




## COVER PAGE FY2020 HIGH-PERFORMING ESC APPLICATION

<b>ESC:</b> Lake County Educational Service Center <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> Jennifer.felker@geaugaesc.org
<b>LIST OF PRIMARY SERVICES &amp; CLIENTS:</b> <b>Primary Service 1: Self-Contained Autism Program (SAIL)--Geneva Area City, Madison Local, Mentor Exempted Village, Painesville City Local, and Perry Local</b>  <b>Primary Service 2: Naviance Professional Development Consortium- Auburn Career Center, Barberton, Berkshire, Black River, Brecksville -Broadview Heights, Brooklyn, Cardinal, Chardon, Cloverleaf, Copley-Fairlawn, Crestwood, Cuyahoga Falls, East Cleveland, Fairport Harbor, Field Local, Geauga iStem, Green Local, Highland, Kenston, Kirtland, Lake Center Christian, Newbury, Nardon, Kenston, Kent, Madison, Mentor, Painesville City, Perry Local, Riverside Local, Rocky River, Rootstown, Southeast, Streetsboro, St Vincent/St. Mary's, Tallmadge City, West Geauga, Wickliffe City,</b>  <b>Primary Service 3: Online Academic Program (KLA)-Fairport Harbor, Manchester and Riverside Local</b>  <b>Primary Service 4: Special Education Vocational Program (Unique Like Me)- Lake County Board of Developmentally Disabled, Madison, Painesville City, Perry Local and Riverside Local</b>  <b>Primary Service 5: Nutrition Services-Auburn Career Center, Berkshire, Kenston, Madison, Newbury, Norwalk, Painesville City and West Geauga.</b>	
<b>ESC Approval:</b>	 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 13, 2019. Late applications will not be considered.

## Lake County Educational Service Center - Description of Services

### **1: Self-Contained Autism Program (SAIL)**

The Social Acquisition of Interpersonal Language (SAIL) program works to provide a high-quality environment for K-12 students with autism. The program provides daily instruction, therapy per student IEPs, and vocational skills training to prepare the students for vocational options. Community outings are also provided to students for access to real-world environments. Staffing includes: Two intervention specialists, educational aides, one speech and language pathologist, one occupational therapist, and one physical therapist. A supervisor and coordinator also are assigned to the SAIL program to assist in the programming. The following districts have utilized the SAIL program: Galion School District, Geneva School District, Madison School District, Mentor City Schools, Perry School District, and Painesville Local School District.

### **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 improving student outcomes. The ESC partnered with Hobsons to provide district staff (teachers, counselors, principals and administrators) with professional development for Naviance at an affordable cost by purchasing in volume.

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

The K'nections Learning Academy 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 partnered with PLATO learning environment/Edmentum and locally employed part-time tutors that work with students on content and monitor their progress, activity, and time management. The Educational Service Center also employs a coordinator that works daily to maintain the program.

#### **4. Special Education Vocational Program (Unique Like Me)**

Unique Like Me (ULM) is a Lake County retail storefront which provides vocational skills training to students with disabilities ages 16-21. Participating school district partners include Lake County Board of Developmental Disability/Broadmoor School, Madison, Mentor, Painesville City and Perry Local Schools. ULM is open from 10 am to 4 pm Monday- Friday during the school year. Its goal is to teach students with disabilities foundational work skills as well as retail skills to include customer service, marketing, accounting, inventory management, production of handmade products sold on-site and product display. This program provides students with the required employability skills training and support needed to transition from high school post-secondary employment by providing a job coach with retail management experience. This collaboration allows for school districts to meet the needs of a few qualifying students from their district per week that otherwise would not have this unique experience and share the total program costs compared to creating their own district program (they only send 1-3 students, districts save on hiring of staff, etc...) This environment allows to transition in and out of the program based on the needs of the student to focus on a specific area of further skill development or to allow them to gain new or expand a skill.

#### **5. Nutrition Services**

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, including the USDA's School Meals Program, After School Snack Program, Summer Food Service Program, and the USDA's Administrative and Procurement Reviews. By offering this shared service model of a School Food Service Director, districts realize cost savings while delivering management which problem solves and seeks efficiencies while providing quality meals that students enjoy. Other services include evaluation of a district's food service department, project planning and staff development. Additionally, assisting with the hiring process of new directors and providing mentoring and consulting services may also be provided.

