

Navigating Financial Challenges:

Achieving Success Through Insight and Effective Stakeholder Communication



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CELEBRATING
2025
ANNUAL
CONFERENCE
75
YEARS

PURSuing YOUR PURPOSE *with passion*

Introductions

Melissa Mickey (Speaker)

- *Business Manager, Grayslake High School Dist 127*



Eric Miller (Speaker)

- *Assistant Superintendent for Business, Glenview CCSD 34*



Saad Bawany (Moderator)

- *Senior Analytics Advisor, Frontline Analytics*



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School District Overview

- Glenview CCSD 34
 - 8 K-8 schools
 - 4,300 students
 - \$100M Budget
 - Cook County
- Grayslake CHSD 127
 - 2 high schools
 - 2,400 students
 - \$75M Budget
 - Lake County

Why is it Important to Plan Ahead?

- Make **proactive** decisions rather than **reactive**
- Know how significant changes to major revenues and expenses could impact your bottom line in the future
- Cash flow analysis -- Be prepared for difficult financial decisions
- Ability to communicate effectively to stakeholders and keep them informed
- Prevent surprises as much as you can

Property Tax Revenues

- Collection timing / Cash Flow
 - Cook County, still coming in late??
 - Cash flow analysis will let you know see historic low point



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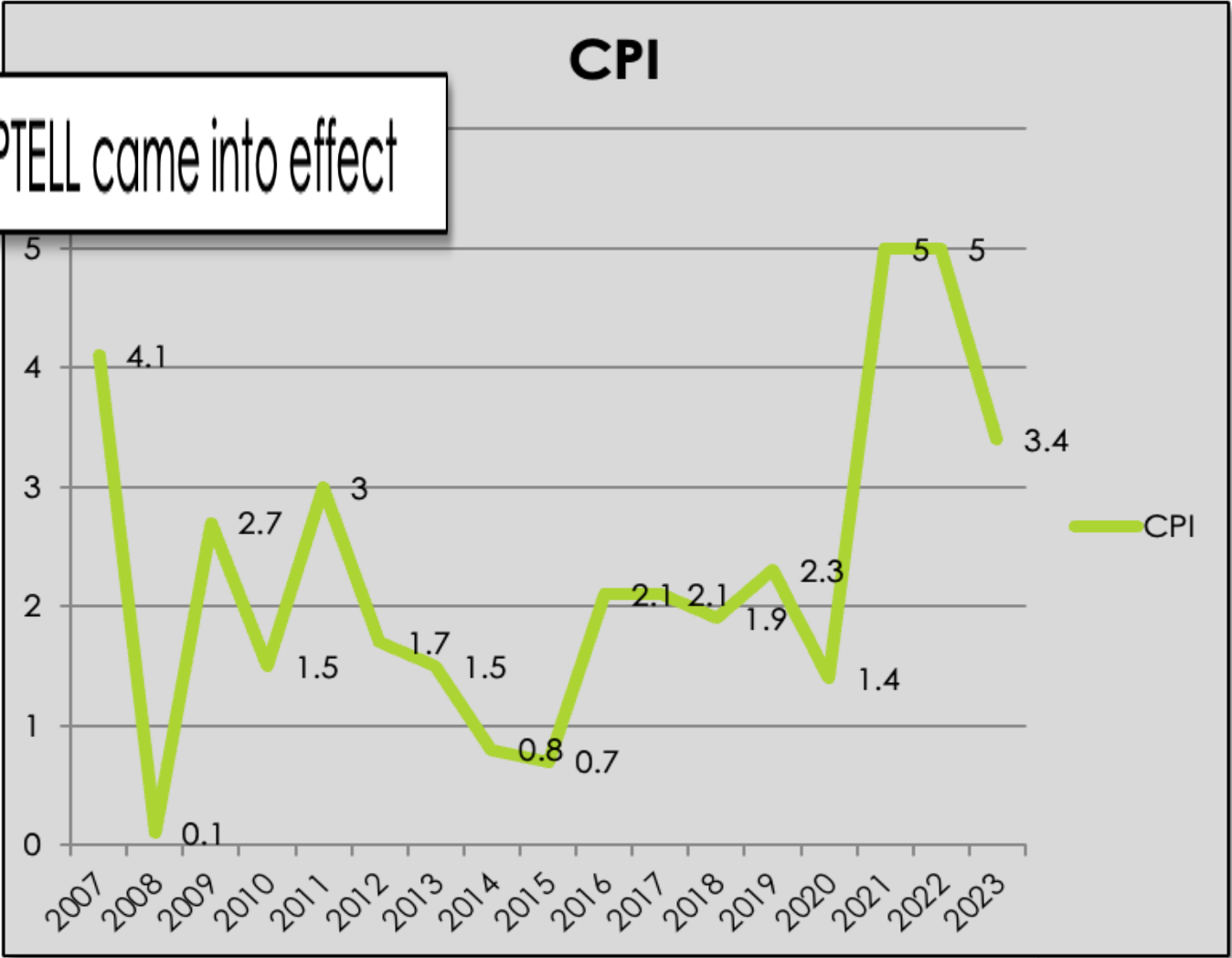


