

## COVER PAGE

# FY2021 HIGH-PERFORMING ESC APPLICATION

<b>ESC:</b> Educational Service Center of the Western Reserve	
<b>IRN:</b> 047860	
<b>COUNTY:</b> Lake	
<b>PRINCIPAL CONTACT:</b> Jennifer Felker	<b>TITLE:</b> Superintendent
<b>ADDRESS:</b> 8221 Auburn Road Painesville Twp., Oh 44077	<b>PHONE:</b> (440) 350-2563 <b>EMAIL:</b> jfelker@escwr.org
<b>LIST OF PRIMARY SERVICES &amp; CLIENTS:</b>	
<p><b>Primary Service 1: Alternative Educational Programming for Court Placed Students (Carrington)</b>            Clients- Akron CSD; Ashtabula Area CSD; Bay Village CDS; Bedford CSD; Berea CSD; Berkshire LSD; Brecksville/Broadview Hts. CSD; Cincinnati CSD; Cleveland Heights/University Heights CSD; Cleveland Municipal CSD; Columbus CSD; Dublin CSD; East Cleveland CSD; Euclid CSD; Fairview Park CSD; Garfield Heights CSD; Groveport Madison CSD; Hamilton CSD; Hilliard CSD; Lakewood CSD; Maple Heights CSD; Mayfield CSD; Mt. Vernon CSD; North Olmsted CSD; Parma CSD; Princeton CSD; Richmond Heights CSD; Rocky River CSD; Shaker Heights CSD; Solon CSD; South Euclid/Lyndhurst CSD; Springfield LSD; Toledo Public Schools; Warrensville Heights CSD; Westlake CSD; Willoughby-Eastlake CSD; Winton Woods CSD; and Youngstown CSD.</p>	
<p><b>Primary Service 2: Naviance Professional Development Consortium</b>            Clients- Auburn Career Center; Barberton CSD; Berkshire LSD; Black River LSD; Brecksville-Broadview Hts CSD; Brooklyn CSD; Cardinal LDS; Chardon LSD; Cloverleaf LSD; Copley-Fairlawn CSD; Crestwood LSD; Cuyahoga Falls CSD; East Cleveland CSD; Fairport Harbor EVSD; Field LSD; Geauga iSTEM Early College HS; Green LSD; Highland LSD; Kenston LSD; Kent CSD; Kirtland LSD; Lake Center Christian; Madison LSD; Mentor EVSD; Newbury LSD; Nordon Hills CSD; Painesville City LSD; Perry LSD; Riverside LSD; Rocky River CSD; Rootstown LSD; Southeast LSD; St Vincent/St Mary's School; Streetsboro CSD; Tallmadge CSD; West Geauga LSD; and Wickliffe CSD</p>	

**Primary Service 3: Online Academic Program (KLA)**

Clients-Berkshire LSD; iStem Geauga Early HS; Madison LSD; Manchester LSD; and Riverside LSD.

**Primary Service 4: Intensive Autism**

Clients - Ashtabula CSD; Berkshire LSD; Cardinal LSD; Chardon LSD; Kenston LSD; Madison LSD; Perry LSD; and West Geauga LSD.

**Primary Service 5: Intensive Needs Preschool Program (Twinkle)**

Clients- Berkshire LSD; Cardinal LSD; Kenston LSD; and West Geauga LSD

**Primary Service 6: Nutrition Services Administration Program**

Clients - Auburn Career Center; Berkshire LSD; Madison LSD; Painesville City LSD; and West Geauga LSD

ESC Approval:

  
Designated Official

Electronic submission of proposals should be sent to [HPESC@education.ohio.gov](mailto:HPESC@education.ohio.gov) no later than 4:30 pm on September 18, 2020. Late applications will not be considered.

## **Educational Service Center of the Western Reserve - Description of Services**

### **1: Alternative Educational Programming for Court Placed Students (Carrington)**

The Carrington School Program educates students placed into a children's residential facility located in East Cleveland, Ohio. Students are placed by the Cuyahoga County Juvenile Courts or by any children's services agency throughout the State of Ohio. The program maintains an average 1:10 teacher-to-student ratio and is a hybrid of direct instruction and on-line curriculum. Youth needing to credit recovery or with specific academic needs are supported through small group individualized and computer-based instruction. The program provides special education services including management of IEPs/ETRs.

