

Tuesdays @ Ten

Managing New York State SED Programs in Today's Environment

October 18, 2022

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Agenda

WEBINAR

- Current SED Environment

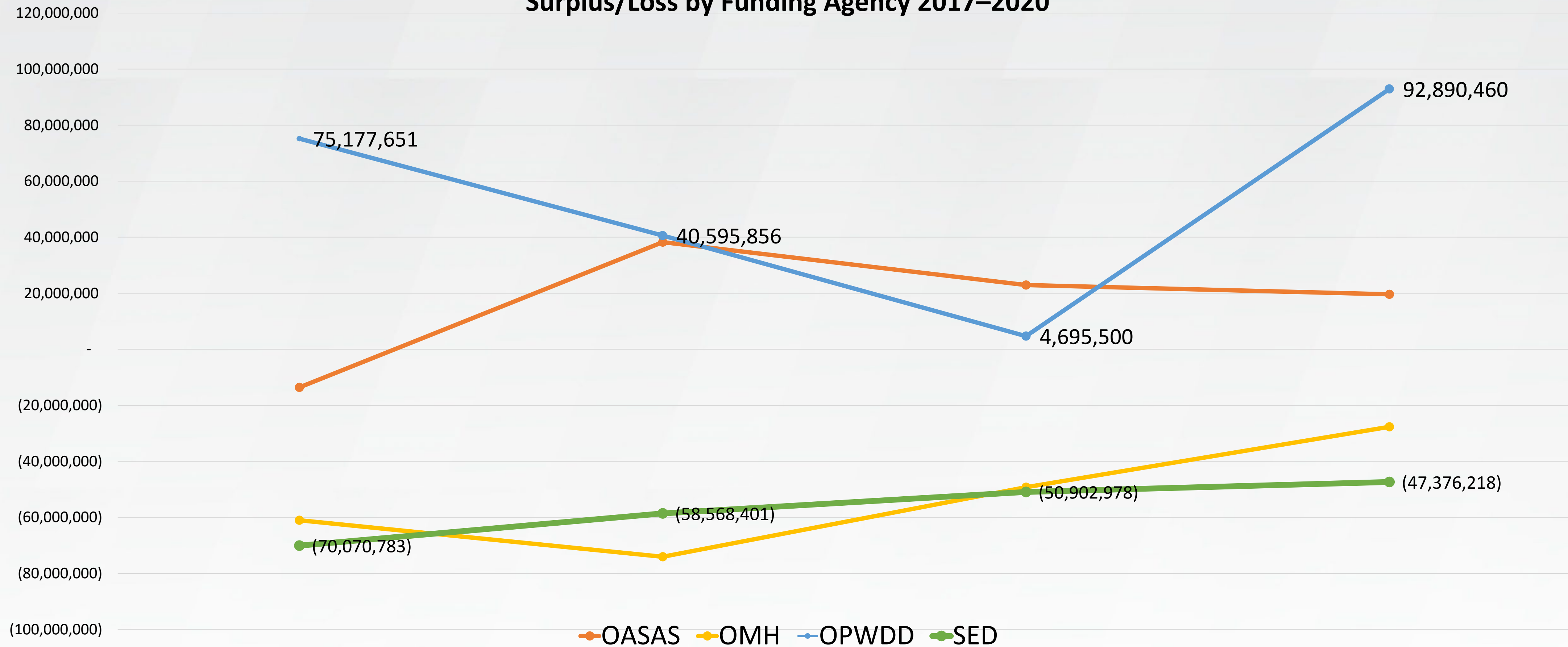
