

A District Financial Story

*Blake J. Prewitt Ed.S.
Superintendent
Lakeview School District*

Ferndale School District Story

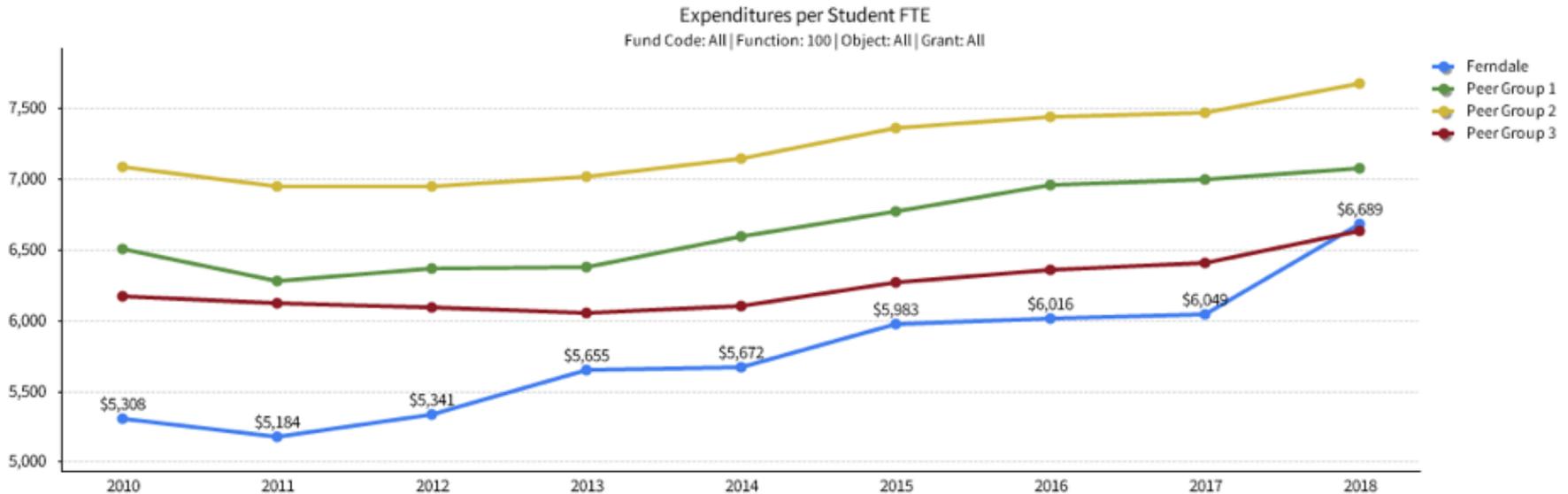
July 2014

- Moving toward 1% fund equity
- Teachers took a 7% pay reduction
- Met with State Treasury regarding district finances
- School Board did not know where to reduce (4 new members)