## **Lake County Educational Service Center (LCESC) – Supporting Evidence**

### **Primary Service 1: Self-Contained Autism Program (SAIL)**

The SAIL program is comparable to the CARES autism program in Lake County. The Lake County ESC is able to educate a student at the SAIL program for the entire school year (178 school days) for \$45,771.73. This is a rate of \$257.14 per school day. The CARES autism program charges \$67,500 per school year (175 school days) with a daily rate of \$385.71. Our program offers a savings \$128.57 per school day. This total cost includes supplies, equipment, salaries, benefits, supervision, specialized training, purchased services, and any school day transportation.

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

The cost for a district to send one person for Naviance training is \$4,000. We 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 \$62,610.11 or \$640 per person.

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

The cost comparison is simple in this program. One of the uses of this program is to give students requesting or requiring a full time on-line option and remain a student of their local school district. This program does not require a student to choose an online charter school. 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.

#### **Primary Service 4: Special Education Vocational Program (Unique Like Me)**

Unique Like Me storefront offers half and all day programming. Also, the students enrolled in the program can change per month. Students may come in during the school year, as well as, students may leave job training and transition into a different employment program. Due to the varying student counts each month per district, Districts pay a flat rate for the entire year of \$12,760. If a District were to run this program for their own student body, the cost would be approximately \$67,760. Additionally, due to the uniqueness of this program if a district opened and maintained this program it is unlikely that one district alone would have the student body to keep the program a viable storefront. Unique Like Me is one of a kind and there is no true match or comparison vocational program site within the county.

#### **Primary Service 5: Nutrition Service**

The eight districts that utilized the Nutrition Services Administration Program realized a cost savings of an estimated \$302,280. Six of the districts benefited from the cost savings by utilizing the shared services of a highly qualified Director and Supervisor who provided program oversight, compliance, problem solving, staff training, and overall program management. Norwalk City Schools saved \$4,280 in program analysis and recommendations by utilizing the ESC. Kenston Local Schools saved over \$55,000 by contracting with the ESC in the assistance of hiring and mentoring a new director while recommending and coordinating staff structure, menu offerings and purchasing practices. West Geauga had a \$93,000 savings over the previous FY by restructuring staffing duties and changing the breakfast program operation at their Middle School with the help of a \$4,100 grant.

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PRIMARY SERVICE #1:		AUSTISM PROGRAM (SAIL)	
Clients	Price Charged to Client by ESC	Cost of providing Primary Services by the Client or another Vendor	Calculated Cost Savings
Geneva City Local Schools	\$208,515.00	\$300,960.00	\$92,445.00
Madison Local Schools	\$75,439.00	\$108,504.00	\$33,065.00
Mentor Exempted Village Schools	\$9,175.00	\$13,200.00	\$4,025.00
Painesville City Local Schools	\$23,447.00	\$33,733.00	\$10,286.00
Perry Local Schools	\$32,622.00	\$46,933.00	\$14,311.00
<b>TOTALS</b>	<b>\$349,198.00</b>	<b>\$503,330.00</b>	<b>\$154,132.00</b>

PRIMARY SERVICE #2:		NAVIANCE PROFESSIONAL DEVELOPMENT CONSORTIUM	
Clients	Price Charged to Client by ESC	Cost of providing Primary Services by the Client or another Vendor	Calculated Cost Savings
Auburn	\$479.75	\$4,000.00	\$3,520.25
Barberton	\$4,317.72	\$36,000.00	\$31,682.28
Berkshire	\$959.49	\$8,000.00	\$7,040.51
Black River	\$1,918.99	\$16,000.00	\$14,081.01
Brecksville Broadview Heights	\$2,398.73	\$20,000.00	\$17,601.27
Brooklyn	\$6,959.49	\$8,000.00	\$1,040.51
Cardinal	\$959.49	\$8,000.00	\$7,040.51
Chardon	\$2,878.48	\$24,000.00	\$21,121.52
Cloverleaf	\$1,918.99	\$16,000.00	\$14,081.01
Copley-Fairlawn	\$2,398.73	\$20,000.00	\$17,601.27
Crestwood	\$1,439.24	\$12,000.00	\$10,560.76
Cuyahoga Falls	\$3,358.23	\$28,000.00	\$24,641.77
East Cleveland	\$1,439.24	\$12,000.00	\$10,560.76
Fairport Harbor	\$479.75	\$4,000.00	\$3,520.25
Field Local	\$959.49	\$8,000.00	\$7,040.51
Green Local	\$1,918.99	\$16,000.00	\$14,081.01
Highland	\$2,398.73	\$20,000.00	\$17,601.27
iSTEM	\$479.75	\$4,000.00	\$3,520.25
Kenston	\$2,398.73	\$20,000.00	\$17,601.27
Kent	\$1,918.99	\$16,000.00	\$14,081.01
Kirtland	\$959.49	\$8,000.00	\$7,040.51
Lake Center Christian	\$1,439.24	\$12,000.00	\$10,560.76
Madison	\$1,918.99	\$16,000.00	\$14,081.01
Mentor	\$6,716.46	\$56,000.00	\$49,283.54
Newbury	\$479.70	\$4,000.00	\$3,520.30