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Impact of CPI

The District is coming off of the highest CPI run since PTELL came into effect

3 Year Ave	4.5%
5 Year Ave	3.4%
10 Year Ave	2.5%



Other Revenue Opportunities

- Property Tax Relief Grant:
 - Apply annually – missed by four spots this year. There were 33 schools awarded grants
 - Received \$2,623,005 FY23 and Received \$1,252,307 FY20
- Abated from our B&I Fund and Ed Fund
- Receive money back in EBF payment from ISBE

FY20 - \$13.1M plus \$1.25M

FY21 - \$14.4M

FY22 - \$14.6M

FY23 - \$14.9M plus \$2.5M

FY24 - \$17.6M

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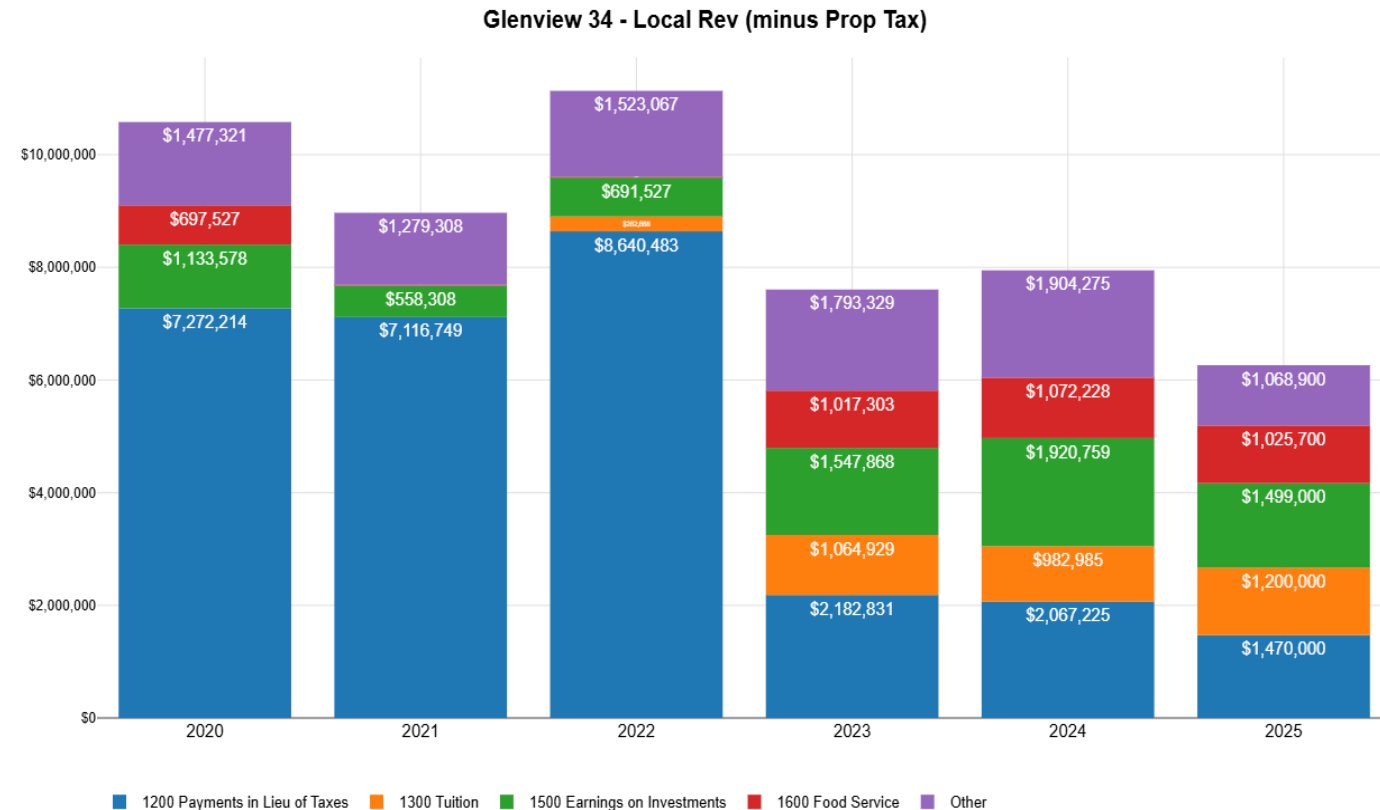
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Other Revenue Opportunities