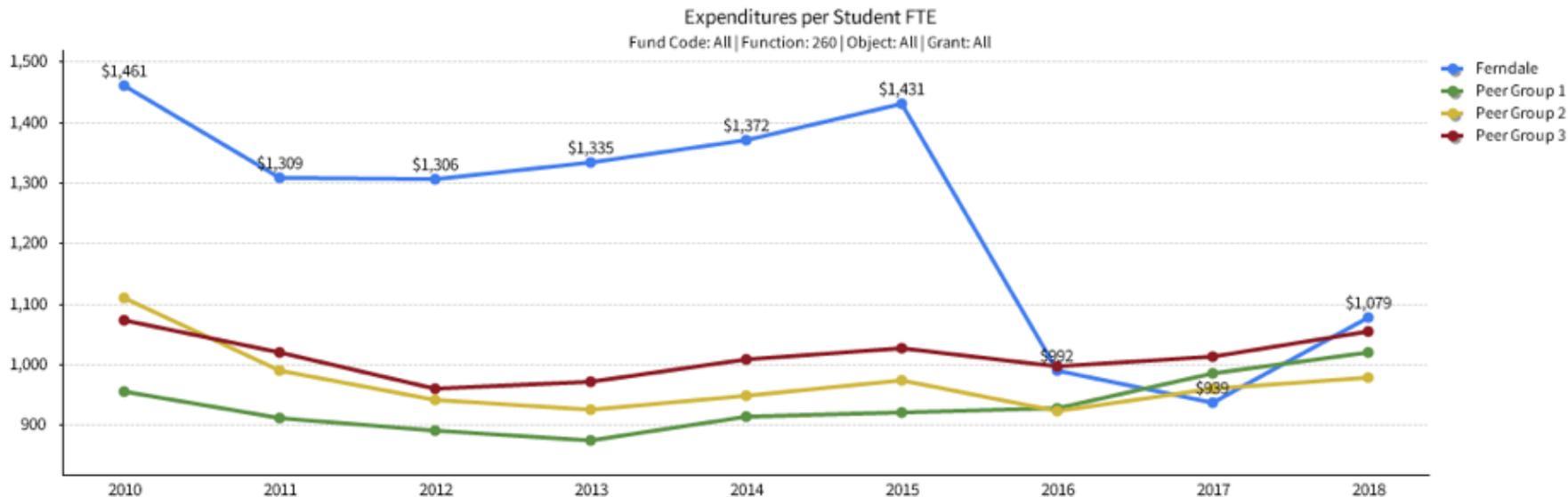
June 2017

- 15% fund equity
- Closed three buildings, and sold for residential development
- Combined elementary schools
- Outsourced custodial/maintenance, and combined with Clawson Schools
- Combined Food Service with Hazel Park Schools
- Outsourced IT to Oakland Schools

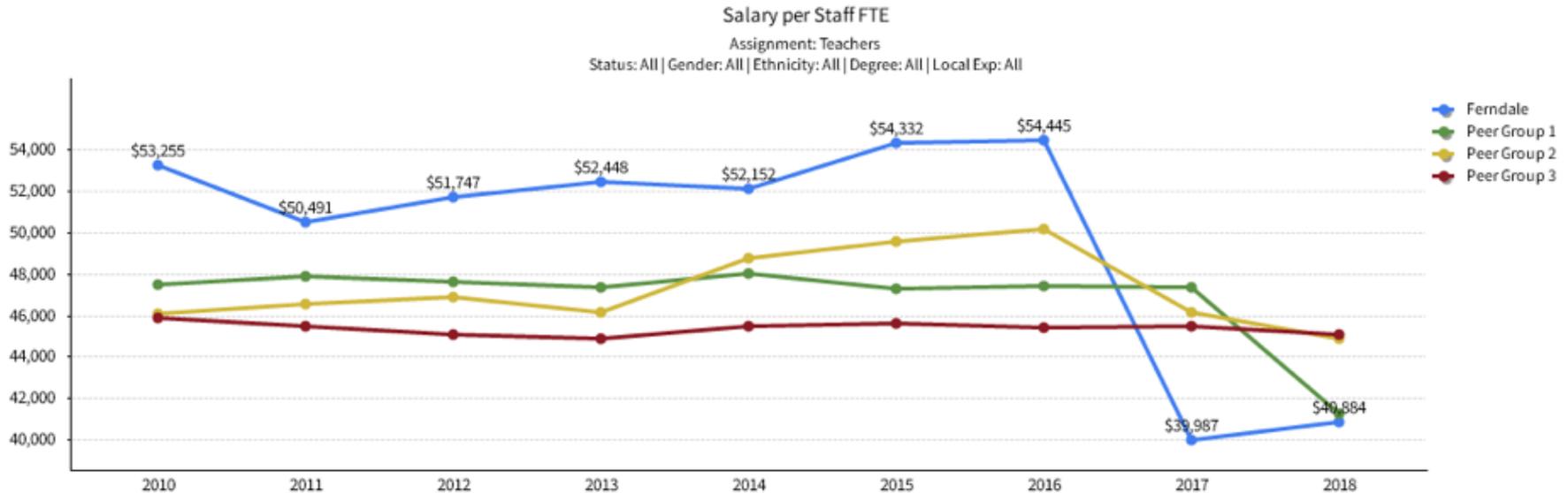
Eidex showed the Board that we were spending the least amount of money on instruction for any district our size.



Eidex showed in we had the highest percentage of spending on maintenance/custodial in the county.



Eidex showed we were overstaffed in our buildings based upon districts our size.



Difficult School Board Decisions

Closing buildings and outsourcing are some of the most politically charged decisions a school board can make.

Eidex allows a school board to know how to maximize the amount of money going into a classroom.

