

REVENUES

GENERAL SPONSORSHIP

Sponsorships (by individuals and businesses)

Corporate sponsorship

Corporate sponsorship

Corporate sponsorships

Company sponsorship of school activities

Get Hannaford et al to donate to school in the same way they donate to the football field; hence forth: "Hannaford High School".

Naming opportunities

Advertising opportunities at fields, schools

ATHLETIC SPONSORSHIP

2. Business sponsorship of sports. Not necessarily Cape business.

Advertising opportunities at fields, schools

STUDENT PARKING FEES

Student parking fees at the high school – do

Charge students more for

Parking

H.S. parking – increase

increase the charge for parking lot at h.s.

Parking permit fees

Student pay to park

Kids pay to park

Charge students more to park

INCREASE ATHLETIC CHARGES

Charge students more for

Sports

"Pay to play" per sport.

1) pay to play sports

Expand "Pay-to-Play" to h.s.

Pay to play

pay to play

EXTRACURRICULAR FEES

Student activity fee increase

Activities fee

Extracurricular fee
activity fees
Fees for Co-curricular activities

BOOSTERS

Boosters are quite strong.
1 Big Booster organization for middle and high school
- sports boosters – increase
) [increase] volunteer donations especially from popular sports

SPORTS TICKET REVENUE

Football keeps ½ of their revenue.
Profit from athletic ticket sales to Gen. Fund
Fee to each sporting event

CHARGE FOR BUSSING

Charge students more for
 Bus
Adjustment of buses – too costly, pay for ride
Pay for bus per student
Pay for bussing
Charge H. S. busing
Bus fees

TUITION STUDENTS

tuition – in students
International tuition students
Tuition students / Center for “Excellence”
Tuition / exchange students?
 • Accept Tuition Students

DONATIONS

Tax-deductible donations.
CEEF, parent Associations
Endow chairs
start endowment
parents provide more supplies (district-wide...not just @ PC & MS)

FACILITIES FEES/CHARGES

pool fees, field fees
Rent out Hannaford Field
Rent out busses
charging for use of facilities – weekends and summers

Rent classrooms to SMCC
sports complex [/] field house
Collaborative programs with colleges to use our buildings (for rent)

GRANT WRITING

) grant writer
Grant writing
grants,

ADULT ED/PUBLIC CLASSES

Adult ed / audit h.s. classes
Iron Chef
Cooking school
Adult education – more school related course
Music classes - private

STATE FUNDING

Put on “The Gloves” with the state
 short term and long term strategies
Hire legal council to sue the state and DOE
Legal ramifications to government that collects our money > equity between communities
 ■ State passed minimum funding level for districts
Completely change EPS funding formula
Work with State Reps. To get allocation formula
- go after the State formula
 (file a law class action suit)
sue the state
sue the State
encourage DOE to join “Race To Top” to become eligible for these federal funds

PRIVATIZE DISTRICT

Privatize district
Independent school structure?
privatize?
Privatize Our Schools, i.e., Thorton Academy, Fryeburg Academy, Lincoln Academy

TAXES

1. Our group was split: Some of us would accept raising taxes if it were accompanied by significant budget cuts. Other would not accept tax increases at all.
Raise property taxes
Increase in taxes would be acceptable but not to fund fill extent of gap.
Small increase in taxes
Taxes? – bad time to reduce taxes

Circuit-breaker local tax?
(tier based?)
income based

Local sales tax
(temporary)

- Local hotel tax?
1. Raise or reduce taxes
 - Raise as last option
 - Explore alternative solutions to raise funds

OTHER REVENUE IDEAS

Town run leagues on Hannaford Field – run as business
Youth run businesses / curriculum (worms, compost, plants)
Lecture series -- \$ G. Mitchell, etc.
Build concession stand (serious)
Alumni Association – fundraise
Summer school fee
schools sell branded affiliated products
Charge for field trips
sell seats in classes we have under enrollment to Scar / SP?
Sports tournaments
Bottle shed revenues

- Only to Schools

charter/public schools/Hybrid (tuition students)
refusing state aid to save \$ on ...?
make Cape a magnet school

EXPENDITURES

SALARY/BENEFITS

teacher salary / benefits

teacher contracts - 3% raises realistic?

ask teachers to reduce raise

All above: need to maintain competitive hiring environment for school teachers

teachers raises have to be delayed/deferred

look at Benefits - teachers sharing in the cost of the premiums and possible plan design changes (higher deductibles, etc)

administrative salary / benefits & number of staff

look at salary and benefits packages for school

salary freezes

positions & salaries benefits

research health benefits to employee (re: employee contribution)

re-look at negotiated raises for the next two years

contract negotiations

increase employee participation in health plan

insurance cost share

look at salaries, raises and staffing

administrative salary / benefits & number of staff

Health benefits to employees (%) – check industry standards

BUSSES

no buses / reduce buses & increase distance of walkers

Adjustment of buses – too costly, pay for ride.

/ bussing outdated / restructure transportation

end HS student bussing

eliminate bussing altogether

Cut busing or establish a “walker distance”

unnecessary use of school busses

Look at way / Are we running busses for kids not riding?

eliminate busses entirely

Is the school required to take HS students to school?

Further consolidation of bus svcs

FURLOUGH DAYS

Furlough Days/fewer staff days (take from snow days)

furlough days!

furlough days non-teaching staff

ADMINISTRATION

review admin support structure (non-teachers) in schools
eliminate assistant principals
merge principals for K-8
all the administration that is “buried in the budget” needs to be peeled away - “let the teachers teach.”