- Life Safety Bonds
 - Life safety bonds are no longer part of Debt Service Extension Base (DSEB)
 - Updated Health Life Safety Survey (every 10 years)
 - Can address projects that may have not been high priority before

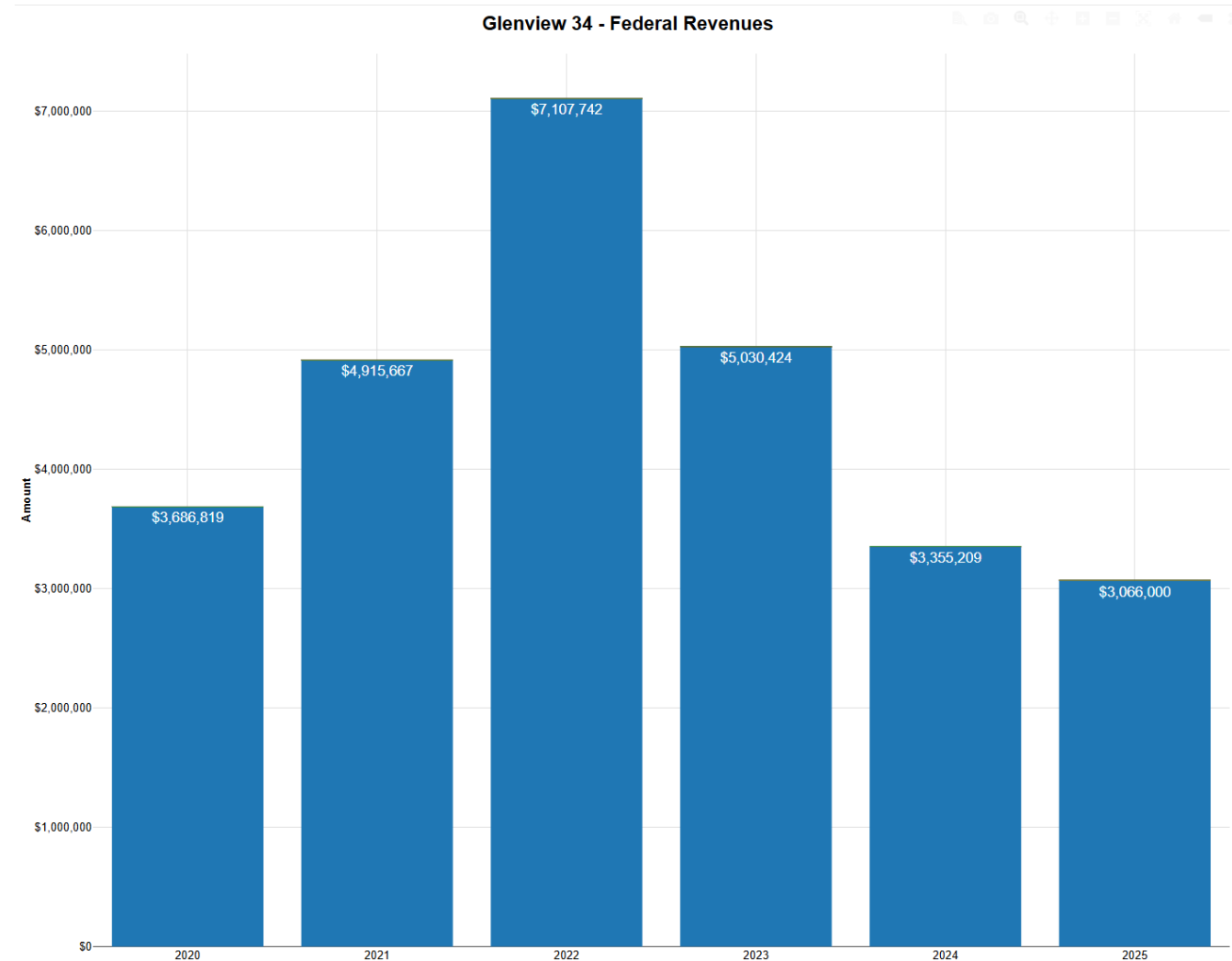
Other Local Revenues

- IL 2023 to 2024 was a loss of over 25% alone
- Projections – D34: another 25% loss in 2025, and then back to 2019
- Interest Rates - What are they now? Where are they going?