House Appropriations, School Aid and Department of Education

April 17, 2019

RE: Section 102d – Data Analytics

Eidex, LLC

I am the founder and president of Eidex and want to thank Chairman Miller and the rest of the committee for the opportunity to speak before you today. Your committee's support in adoption of a data analytics software by Michigan administrators has had a meaningful impact on public schools, particularly as it relates to expenditures and financial health.

The success of this program is borne out by the number of districts that have participated. 471 Public School Districts and 216 Charters and Academies have adopted at least one of the three software applications available under Section 102d, which represents 85% of all LEAs and 74% of all PSAs in the state. The combined 687 schools who use a state approved data analytics program account for 1.38 million students in Michigan.

There are three important benefits to our software that I'd like to briefly mention:

1. **Cost savings.** Through peer comparisons, administrators have the opportunity to scrutinize expenditures that are out of line with peer averages. These visualized analytics can then be used to frame discussions, generate ideas, and support various viewpoints. We have numerous testimonials of how districts have saved money through the use of data analytics, and I have included a number of these in your handout.
2. **Reallocation of resources.** Often times, by reducing non-instructional expenditures, scarce dollars can be redirected to where they really count: instructional expenditures. Data analytic tools enhance the resource allocation process for districts as they allow for a multi-perspective analysis of large amounts of data. This allows districts to focus on areas of need and minimize the time spent on areas requiring less attention. Whether it is monitoring trends or analyzing comparable data of similar peer districts, the use of these tools is invaluable in analyzing an overwhelming amount of data. We work with all types of districts: declining enrollment districts, growing districts, districts of one square mile and districts covering 500 square miles. We typically work with a district to find a peer group that looks like them for comparison purposes. This helps them develop more realistic budgets based on facts. We have had, however, districts periodically request a "stretch" peer group – districts that perform well academically or financially – so they can benchmark against high performers. This provides sound data for developing improvement goals.
3. **Time savings.** Our clients routinely tell us how much time they are able to save using Eidex. Besides my role as president of Eidex, I have also been a member of my local school board for the last 12 years. This has provided me with a keen perspective of the value of every minute of instructional time, and how any time saved in administrative

work equates to money saved and more resources available for the classroom and student instruction.

- a. An example of this is can be seen in a new evaluation module we have created for all of our clients to help them comply with PA 173. This act requires districts to use growth measures for teacher and administrator evaluations. Our new module fully automates this process, saving districts hours of work in data collection and analysis and, again, more time to spend in the classroom.
- b. It should be noted that this evaluation tool works in coordination with the Michigan Data Hub, allowing schools to make one connection to the Hub in order to received daily visualized analytics on their student assessment results, attendance, and behavior.

We've prepared a report for the committee summarizing the results of the Legislature's initiative. As a part of this report, we've compiled commentary from Eidex users.

In summary, we support your vision to facilitate the effective and efficient use of data by school administrators in pursuit of superior student outcomes. You have many options on where to invest state funds. Please consider the "return on investment" and the leverage afforded districts when they have tools to effectively analyze large amounts of data efficiently. The Legislature's support and commitment with Section 102d funding has helped districts identify sustainable trends and more importantly unsustainable trends. Analytic software provides validation to the community on why administrators are making key decisions within the district. This capacity is critical for school district financial success. We appreciate your past support as well as your future consideration.

Doug LaFleur, PhD
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Ferndale Story