### **2: Naviance Professional Development Consortium**

Naviance is a comprehensive college and career readiness solution that helps districts align student strengths and interests to postsecondary goals and improve student outcomes. The ESC of the Western Reserve partnered with Hobsons to provide district staff (e.g. teachers, counselors, principals and administrators) with professional development for Naviance at an affordable cost by purchasing in volume. Additionally, districts are able to purchase software access at a volume discount that smaller districts would not be able access due to student enrollment.

### **3: Online Academic Program (KLA)**

The K'nextions Learning Academy (KLA) program works with school districts to provide an on-line accredited program for students in grades 6-12. KLA offers options to students from full time to half credit class offerings, summer school and test preparation. The ESC of the Western Reserve partnered with Edmentum and locally employed part-time tutors that work with students on content and monitor their progress, activity, and time management. The ESC of the Western Reserve also employs a coordinator that works daily to maintain the program.

### **4. Intensive Autism Programs (S.T.A.R.S in Geauga County and SAIL in Lake County)**

The STARS & SAIL Programs are educational programs that provide academic, communication, fine/gross motor, behavior, sensory and vocational services to students diagnosed with autism between the ages of 5-22 years. Classroom staff utilize evidence based methodologies (Applied Behavior Analysis and TEACCH).

The STARS classrooms are housed within three Geauga districts (Cardinal, Kenston, and West Geauga) which allows for increased opportunities for inclusion, socialization, and generalization of skills. The SAIL program is located in Painesville Township which is conveniently located for our Lake and Ashtabula county districts.

#### **5. Intensive Needs Preschool Program (Twinkle)**

The Twinkle preschool program is a full-day preschool classroom for students with intense needs including communication, social, and behavioral needs as well as academic, communication, fine/gross motor, behavior, and sensory services. Students do not need to have an autism diagnosis to attend the Twinkle program, however, they must be between the ages of 3-6. Twinkle is a highly structured environment for learning. The principles of Applied Behavior Analysis (ABA), Treatment and Education of Autistic and Communication related handicapped Children (TEACCH), and sensory integration are incorporated into the classroom on a daily basis. There are three Twinkle classrooms with a maximum class size of 8 students.

#### **6. Nutrition Services Administration Program**

The Nutrition Services Administration provides districts with a credentialed Director and qualified Supervisor to provide oversight, guidance and operational duties of a district's school food service program over multiple counties, including the USDA's School Meals Program, After School Snack Program, Summer Food Service Program, Child and Adult Care Programs and the USDA's Administrative and Procurement Reviews. By offering this shared service model of a School Food Service Director or Supervisor, districts realize cost savings while delivering management, efficiencies and providing quality meals that students enjoy. Other services include evaluation of a district's food service department, project planning and staff development. Additionally, the Nutrition Services Program may assist with the hiring process of new directors and provides mentoring and consulting services to a District's current or new Nutrition Services Director.

## **Educational Service Center of the Western Reserve ( ESCWR) – Supporting Evidence**

### **Primary Service 1: Alternative Educational Programming for Court Placed Students (Carrington)**

The ESC of the Western Reserve charges for Carrington Youth Academy (Carrington) on a per diem basis for placements which may be for as little as a day or for several weeks or months. The rate charged to home school districts was \$145.00 per day for the first semester and increased to \$160.00 for the second semester, while still providing a saving to our districts.

Carrington can be closely compared to The Children’s Home of Cincinnati (CHC), located in Cincinnati, Ohio as both schools serve students with behavioral and emotional needs. There are some differences. The Carrington is a residential facility with all educational services provided on-site. The CHC’s Upper and Lower School programs are not part of the residential facility, although all educational services are provided at their campus. Both facilities are licensed by the Ohio Department of Mental Health and Addiction Services with embedded mental health services. The length of stay varies by student based on the student’s diagnosis and/or reason for placement. Carrington and CHC both offer a continuum of intensity based on the needs of the student placed. Carrington has two programs, one for court-placed students and one for students placed by children’s services agencies.