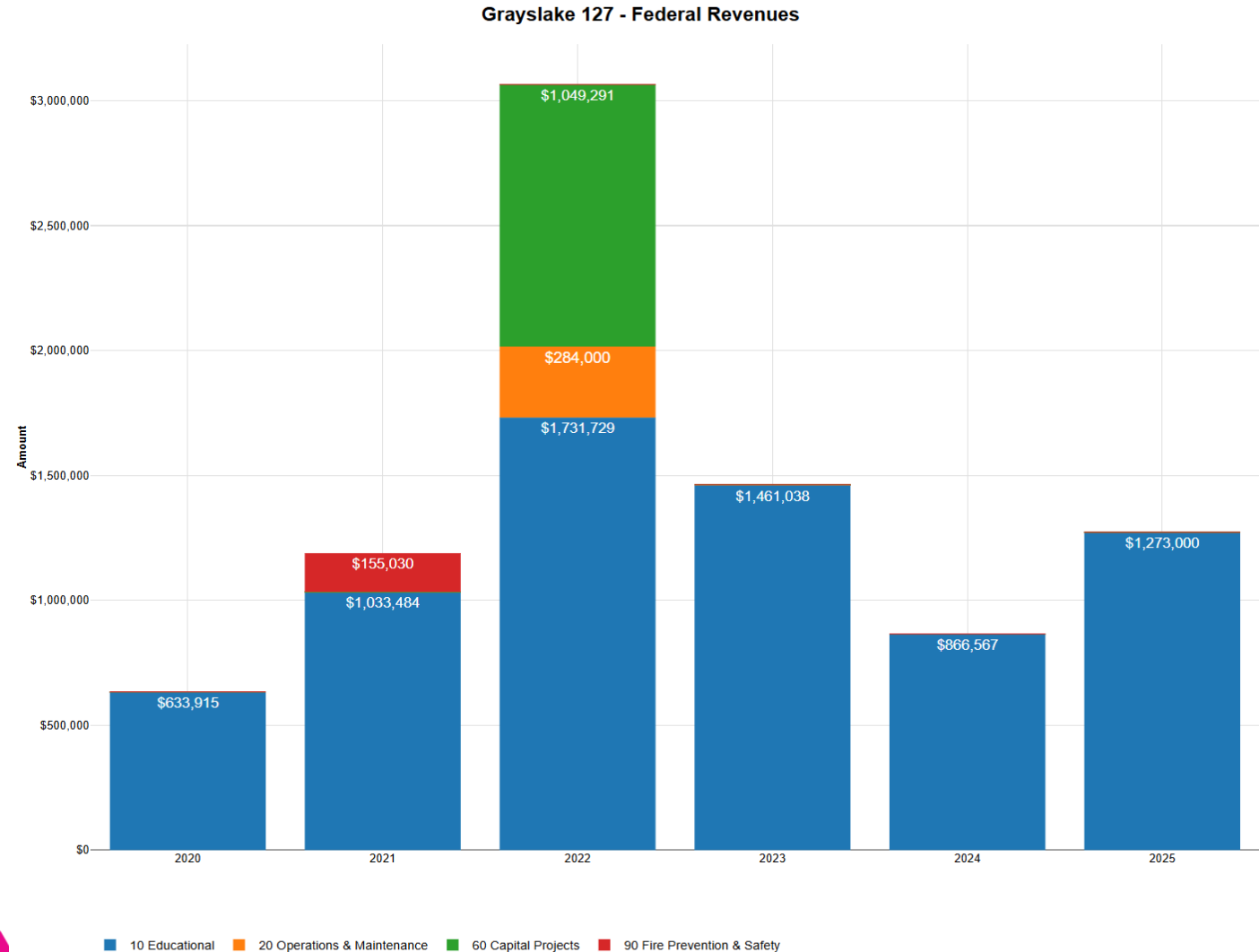
Glenview 34 – ESSER Funding

- \$4,000,000
- All Federal revenue accounts for 3%
- One time purchases –Yay!
- New positions = Challenges later



Grayslake 127 – ESSER Funding

- \$1,500,000
- One time purchases – HVAC project and supplies
- Paid for positions we already had – affects budget on re-entry