July 2014

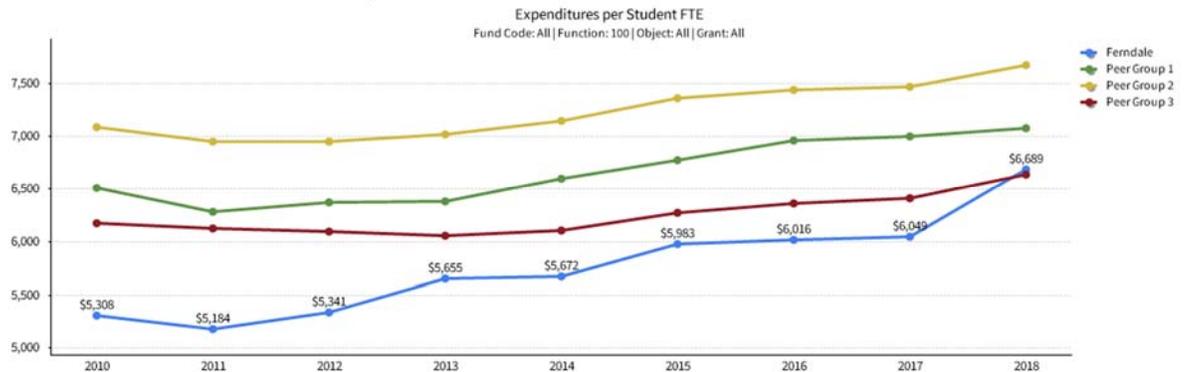
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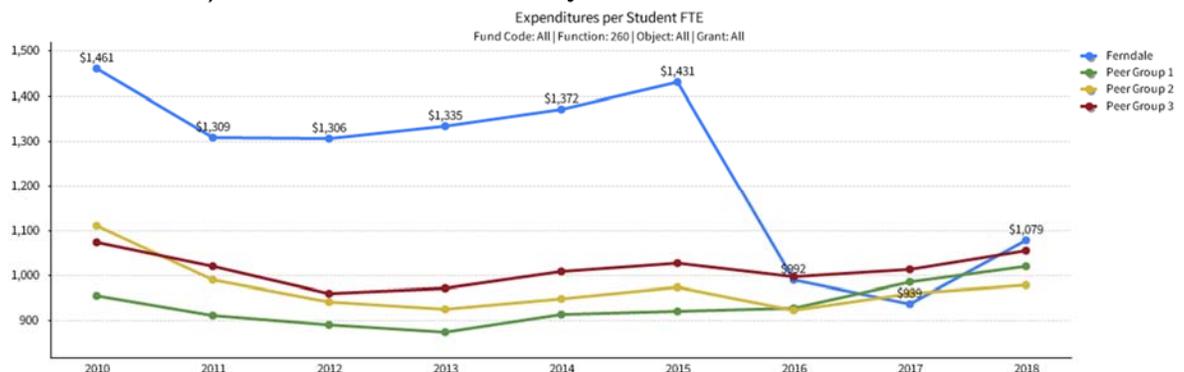
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How did we do this, and give the Board the information to make these difficult political decisions? We did all this while raising enrollment and keeping a positive environment in the community about the schools.

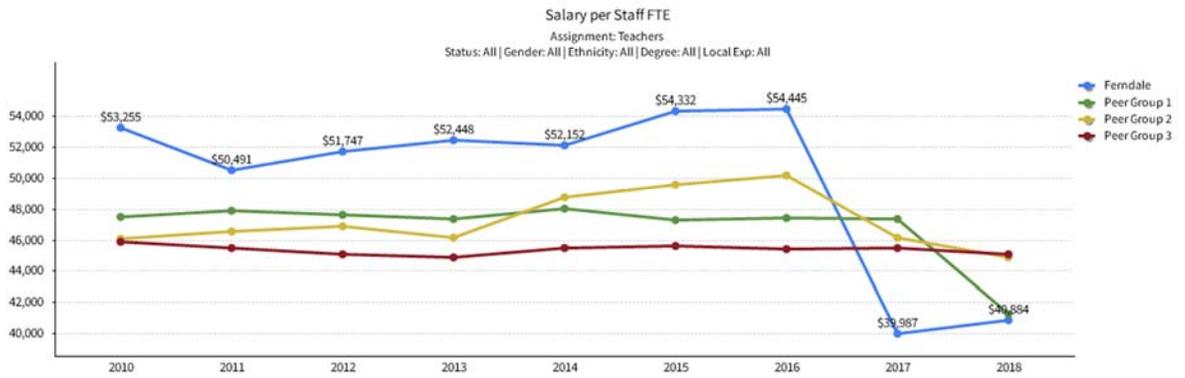
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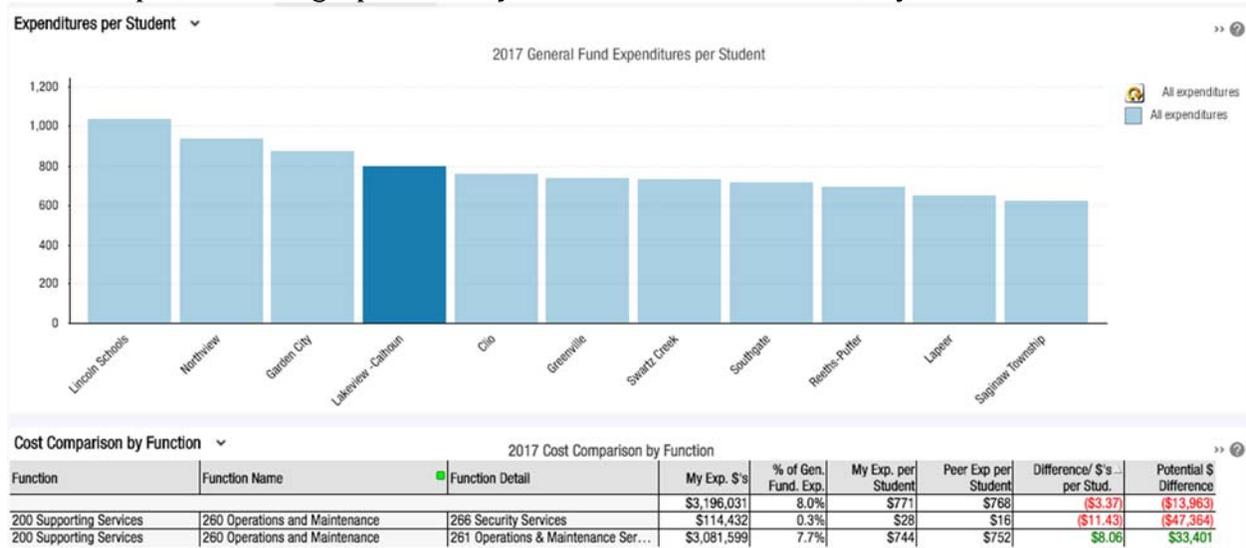