Carrington served a total of 239 students in the 2019/2020 school year, of whom 151 were court-placed and 88 were placed by a children’s services agency. The cost to districts for education of students at CHC is \$180.00 per day. Using the calculation, the educational program at Carrington through the ESC of the Western Reserve is providing an overall 17% savings, based on the 897 billable days to the 37 districts that Carrington served in the 2019/2020 school year.

### **Primary Service 2: Naviance Professional Development Consortium**

The cost for a district to get one staff member trained on the Naviance software from Hobsons, the software owner, is approximately \$4,000 plus travel costs of up to \$1,500. The ESC of the Western Reserve has partnered

with Hobson to bring training locally thereby avoiding travel expenses and allowing our districts to send staff at a greatly reduced cost. The training contract cost was \$88,525.76. or \$610.52 per person, which is a reduction of cost over our previous year while increasing the professional development opportunities. Four 2-3 day training events are scheduled each year in Lake and Summit counties, to make professional development conveniently located and at a level of instruction needed by the attendee (entry, intermediate or advanced user level) so events are well attended by consortium members.

### **Primary Service 3: Online Academic Program (K'Nextions Learning Academy-KLA)**

The cost comparison is simple in this program. One of the uses of the program is to give students requesting or requiring a full time on-line option.. This program does not require a student to choose an online charter school, as the student stays enrolled with their home, allowing the district to continue to collect their State per-pupil funding. Currently the per-pupil funding of community schools is calculated by using the formula amount of \$6,020.00 per student. The price we charge for a full time online student is \$1,250.00. For the purpose of this report we only reported full time students. The cost includes software, tutoring, and monitoring of progress, activity and time management. It also includes any incidentals incurred during the operation of the program. Additionally, districts are able to meet the unique needs of their student by using this program for credit recovery and advanced placement courses when they do not have a teacher on staff or enough students to hire a teacher. KLA is also a replacement for a handful district's in house summer school programs allowing students to catch up or get ahead in the credits.

### **Primary Service 4 : Intensive Autism Programs**

The ESCof the Western Reserve's Intensive Autism Programs offer methodology-based comprehensive intervention determined by individual student needs. KidsLink and Monarch School also offer the same type of program. As shown in the chart, we converted the annual tuition cost of KidsLink and Monarch School into days based on their school year to come up with a comparable daily rate. Then, we calculated what the tuition

cost would be given 180 days. Due to slight enrollment changes during the year, we computed the average student count for the year to calculate for the comparable costs. We also bill actual costs based on utilization, so the cost varied per quarter. The final program costs divided by the average number of students is how the 2019-2020 tuition cost was calculated. The ESC of Western Reserve Intensive Autism Programs offer very competitive tuition compared to the competitors.

**Cost Comparison of Intensive Autism Programming options:**

	STARS	SAIL	KidsLink	Monarch
2019-2020 costs	\$44,274	\$48,900	\$78,000	\$79,500
Calendar Days	180	178	205	180
Cost Per day	\$245.97	\$274.72	\$380.49	\$441.67
Annual Cost based on 180 days (for comparison purposes)	\$44,274	\$48,900	\$68,488.20	\$79,500
Hours Per Day	5.5 hours	5.5 hours	5.5 hours	6.25 hours
Extended School Year	Offered +\$3000 (12 days)	Offered +\$3000 (12 days)	Not offered, but childcare is offered at additional cost during breaks	Offered + \$6625 (4 weeks, 15 days)

**Primary Service 5: Intensive Needs Preschool Program (Twinkle)**

The Twinkle preschool program is a full day program, however, the program can be tailored to suit the academic and/or behavioral needs of individual students. For the 2019-2020 school year, there were two students that attended the program for a half day and the remaining students attended the program full day. The Individual Education Plan (IEP) team, which includes the district representative, parents, educational team that works with the student, etc., will meet to review past/current data in order to make an educational decision

which meets the needs of the preschool student.

