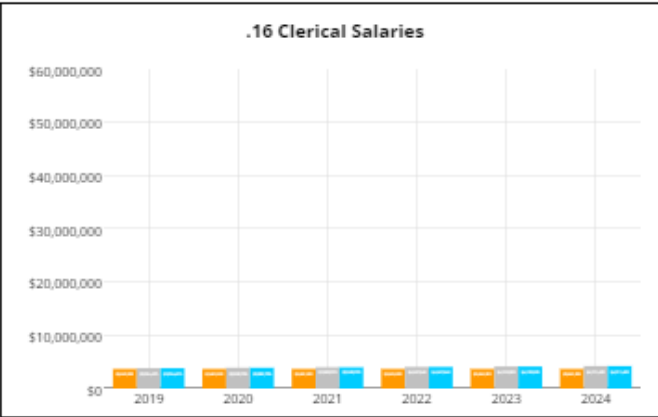
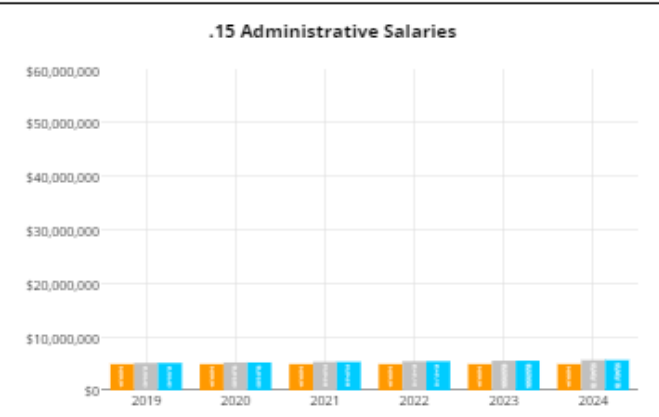
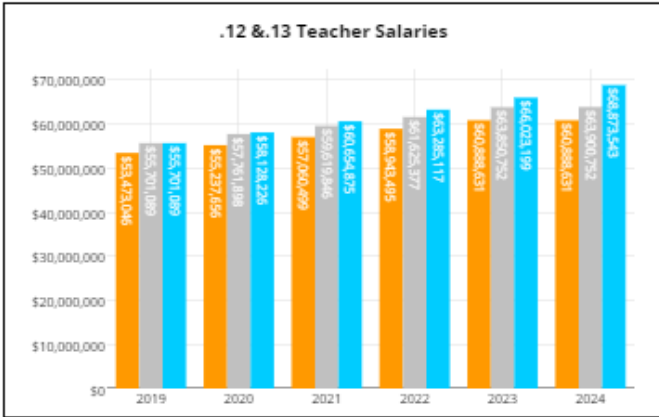
Total Projected Fund Balance