- Eidex showed where we were overstaffed in our buildings based upon district our size.

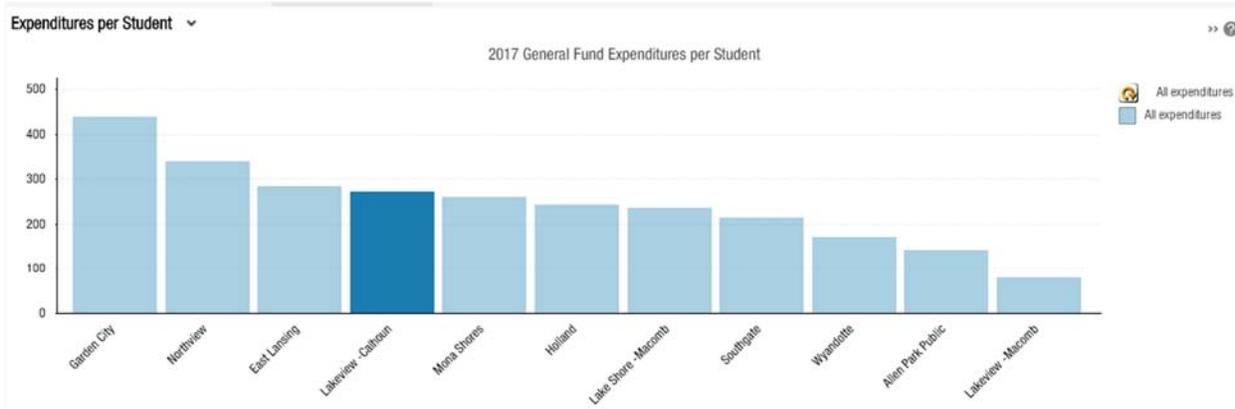


Closing buildings and outsourced are some of the most politically charged decisions a Board can make. Eidex allows a School Board to know how to maximize the amount of money going into a classroom and make the most informed decisions.

For example, here is a graph from my Lakeview School District, my current district.



This is a graph of other districts that are similar student size and building square footage. This lets the Board know that there is some savings to be had, but not a lot.



Function	Function Name	Function Detail	My Exp. \$'s	% of Gen. Fund. Exp.	My Exp. per Student	Peer Exp per Student	Difference/ \$'s per Stud.	Potential \$ Difference
200 Supporting Services	270 Pupil Transportation Services	271 Pupil Transportation Services	\$1,152,384	2.9%	\$278	\$236	(\$42.05)	(\$174,215)

But, this graph lets the Board know there are savings with transportation compared to other districts with similar square miles.