- Impact of Additional Funding

- Recent & Proposed Rate Setting

- Managing SED Programs Now & into the Future

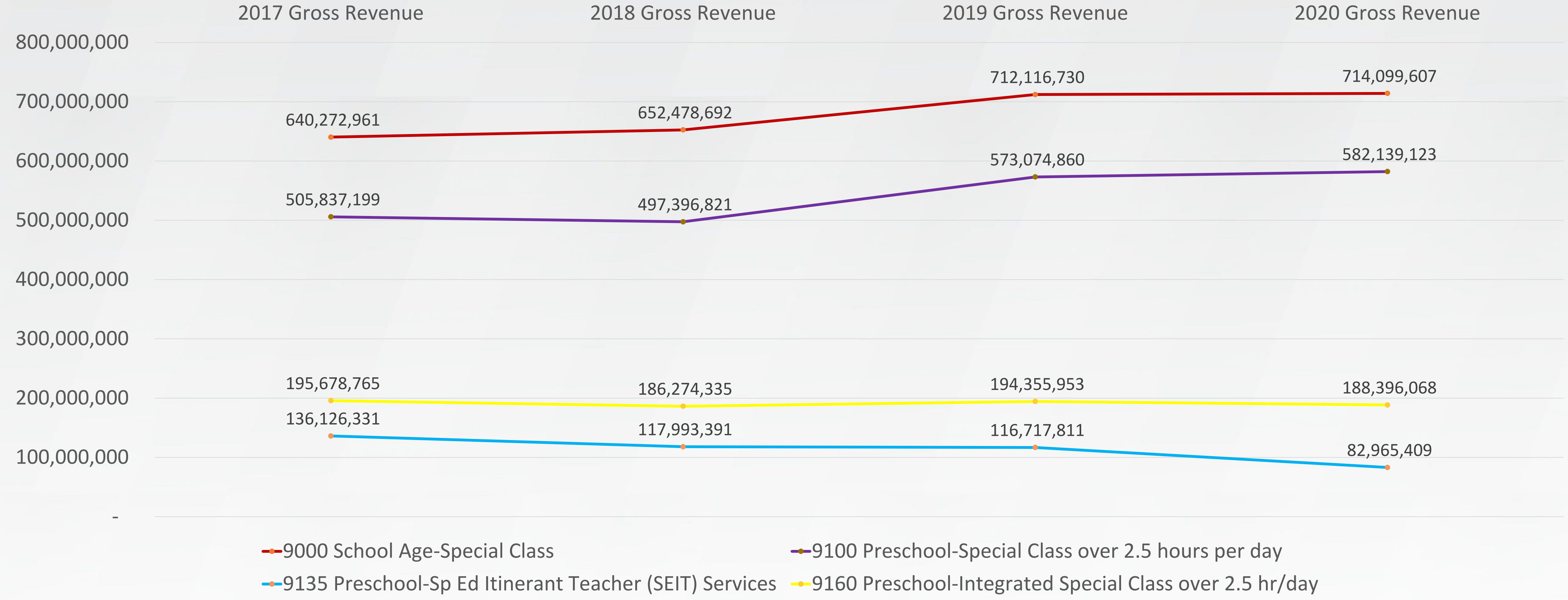
Trending by New York State Funding Agency