The chart on the following page shows the annual pricing for the Twinkle preschool program and two local entities that provide similar intensive preschool programming. KidsLink and Monarch School both offer similar programming to our Twinkle preschool program. As one can see, the Twinkle preschool program is a cost effective option for school districts and provides comparable services similar to KidsLink and Monarch School.

	Twinkle	KidsLink	Monarch
2019-2020 costs	\$30,403 (full day)	\$78,000 (full day)	\$58,000 (full day) \$28,500 (half day)
Calendar Days	180	205	194
Cost Per day	\$168.91	\$380.49	\$298.97 (full day) \$146.91 (half day)
Annual Cost based on 180 days (for comparison purposes)	\$30,403	\$68,488.20	\$53,814.60 (full day) \$22,623.71 (half day)
Hours Per Day	6 hours	5.5 hours	5.5 hours (full day) 2.75 hours (half day)
Extended School Year	~Offered~ (3 weeks, 9 days, cost \$2,250)	Not offered, but childcare is offered at additional cost during breaks	Not offered for preschool students

**Primary Service #6 :Nutrition Services Administration Program**

The five districts that utilized the Nutrition Services Administration Program realized a cost savings of an estimated \$160,689. The districts benefit from the cost savings by utilizing the shared services of a highly qualified Director and Supervisor who provides program oversight, compliance, problem solving, staff training, and overall program management while contributing to each District’s ability to have a financially self supported food service program.



**FY21 High Performing ESC Cost Savings Table  
(Based on FY20 Data)**

**PRIMARY SERVICE #1: Alternative Educational Programming for Court Placed Students (Carrington Youth Academy)**

<b>Clients</b>	<b>Price Charged to Client by</b>	<b>Cost of providing Primary Services by the</b>	<b>Calculated Cost Savings</b>
Akron Public School District	\$13,410.00	\$15,660.00	\$2,250.00
Ashtabula City School District	\$290.00	\$360.00	\$70.00
Bay Village City School District	\$4,000.00	\$4,500.00	\$500.00
Bedford City School District	\$1,305.00	\$1,620.00	\$315.00
Berea City School District	\$2,610.00	\$3,240.00	\$630.00
Berkshire Local School District	\$15,205.00	\$18,540.00	\$3,335.00
Brecksville Broadview Heights City School District	\$2,560.00	\$2,880.00	\$320.00
Cincinnati Public School District	\$48,465.00	\$57,240.00	\$8,775.00
Cleveland Heights/University Heights School District	\$1,595.00	\$1,980.00	\$385.00
Cleveland Metropolitan School District	\$372,025.00	\$444,600.00	\$72,575.00
Columbus City School District	\$26,460.00	\$31,320.00	\$4,860.00
Dublin City School District	\$2,545.00	\$2,880.00	\$335.00
East Cleveland City School District	\$2,610.00	\$3,240.00	\$630.00
Euclid City School District	\$16,415.00	\$19,800.00	\$3,385.00
Fairview Park City School District	\$3,040.00	\$3,420.00	\$380.00
Garfield Heights City School District	\$3,625.00	\$6,120.00	\$2,495.00
Groveport-Madison City School District	\$2,320.00	\$2,880.00	\$560.00
Hilliard City School District	\$8,000.00	\$9,000.00	\$1,000.00
Lakewood City School District	\$8,585.00	\$10,080.00	\$1,495.00
Maple Heights City School District	\$26,515.00	\$32,580.00	\$6,065.00
Mayfield City School District	\$9,415.00	\$10,980.00	\$1,565.00
Mt. Vernon City School District	\$1,760.00	\$1,980.00	\$220.00
North Olmsted City School District	\$1,450.00	\$1,800.00	\$350.00
North Royalton City School District	\$1,885.00	\$2,340.00	\$455.00
Olmsted Falls City School District	\$6,225.00	\$7,560.00	\$1,335.00
Parma City School District	\$4,280.00	\$5,220.00	\$940.00
Richmond Heights School District	\$22,340.00	\$26,820.00	\$4,480.00
Rocky River City School District	\$2,030.00	\$2,520.00	\$490.00
Shaker Heights City School District	\$15,370.00	\$19,080.00	\$3,710.00
Solon City School District	\$22,845.00	\$27,000.00	\$4,155.00
South Euclid/Lyndhurst School District	\$4,515.00	\$5,400.00	\$885.00
Toledo Public School District	\$6,820.00	\$7,740.00	\$920.00
Warrensville Heights City School District	\$4,350.00	\$5,400.00	\$1,050.00
Westlake City School District	\$2,030.00	\$2,520.00	\$490.00
Willoughby-Eastlake City School District	\$1,450.00	\$1,800.00	\$350.00
Winton Woods City School District	\$3,335.00	\$4,140.00	\$805.00
Youngstown City School District	\$22,060.00	\$26,640.00	\$4,580.00
<b>TOTALS</b>	<b>\$693,740.00</b>	<b>\$830,880.00</b>	<b>\$137,140.00</b>