Measure Names

■ % Difference in District Enrollment

■ % Difference in FTE

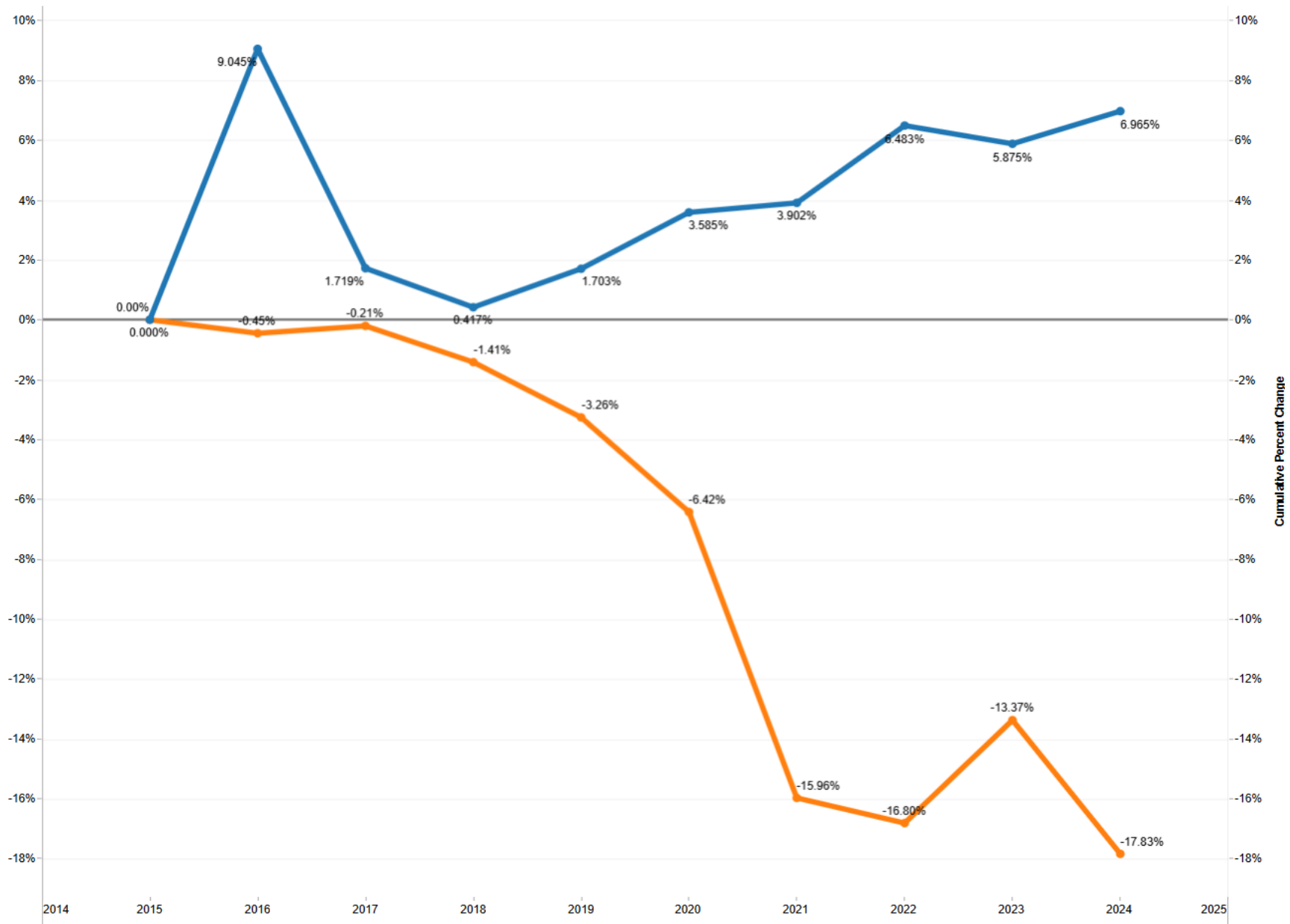
FTE Change versus Enrollment Change

Cumulative Change from Base Year

District: Glenview CCSD 34

Position(s): Bilingual Education Teacher, Bilingual Special Education Teacher, Citywide Resource Teacher and 18 more