Surplus/Loss by Funding Agency 2017–2020



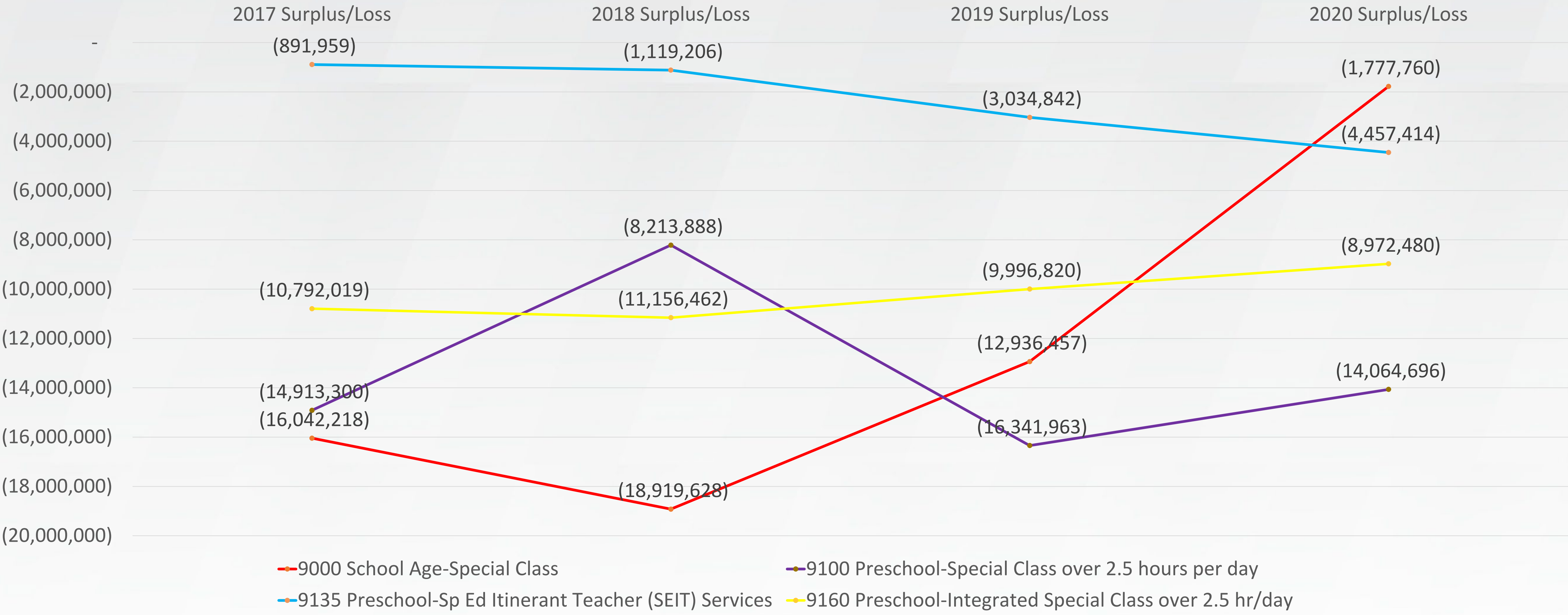
SED Trending – Revenue

School Program Revenue



SED Trending – Surplus (Loss)

School Program Surplus/Loss



Current SED Environment

'19/'20 – School Closure 3-16-20

- Enrollment good
- Expenses declined

'20/'21 – Remote Learn

- Low enrollment
- Non-Direct Cost (NDC) & Total Cost (TC) issues

'21/'22 – Back in Person

- Staffing issues
- Classroom closures
- NDC & TC Issues

'22/'23 – Continuation of Problems

- Staffing issues
- Expansion of 3K for all
- What next?