Blake Prewitt
 Superintendent
 Lakeview School District

Data Analysis from Eidex[®]: Value in Action

Section 102d Overview
prepared for

House Appropriates,
Subcommittee on School Aid and Department of Education

April 2019

eidex[®]

Overview of Usage

- Eidex® now serves **348 LEA** and **203 PSA** districts in Michigan, accounting for approximately **65.8%** of all districts in the state.
- Over **1.2 Million** of Michigan's 1.5 million pupils now attend an Eidex subscribing district.
- **22 ISDs** have contracted with Eidex.
- We serve **12 of 16** districts with greater than 10,000 students and **41 of 60** districts with greater than 5,000 students

LEA/PSA District Adoption in Michigan

District Size by Student Count	Eidex®	Total MI Districts	% Covered
0 – 1,000	291	478	60.9%
1,001 – 5,000	219	300	73%
5,001 – 10,000	29	44	65.9%
>10,000	12	16	75%
Total	551	838	65.8%

Finance Solutions Using Eidex

- ✓ Budget Solutions Using Eidex
- ✓ Reviewing Statewide Salary, Benefits, Staffing Levels, Enrollment Trends, and Funding Levels
- ✓ Illustrating Data with Powerful Visuals to Support Key Initiatives
- ✓ Benchmarking vs. Peers – Putting Data in Meaningful Context
- ✓ Communicating Effectively, Efficiently – Staff, School Boards and Communities

Academic Solutions Using Eidex

- ✓ Maximizing Value of Assessments by Evaluating Them in Context (M-Step, NWEA, SAT and PSA)
- ✓ Identifying Academic Performance Gaps
- ✓ Using Academic Data to Achieve Better Outcomes
- ✓ Employing Building-Level, Grade-Level and District-Wide Data in Decision-making
- ✓ Discovering Opportunities for Improved Student Performance

Eidex Testimonials

“Grand Rapids Public Schools acquired an Eidex license the first year the state provided funding for these types of products. We had been looking at this product for a couple of years, but was unable to find the funding. Certainly the funding from the state was an incentive to acquire this product. Eidex has been a wonderful tool in helping us to better analyze our District operations, compare us to other peer Districts and easily communicate this information to District leadership, building leadership and our Board of Education. We have been extremely happy with the Eidex product and their customer support.”

Larry Oberst, CFO, Grand Rapids Public Schools

“As a local Superintendent I have found the Eidex software to be an extremely powerful resource for us in a variety of ways. I have used the Eidex software both in my previous district as well as introducing it in my new home in Romeo Community Schools. Being able to evaluate expenditures at a very finite level to support budgeting decisions in relation to customized cohorts in a very efficient manor helps to strengthen our decision making processes. This year we have included the enrollment forecasting data in support of finalizing our budget assumptions. Not only is the tool powerful on the financial side but the evolving platforms in support of assessment, instruction and evaluation is quite honestly making the software something I would not want to go without.”

Todd Robinson, Superintendent, Romeo Community Schools

“Eidex has been a great tool for Lowell Area Schools to tell our story to our staff and community. The Eidex reports have also been a valuable tool for teacher teams to collaborate around student achievement and growth data. We appreciate the support that Eidex gives Lowell Schools.”

Nate Fowler, Director of Curriculum, Lowell Area Schools

“Eidex has supported Grand Blanc Community Schools over the past several years in numerous capacities. Our original use of this software was to analyze "like peer" data to help us continue to measure our successes and areas in need of improvement as it relates to finances, academic performance, etc. As the legislation on teacher evaluation has continued to evolve so has our usage of this application. Most recently Eidex partnered with us to utilize the student achievement calculator to meet the requirements of the forty percent threshold in evaluation. We have found Eidex to be a good partner and have utilized their data mining software to make better data driven decisions across the district.”

Todd Rathbun, Director of Business Affairs, Grand Blanc Community Schools

Eidex Testimonials

“As a former superintendent, and now providing professional learning using data, the use of Eidex as been invaluable. I have worked with educators around the state to use data to drive instruction and guide continuous improvement. Districts have taken advantage of 102d funds to access the tools necessary to enhance their use of data. It has been a foundational funding source that has greatly improved and enhanced the ease of access to meaningful data.”