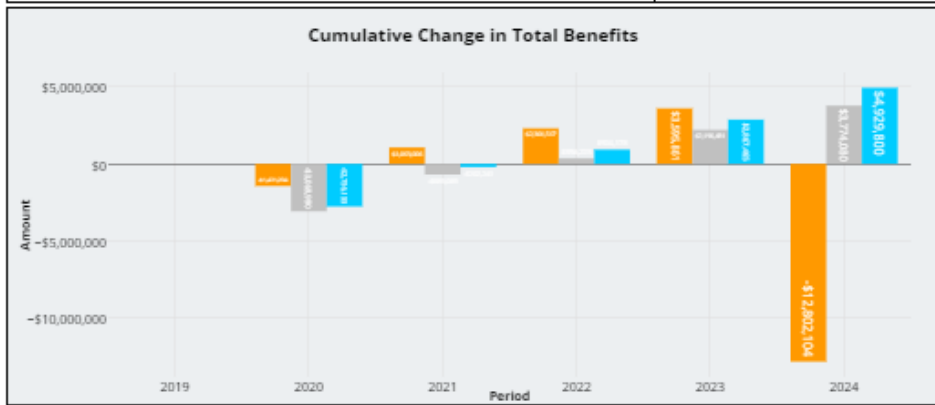
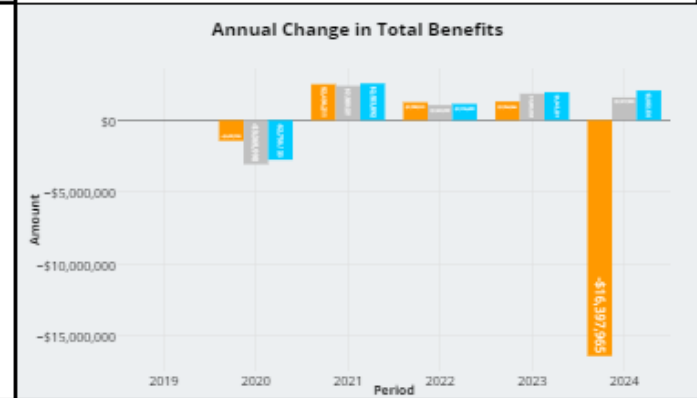
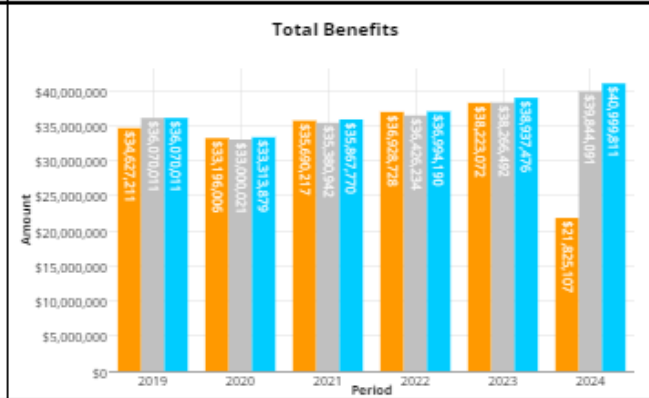
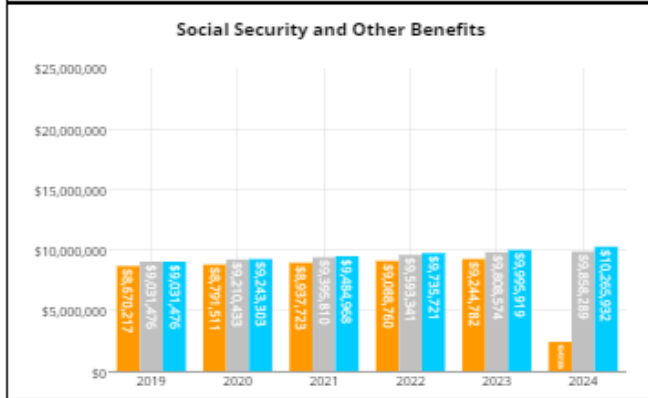
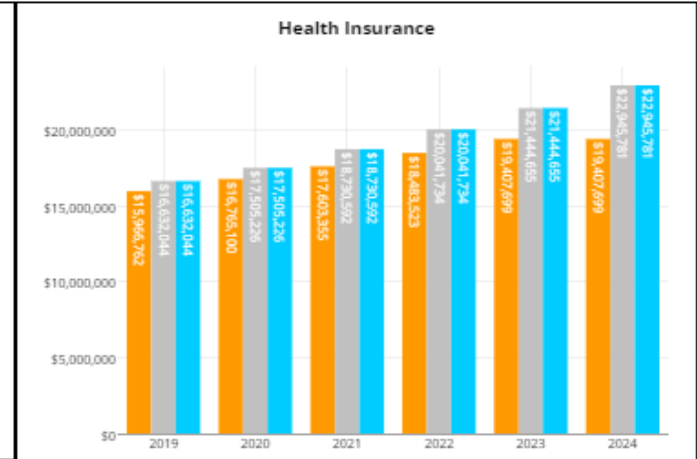
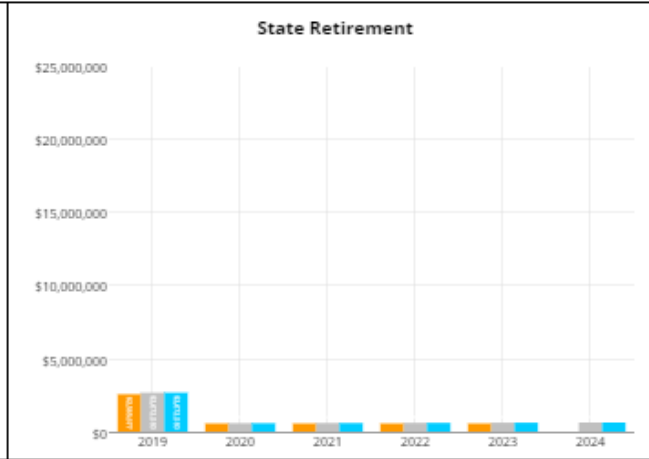
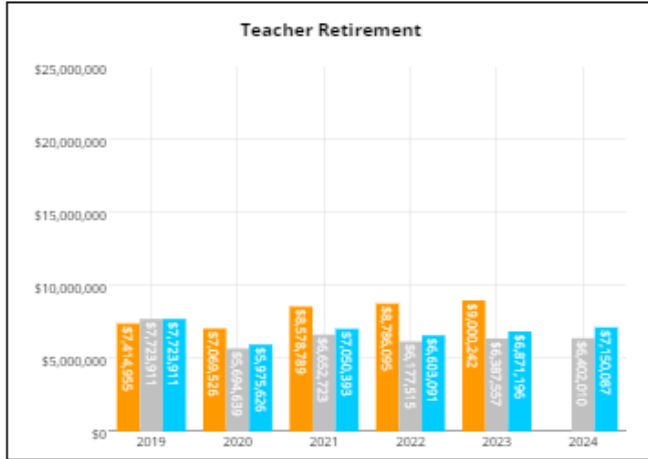
Total Projected Fund Balance - Cumulative Difference