Impact of Extraordinary Federal Aid

Multiple Funding
Streams

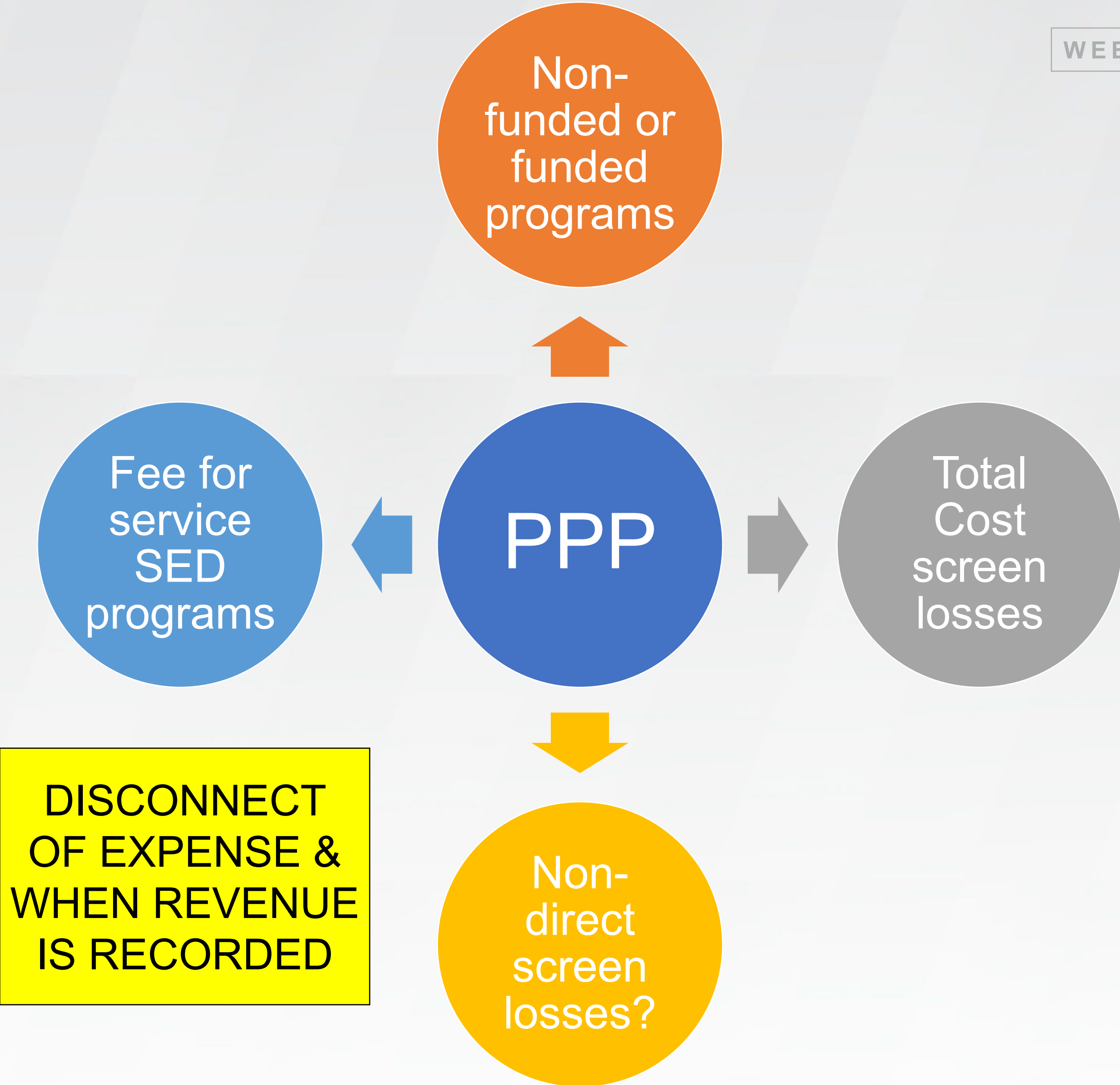
Challenges How
to Use Them

CFR Reporting –
Disconnect

Impact of Extraordinary Federal Aid



Impact of Extraordinary Federal Aid – PPP/ERC



Impact of Enhancement Contracts – NYC

**Limited guidance
on approved
budgets**

**Additional
compliance &
resources**

**Additional cost
for summer**

**Salary @
68,500/expansion
of hours**

**CFR
reporting/cost
allocations/ratio
value**

**Future of
funding??**

Changes to Rate Setting

Interim Rate +

'22/'23 Tuition
rate
methodology

Continuation of
ETTP \$8M

Continuation of
funding
Minimum Wage
Adjustment

Elimination of
1% surplus –
School-Age only

Proposed Changes to Rate Setting

- Included in NYS Budget
 - Provision to allow PS, SA, & Special Act SD to retain surpluses
 - + 11% for next 3 years, then 8%, then 5%, then 2% thereafter
 - + Problems/Questions
 - > Done after reconciliation which would remove any surplus
 - Bills being proposed to clean up this language
 - > Who has that kind of surplus anyway?
 - > Wasn't the 11% COLA needed for teaching staff salaries?
 - + **Not** approval of the 11% COLA – Done with methodology approval
 - > Misunderstanding created that schools are being given COLAs

Managing SED Now & into the Future

Ongoing Monitoring

- Enrollment
- Staffing efficiencies – Teacher, TA and Clinical
- Analyses of losses
- Tracking items causing increases or decreases

Accurate CFR Reporting

- Staffing FTEs
- Cost allocations
- Position title codes used
- Direct/Non-Direct