Nordonia	\$2,878.48	\$24,000.00	\$21,121.52
Painesville	\$2,398.73	\$20,000.00	\$17,601.27
Perry	\$1,918.99	\$16,000.00	\$14,081.01
Riverside	\$3,358.23	\$28,000.00	\$24,641.77
Rocky River	\$2,398.73	\$20,000.00	\$17,601.27
Rootstown	\$959.49	\$8,000.00	\$7,040.51
Southeast	\$959.49	\$8,000.00	\$7,040.51
St Vincent/St Mary	\$959.49	\$8,000.00	\$7,040.51
Streetsboro	\$1,439.24	\$12,000.00	\$10,560.76
Tallmadge City	\$2,398.73	\$20,000.00	\$17,601.27
West Geauga	\$1,439.24	\$12,000.00	\$10,560.76
Wickliffe	\$1,439.24	\$12,000.00	\$10,560.76
<b>TOTALS</b>	<b>\$55,170.82</b>	<b>\$460,000.00</b>	<b>\$404,829.18</b>

PRIMARY SERVICE #3:		K'NEXTIONS (ONLINE ACADEMIC PROGRAM)	
Clients	Price Charged to Client by ESC	Cost of providing Primary Services by the Client or another Vendor	Calculated Cost Savings
Fairport	\$1,250.00	\$6,020.00	\$4,770.00
Manchester	\$6,250.00	\$30,100.00	\$23,850.00
Riverside	\$22,500.00	\$108,360.00	\$85,860.00
<b>TOTALS</b>	<b>\$30,000.00</b>	<b>\$144,480.00</b>	<b>\$114,480.00</b>

PRIMARY SERVICE #3:		UNIQUE LIKE ME (VOCATIONAL PROGRAM)	
Clients	Price Charged to Client by ESC	Cost of providing Primary Services by the Client or another Vendor	Calculated Cost Savings
Lake County Board of DD	\$11,600.00	\$67,760.00	\$56,160.00
Madison	\$11,600.00	\$67,760.00	\$56,160.00
Painesville	\$11,600.00	\$67,760.00	\$56,160.00
Perry	\$11,600.00	\$67,760.00	\$56,160.00
Riverside	\$11,600.00	\$67,760.00	\$56,160.00
<b>TOTALS</b>	<b>\$58,000.00</b>	<b>\$338,800.00</b>	<b>\$280,800.00</b>

Primary Service 5:		NUTRITION SERVICES	
Clients	Price Charged to Client by ESC	Cost of providing Primary Services by the Client or another Vendor	Calculated Cost Savings
Auburn Career Center	\$15,000.00	\$28,250.00	\$13,250.00
Berkshire Local Schools	\$16,000.00	\$28,250.00	\$12,250.00
Kenston Local Schools	\$20,000.00	\$75,250.00	\$55,250.00
Madison Local Schools	\$36,000.00	\$78,000.00	\$42,000.00
Newbury Local Schools	\$15,000.00	\$28,250.00	\$13,250.00
Norwalk City Schools	\$1,500.00	\$5,780.00	\$4,280.00

<b>Painesville City Local Schools</b>	<b>\$46,000.00</b>	<b>\$78,000.00</b>	<b>\$32,000.00</b>
<b>West Geauga Local Schools</b>	<b>\$41,000.00</b>	<b>\$171,000.00</b>	<b>\$130,000.00</b>
<b>TOTALS</b>	<b>\$190,500.00</b>	<b>\$492,780.00</b>	<b>\$302,280.00</b>

**TOTAL COST OF PROVIDING SERVICES BY THE CLIENT OR ANOTHER VENDOR** \$1,939,390.00

**TOTAL PRICE CHARGED TO CLIENT BY ESC** \$682,868.82

**TOTAL COST SAVINGS** \$1,256,521.18

**TOTAL COST SAVINGS %** 64.79%