Doug Trombley, Assistant Director of Staff Development, Bay–Arenac ISD

“I have been using Eidex for the past few years to examine student achievement data for the Chippewa Valley Schools. I find it to be invaluable. The ease with which I can gather information regarding student achievement is really quite remarkable. This information can be very easily shared with others, e.g., Board of Education, teaching staff, administrative team, etc. The Eidex tool has become increasingly important in our district’s decision-making process related to curriculum and instruction. I urge our state government to continue to support it. This investment makes total sense.”

Ron Roberts, Superintendent, Chippewa Valley Schools

“I am writing to ask that you please support the funding for 102d. This program has allowed districts such as Grandville Public Schools access to Eidex, which has been found to be an exceptional data analysis tool. Without 102d, we would not have accurate, up-to-date data that can inform instructional decisions and drive best practice supports and interventions. Eidex provides a great deal of big-picture district reports that assist us in analyzing our current reality in regards to finances, personnel, demographics, schools of choice, teacher growth models, and allows us to forecast future enrollment. I have not found a better way to utilize customized reports to set a course for continuous improvement. 102d is essential in making it possible for districts to have essential data at our fingertips. I ask that you please continue to support this program as it is making a huge difference in our schools. Thank you for your time and all that you do!”

Roger Bearup, Superintendent, Grandville Public Schools

“Fenton Area Public Schools has worked with Eidex the last three years. This past year, the state provided funding for this type of product. The need for this product is high, yet our budget did not allow to purchase a license. Funding from the state was an incentive to purchase this product. Eidex is a purposeful tool in helping us to better analyze our District operations, assessment scores and school of choice enrollment compared to our peers. As Superintendent, I am able to effectively communicate this information to the school community, district leadership, building leadership and our Board of Education. We are very happy with the Eidex product and their customer support.”

Dr. Adam Hartley, Superintendent, Fenton Area Public Schools

Eidex Testimonials

“The Eidex tool has helped us analyze the data and make better decisions in multiple facets of the organization. We have found Eidex willing to be adaptable to the needs of the district and always in the process of improving their product.”

Gregg Pratt, Superintendent, Lowell Area Schools

“We found the “peer group” tool to be a sophisticated way to benchmark the district against comparable school districts using multiple data points to be extremely useful, especially in negotiations.”

Marios Demetriou, Former Superintendent of Finance, Detroit PSCD

“Eidex helped us raise our fund balance by almost \$650,000 over the course of one year.”

David Britten, Former Superintendent, Godfrey–Lee Public Schools

“Eidex Focus has been extremely beneficial as we inform our Board, community and staff about our District’s financial situation prior to negotiations.”

George Heitsch, Superintendent, Farmington Public Schools

“I can quickly analyze the leading and lagging indicators of academic achievement across grade levels and demographics while easily comparing to peer districts across the State.”

Tom Livezey, Superintendent, Oakridge Public Schools

Eidex allows school districts to organize reliable, easy to access data that is valuable and necessary for contract negotiations. Using comparable data, analyzing data with districts that have similar demographics is powerful.”

Greg Helmer, Former Superintendent, Mona Shores Public Schools

Eidex Testimonials

“Eidex Focus provides a virtual 'one stop shop' for the achievement, financial, and enrollment data critical to our success. The ability to find comparable districts based on key variables is most helpful in determining success or need for improvement.”

Andy Ingall, Superintendent, Grand Haven Area Public Schools

“Eidex listens. We suggested a new way of looking at ACT data, and a week later, they had published a new series of charts that gave us just what we needed.”

Andrea Large, Former Superintendent, Ludington Area Schools

“The company feels more like a partner than a vendor because our requests are incorporated into new versions of the tool.”

Naomi Norman, Achievement & Student Services, Washtenaw ISD & Livingston ESA

“At West Shore ESD we have utilized the 102d grant funds to purchase the Eidex analytic tool. All except one of our local districts utilize the tool for analysis and comparison of their expenditures, student performance, population trends and other important data factors. Eidex personnel have conducted a number of training sessions for superintendents, principals and business officials which have received high marks from our local leaders.”

Randy Howes, Former Superintendent, West Shores Independent School District

“The ability to easily do comparison studies with like and neighboring districts is powerful. Eidex is just what I and my board were looking for.”

Jeff Mount, Superintendent, Mason County Central Schools

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Analytics that inspire
student success.[™]