Addressing Losses

- Decreasing expenses
- Increasing utilization
- Tuition rate waivers

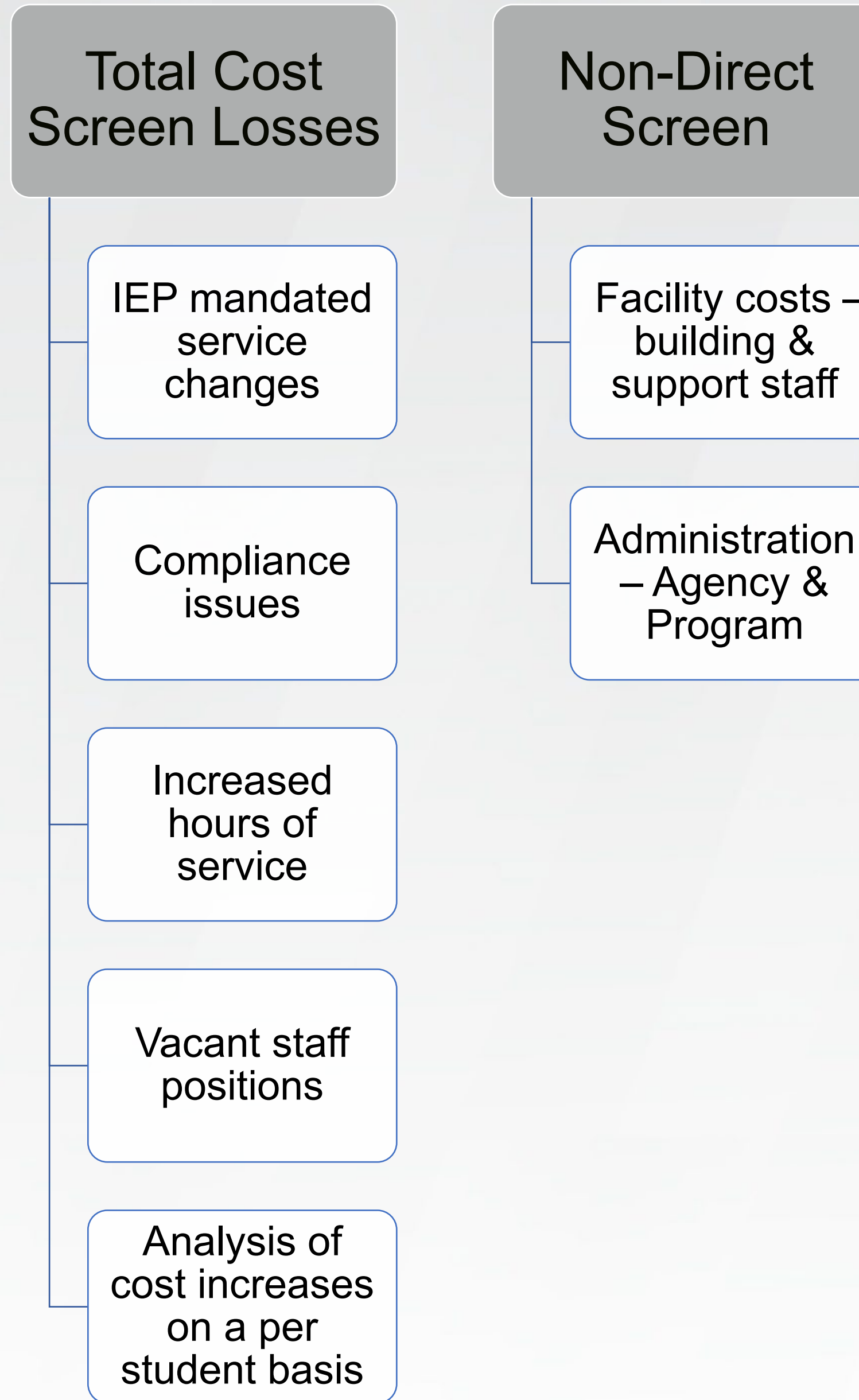
I can't retain teachers. I am losing money. What should I do?

- Answer A. Give salary increases to try & keep my teaching staff
- Effect of closing classrooms
 - Lost Revenue – 10 students @ \$45,000 \$(450,000)
 - Savings
 - + 1 Teacher Salary & Fringe \$80,000
 - + 2 Assistants Salary & Fringe \$50,000
 - + Marginal Related Service \$0 to \$48,000
 - + Total Savings \$178,000
 - Net loss \$(272,000)
 - Plus, potential NDC losses (70,000)
 - Potential full impact \$(342,000)

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Filing a Tuition Waiver

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Tell

- Losses caused by the pandemic
- Low enrollment
- Staffing issues – Teaching & Clinical
- Classroom closures
- Expedited TCS & NDC waivers

Tell

- PPP/ERC used for NDC costs
- PPP revenue recognized in later year

Support

- Compliance Audit Findings
- Changes in mandates
- Class ratios/RS Mandates

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Support

- Do the calculations – ID Cause
- Analyze loss on per Student FTE
- Gather the documentation
- Document any efforts to resolve the issues