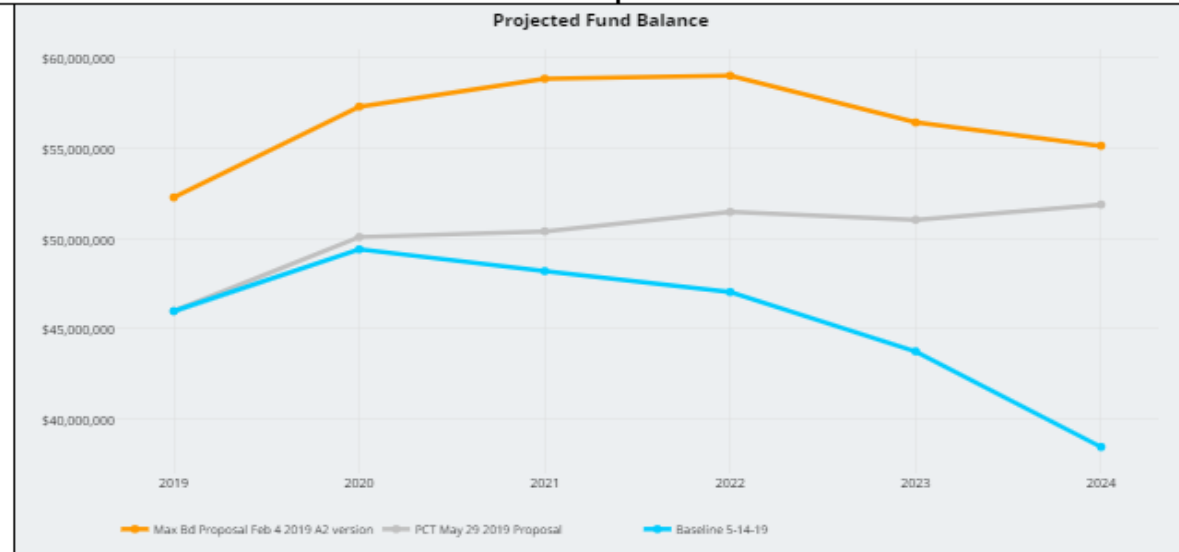
Plainview - Old Bethpage Negotiations Dashboard



Plainview - Old Bethpage Negotiations Dashboard



Plainview - Old Bethpage Negotiations Dashboard



QUESTIONS?

FORECAST5™
ANALYTICS

 Sight.

 Maps.

 Cast.

 Lab.

THANK YOU FOR YOUR PARTICIPATION

FORECAST5 ANALYTICS
2019 NATIONAL CONFERENCE

ALL SYSTEMS GO
POWER YOUR MISSION

FORECAST5
ANALYTICS