Source: Employee Information System (EIS) and Fall Housing enrollment



Glenview 34

FTE vs Enrollment 10 Yr Trend

Measure Names
% Difference in District Enrollment
% Difference in FTE

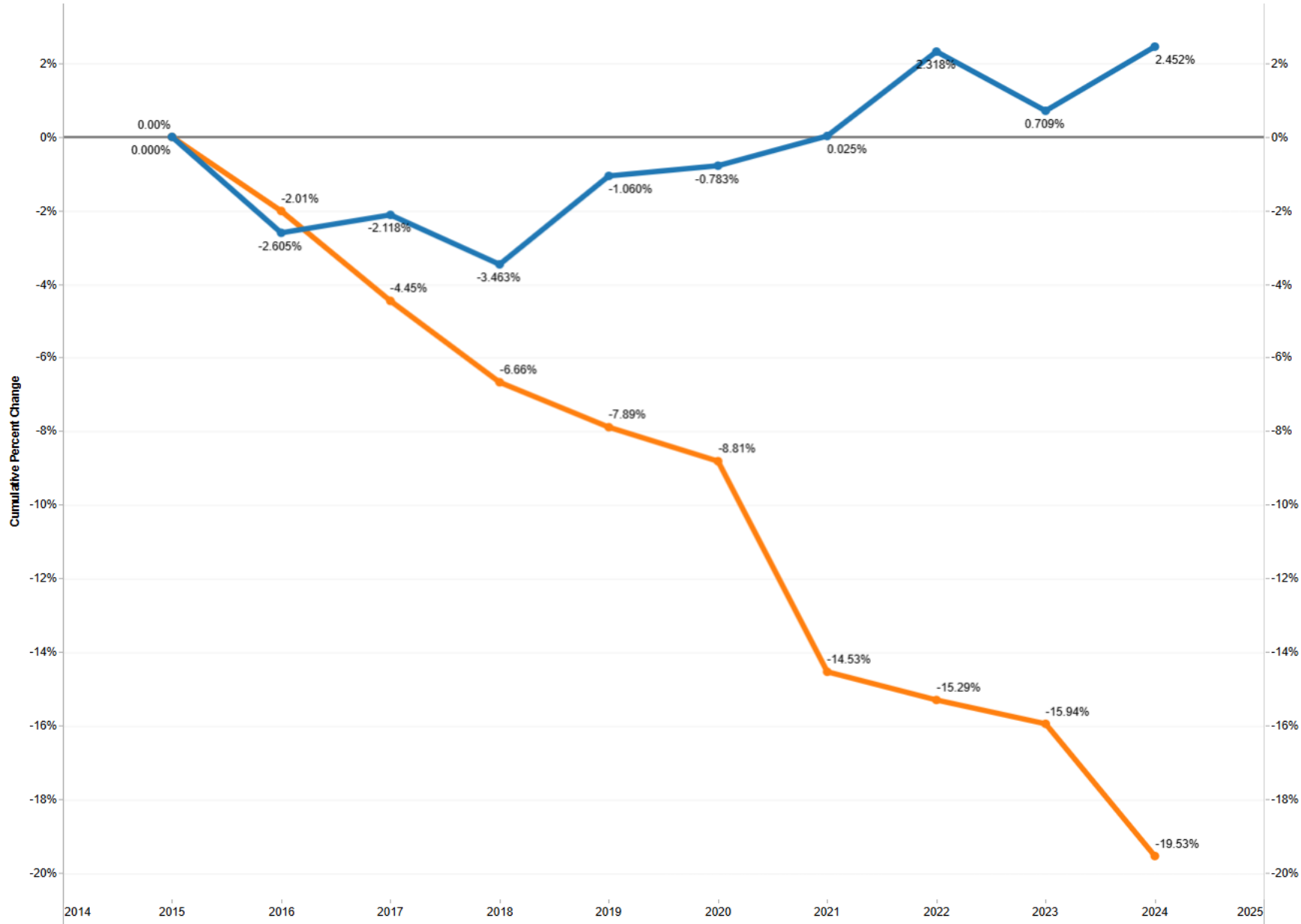
FTE Change versus Enrollment Change

Cumulative Change from Base Year

District: Grayslake CHSD 127

Position(s): Bilingual Education Teacher, Bilingual Special Education Teacher, Citywide Resource Teacher and 18 more

Source: Employee Information System (EIS) and Fall Housing enrollment



Grayslake 127

FTE vs Enrollment

10 Yr Trend

Other Federal Funding

Glenview 34 – 4% of Operating Funds

Grayslake 127 – 1.5% of Operating Funds

- Prepare for the possibility of strings tied to federal funding
- Contingency plans?



What about Expenses???



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What Does CPI Mean for Operating Expenses?

- Salaries:
 - CBA
 - Negotiations upcoming?
- Purchased Services & Supplies
 - Links to CPI?
 - Do you limit up to CPI or above or flat?
 - Budgeting

Healthcare Costs – Glenview 34

Glenview D34

Year	PPO			HMO	
	PPO A	PPO 500	PPO 750*	HMO A	HMO B
2023	Plan Eliminated	Plan Eliminated	12.0%	17.8%	17.8%
2022			7.4%	8.0%	8.0%
2021			9.0%	2.0%	2.0%
2020			7.18%	5.75%	2.57%
2019			10.5%	3.6%	3.6%
2018			5.2%	-13.1%	-13.1%
2017			8.0%	0.4%	0.4%

Healthcare Costs – Grayslake 127

- Part of a cooperative – currently in second year
- 100% single coverage HMO or PPO
- High experience ratios
 - PPO – 7.9% increase (1 band above avg)
 - HMO – 8.2% increase (3 bands above avg)
 - Still much lower than self-funded

Other Expenses: Planning for KG Costs



Do you have Full Day Kindergarten?