Prepare for the long haul

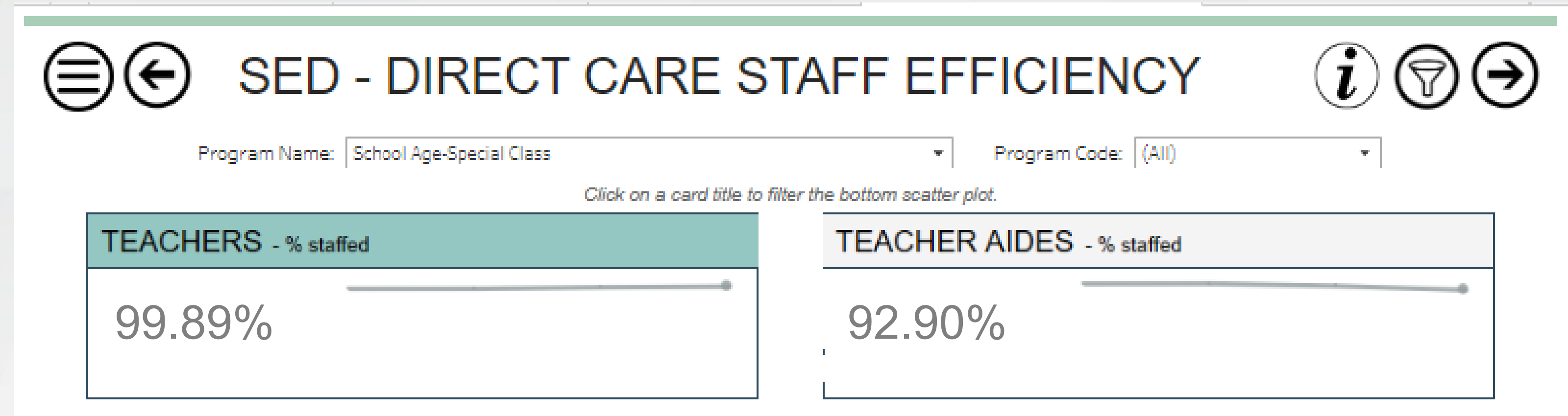
- Waivers take forever
- Rates frozen until waiver finalized

Prepare for the long haul

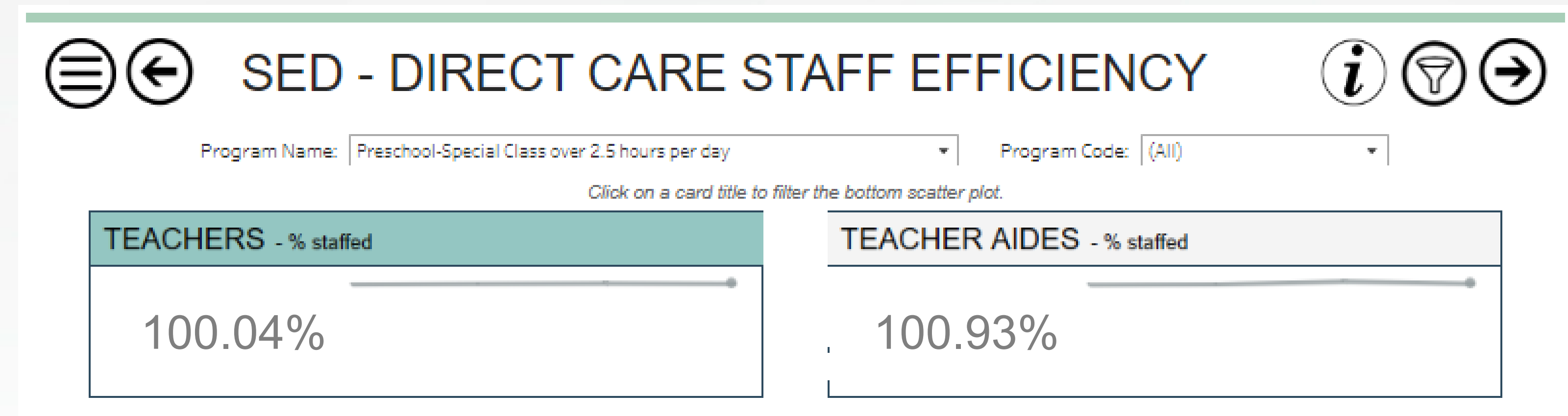
- Waivers should be last resort
- Consider meet with RSU
- Political connections