**PRIMARY SERVICE #2:****Naviance Professional Development Consortium**

Clients	Price Charged to Client by	Cost of providing Primary Services by the	Calculated Cost Savings
Auburn Career Center	\$576.42	\$4,000.00	\$3,423.58
Barberton City School District	\$5,108.54	\$36,000.00	\$30,891.46
Berkshire Local School District	\$1,184.14	\$8,000.00	\$6,815.86
Black River Local School District	\$2,245.04	\$16,000.00	\$13,754.96
Brecksville Broadview Heights City School District	\$3,327.71	\$20,000.00	\$16,672.29
Brooklyn City School District	\$1,308.54	\$8,000.00	\$6,691.46
Cardinal Local School District	\$1,191.10	\$8,000.00	\$6,808.90
Chardon Local School District	\$3,599.44	\$24,000.00	\$20,400.56
Cloverleaf Local School District	\$2,484.79	\$16,000.00	\$13,515.21
Copley-Fairlawn City School District	\$3,071.43	\$20,000.00	\$16,928.57
Crestwood Local School District	\$1,831.22	\$12,000.00	\$10,168.78
Cuyahoga Falls City School District	\$4,260.80	\$28,000.00	\$23,739.20
East Cleveland City School District	\$1,859.22	\$12,000.00	\$10,140.78
Fairport Harbor Exempted Village School District	\$599.33	\$4,000.00	\$3,400.67
Field Local School District	\$1,350.19	\$8,000.00	\$6,649.81
Geauga ISTEM Early College High School	\$576.42	\$4,000.00	\$3,423.58
Green Local School District	\$2,705.29	\$16,000.00	\$13,294.71
Highland Local School District	\$3,112.11	\$20,000.00	\$16,887.89
Kenston Local School District	\$3,066.61	\$20,000.00	\$16,933.39
Kent City School District	\$2,642.29	\$16,000.00	\$13,357.71
Kirtland Local School District	\$1,247.64	\$8,000.00	\$6,752.36
Lake Center Christian School	\$1,598.47	\$12,000.00	\$10,401.53
Madison Local School District	\$2,488.35	\$16,000.00	\$13,511.65
Mentor Exempted Village School District	\$8,580.57	\$56,000.00	\$47,419.43
Newbury Local School District	\$576.42	\$4,000.00	\$3,423.58
Nordonia Hills City School District	\$3,511.55	\$24,000.00	\$20,488.45
Painesville City Local School District	\$2,915.70	\$20,000.00	\$17,084.30
Perry Local School District	\$2,329.72	\$16,000.00	\$13,670.28
Riverside Local School District	\$4,187.14	\$28,000.00	\$23,812.86
Rocky River City School District	\$2,993.11	\$20,000.00	\$17,006.89
Rootstown Local School District	\$1,112.54	\$8,000.00	\$6,887.46
Southeast Local School District	\$1,311.22	\$12,000.00	\$10,688.78
St. Vincent St. Mary High School	\$1,223.14	\$8,000.00	\$6,776.86
Streetsboro City School District	\$1,846.62	\$12,000.00	\$10,153.38
Tallmadge City School District	\$2,888.44	\$20,000.00	\$17,111.56
West Geauga Local School District	\$1,850.17	\$12,000.00	\$10,149.83
Wickliffe City School District	\$1,764.33	\$12,000.00	\$10,235.67
<b>TOTALS</b>	<b>\$14,941.49</b>	<b>\$100,000.00</b>	<b>\$85,058.51</b>

