Sharpening Business Practices
Areas of Focus

• setting a case for performance benchmarking
  • trend analysis
  • data analysis
  • data visualization
• resource allocation with revenue constraints
• top 10 list - things to check for this years budget
  • instructional spending
  • special education
  • transportation
  • compensation for certificated staff
  • benefits spending
  • isolating STRS and PERS
Expenditure by Function

Expenditures by Function

Resource allocation

FORECAST5 ANALYTICS
enrollment trends
Line Item Spending Over Time
Source: California Department of Education Financial and Employment Data
Note: "Current Expense of Education" is defined by CA DOE
certificated with benefits
Staffing Ratios - Teachers
Staffing ratios - counselor
**Negotiations COMPARE**

### Expenses

#### Salary Costs - Certificated Staff

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Certificated Staff Salary</td>
<td>$X,XXX,XXX</td>
<td>$Y,XXX,XXX</td>
<td>$Z,XXX,XXX</td>
<td>$W,XXX,XXX</td>
<td>$V,XXX,XXX</td>
<td>$U,XXX,XXX</td>
</tr>
</tbody>
</table>

#### Cumulative Salary Cost

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Certificated Staff Salary</td>
<td>$A,XXX,XXX</td>
<td>$B,XXX,XXX</td>
<td>$C,XXX,XXX</td>
<td>$D,XXX,XXX</td>
<td>$E,XXX,XXX</td>
<td>$F,XXX,XXX</td>
</tr>
</tbody>
</table>

#### Balances

### Fund Balance Comparison

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>010 General Fund</td>
<td>$G,XXX,XXX</td>
<td>$H,XXX,XXX</td>
<td>$I,XXX,XXX</td>
<td>$J,XXX,XXX</td>
<td>$K,XXX,XXX</td>
<td>$L,XXX,XXX</td>
</tr>
</tbody>
</table>

### Bargaining Scenarios

- Base negotiations
- Salary and benefits
- To be negotiated
- Options at 3% growth
- Option at 2% growth
Accountability Indicator Comparison District

Utilizing the 5x5 grid, each cell in the grid has been assigned a value of 1-25 in order to plot and compare District results with the lowest being in the bottom left (Red) and highest in the top right (Blue).

Source: California Accountability Model Data

District: Sweetwater Union High
Indicator: ELA
High, Maintained (Green)
Change %: 0.40
Status %: 77.8
Thank You!!!!!

Presenters:
Michael English  
President and CEO  
menglish@forecast5analytics.com

Jeff Carew  
Managing Director  
jcarew@forecast5analytics.com

http://www.forecast5analytics.com/