SED – Direct Care Staff Productivity

School Age Full Day Program

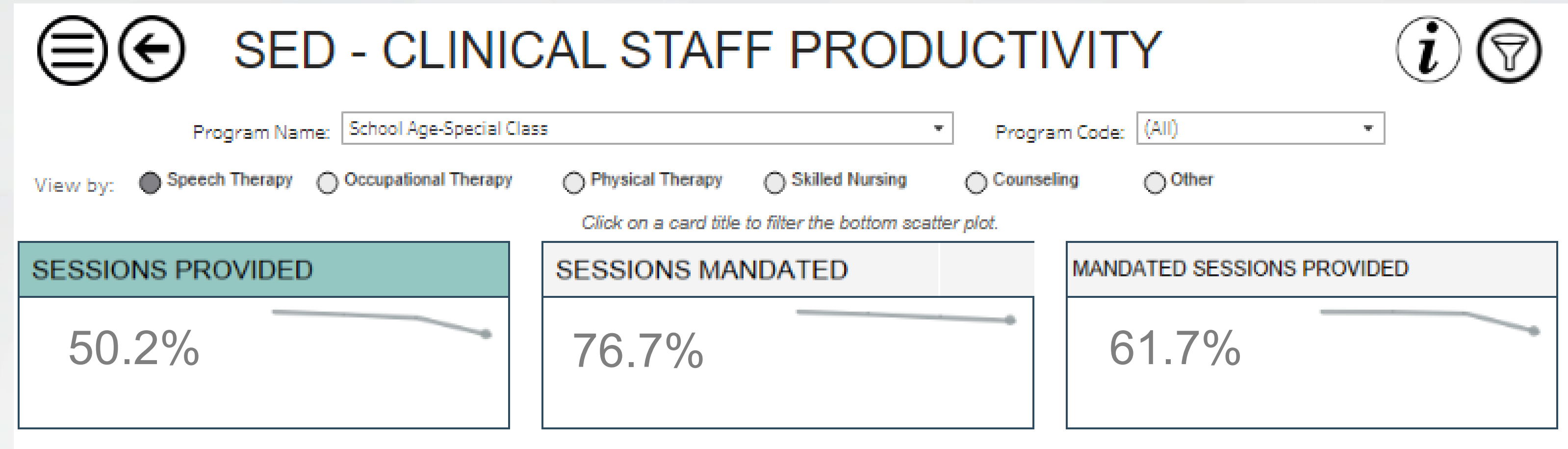


Pre-School Full Day Program

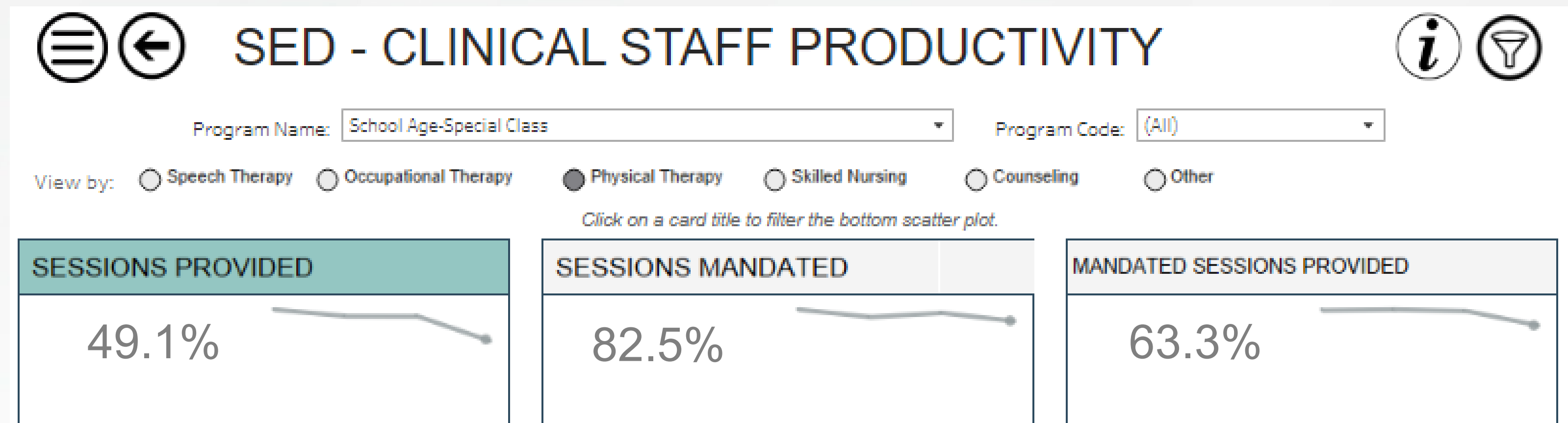


SED – Clinical Staff Productivity

Speech Therapy Efficiencies



Physical Therapy Efficiencies



Questions?

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