CLASS SIZE

increase class size in older grades
Look at class size
look at class size K-12
selective increase in class size
increase class size (1 vote)
increase class size - eliminate vocational programs

EDUCATIONAL PROGRAMS/OFFERINGS

evaluate allied arts - which are central to mission (combining?)
look at all electives - which are central to mission (combining?)
“right-size” foreign language for today’s world
research duplicating programs
World Language - start at higher grade; volunteers for lower grades; Rosetta Stone
increase class size - eliminate vocational programs
eliminate or combine electives with low enrollment
community involved due process for programs/curriculum

SHARE (CONSOLIDATE) WITH OTHER DISTRICTS

sharing non-core classes with other districts, like Shop/Languages
share AP classes with other schools/coordinate schedules with other districts
consolidate services w/other communities? (special ed,)
consolidate purchases with other school districts
send students to PATHS in Portland
consolidate purchases?
sharing Special Ed
Collaborate w/other school systems. Ex: Madarin in 1 school.

REVIEW STAFFING

evaluate all non-teacher positions for necessity
look at the number of guidance counselors
have special ed techs work with more than one student
review non-payroll instruction
Subcontract support services - janitorial/foods services

ALTERNATIVE DELIVERY OF COURSES/MATERIALS

use open-source software and open-source text books, instead of textbooks
virtual classes
distance learning for low volume courses
reduce courses that don't meet minimum enrollment - online versions
online courses
video conference courses

UNMANDATED COSTS

review unmandated special ed costs
say "no" to unfunded mandates
question state mandates
lobby state: reduce unfunded mandates
• relief from mandates - link to cuts
Remove / look at unfunded mandates
- special ed – challenge the state (mandates)
(re-look at current laws)

PURCHASING

Competitive bid for: fuel
School supplies
Printing – copy supplies
Buying group discounts – include residents
go all-electronic instead of paper
reduce school waste
examine contracts with vendors to find cost savings
competitive bidding on everything - including health insurance
competitive bidding on recycling removal

LIBRARIES

look at combining library services
evaluate town library-combine with schools
consolidate MS and Pond Cove libraries
consolidate libraries (HS, MS, PC, ? TML)
library consolidation
consolidate library services
library consolidation

CALENDAR/SCHOOL YEAR

shorter year/longer day
year round school calendar
look at full-year school
eliminate or reduce early release days and shorten school year!

school year - one vacation in March or Jan (3 weeks)
Shorter year (Aug. – June – month off in middle)
switch summer vacation to winter vacations (less heating)
Extend school day in hours
Go to a 4-day week – buses, heat, food, utilities

ATHLETICS/EXTRACURRICULAR

sports & other co-curriculars-reduce offerings
athletic expenditures
Restrict sports to local venues
Restructure athletics - reduce transportation/distance traveled/volunteer coaches
eliminate MPA
athletics based on geography instead of school size (reduced travel)
Use same uniform for different sports.
At what point do you sacrifice cutting academic positions vs extracurricular?
do not support all sports.
sports & other co-curriculars-reduce offerings

ENERGY

energy expenditures
invest \$ in physical plant - to save \$ (green energy)
turn off every other light-CFL lights? Heat
lower building temp (and sell hats ☺)
Calculate utilities more clearly to find savings
heat at 62°

FOOD SERVICES

eliminate [jobs] cafeterias (bag lunch) or raise fees - Does chef of the month make \$\$
cafeteria?
reduce food services - fewer choices

CUSTODIAL SERVICES

Students take on:
 Custodial duty (Japanese model)
outsource custodial service
student and parent take responsibility for custodial duties and upkeep
(mowing, etc)

CONSOLIDATE SCHOOLS

consolidate K-8
school consolidation - combine Middle and elementary schools

OTHER EXPENDITURE

CECS - improve efficiencies
take a historical look at budget
enlist private citizens for consulting on top 25 expenses
let teachers come up with a commitment to share in the overall solution

What would you most like to see?

a line item budget

e.g. Reading Recovery costs \$_____

Least Like To See Happen -

- do not want to see us lose federal funding
- want buildings to stay accessible to citizens
- no more lay-offs

Most Like To See Happen -

- Accept Tuition Students
 - To see community recognize importance of good education and increase taxes appropriately
 - attorneys to challenge state funding formulas and financial distribution
-

We would like to see this happen:

Total Transparency within the School Budget (breakdown of all of the costs)

Privatize Our Schools, i.e., Thorton Academy, Fryeburg Academy, Lincoln

Academy

“Copyright” What We Do To Solve Our budget Problems and sell it to the rest of the State! (*Bottle it...can it...sell it to Harvard Business School!*)

What Would You Least Like To See Happen?

- Teacher staff cuts
- the assumption that we have to raise taxes
- failure to challenge the core assumptions
- tax increases

What Would You Most Like To See Happen?

- performance based teacher compensation
- much higher transparency of school spending
- maintain and improve school quality
- take hard look at school spending/programs - get an outside auditor
- maintain/improve student-teacher ratio

We hope:

- to build a long term foundation of budget planning
- challenge the State on the priority of education funding
- relief from mandates - link to cuts

OTHER

CEEF – please direct \$\$ to existing programs rather than to new proposals.

Make Comm. Servs. Self Sufficient