**PRIMARY SERVICE #3:****Online Academic Program (KLA)**

Clients	Price Charged to Client by	Cost of providing Primary Services by the	Calculated Cost Savings
Berkshire Local School District	\$8,750.00	\$42,140.00	\$33,390.00
ISTEM Geauga Early College High School	\$1,250.00	\$6,020.00	\$4,770.00
Madison Local School District	\$8,750.00	\$42,140.00	\$33,390.00
Manchester Local School District	\$1,250.00	\$6,020.00	\$4,770.00
Riverside Local School District	\$53,750.00	\$258,860.00	\$205,110.00
<b>TOTALS</b>	<b>\$73,750.00</b>	<b>\$355,180.00</b>	<b>\$281,430.00</b>

**PRIMARY SERVICE #4:****Intensive Autism Programs (S.T.A.R.S. in Geauga County and SAIL in Lake County)**

Clients	Price Charged to Client by	Cost of providing Primary Services by the	Calculated Cost Savings
Ashtabula Area City School District	\$24,450.00	\$36,997.05	\$12,547.05
Berkshire Local School District	\$243,507.00	\$406,967.55	\$163,460.55
Cardinal Local School District	\$309,918.00	\$517,958.70	\$208,040.70
Chardon Local School District	\$177,096.00	\$295,976.40	\$118,880.40
Geneva Area City School District	\$215,649.00	\$326,313.98	\$110,664.98
Kenston Local School District	\$350,207.34	\$585,293.33	\$235,085.99
Madison Local School District	\$88,509.00	\$133,929.32	\$45,420.32
Newbury Local School District	\$88,548.00	\$147,988.20	\$59,440.20
Perry Local School District	\$48,900.00	\$73,994.10	\$25,094.10
West Geauga Local School District	\$221,370.00	\$369,970.50	\$148,600.50
<b>TOTALS</b>	<b>\$1,768,154.34</b>	<b>\$2,895,389.13</b>	<b>\$1,127,234.79</b>

**PRIMARY SERVICE #5: Intensive Needs Preschool Program (Twinkle)**

Clients	Price Charged to Client by	Cost of providing Primary Services by the	Calculated Cost Savings
Berkshire Local School District	\$36,483.60	\$55,381.68	\$18,898.08
Cardinal Local School District	\$72,055.11	\$109,378.82	\$37,323.71
Kenston Local School District	\$184,941.45	\$280,738.97	\$95,797.52
Newbury Local School District	\$60,806.00	\$92,302.80	\$31,496.80
West Geauga Local School District	\$153,231.12	\$232,603.06	\$79,371.94
<b>TOTALS</b>	<b>\$507,517.28</b>	<b>\$770,405.32</b>	<b>\$262,888.04</b>

**PRIMARY SERVICE #6: Nutrition Services**

Clients	Price Charged to Client by	Cost of providing Primary Services by the	Calculated Cost Savings
Auburn Career Center	\$15,617.00	\$30,000.00	\$14,383.00
Berkshire Local School District	\$15,617.00	\$30,000.00	\$14,383.00
Madison Local School District	\$48,805.00	\$114,488.00	\$65,683.00
Painesville City Local School District	\$66,375.00	\$114,488.00	\$48,113.00
West Geauga Local School District	\$48,805.00	\$66,932.00	\$18,127.00
<b>TOTALS</b>	<b>\$195,219.00</b>	<b>\$355,908.00</b>	<b>\$160,689.00</b>

TOTAL COST OF PROVIDING SERVICES BY THE	\$5,307,762.45
TOTAL PRICE CHARGED TO CLIENT BY ESC	\$3,253,322.11
<b>TOTAL COST SAVINGS</b>	<b>\$2,054,440.34</b>
<b>TOTAL COST SAVINGS %</b>	<b>38.71%</b>