Do you charge a fee?



For how long can you count of the revenue?



What is the cost projected to be in FY28?

How do we plan for Tariffs and Construction Costs?

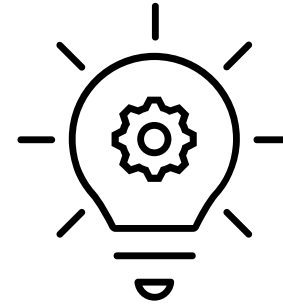


What did we miss???



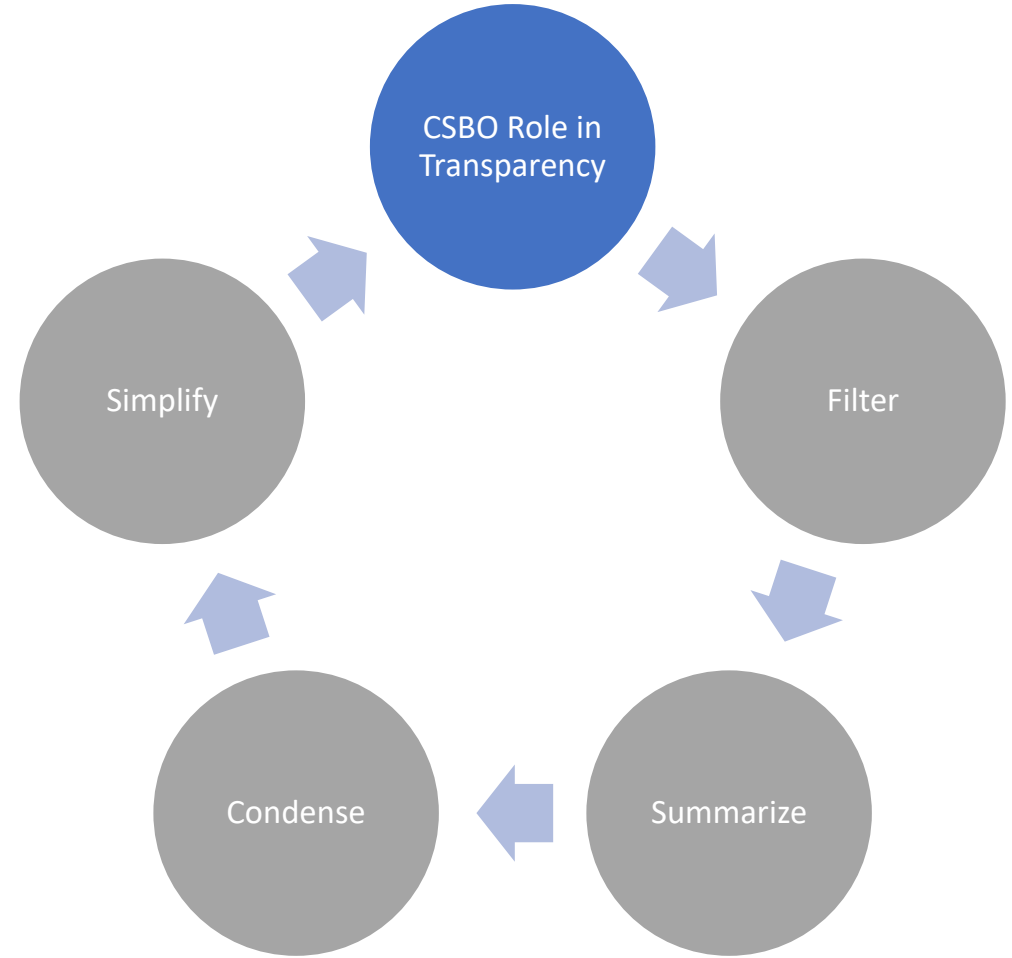
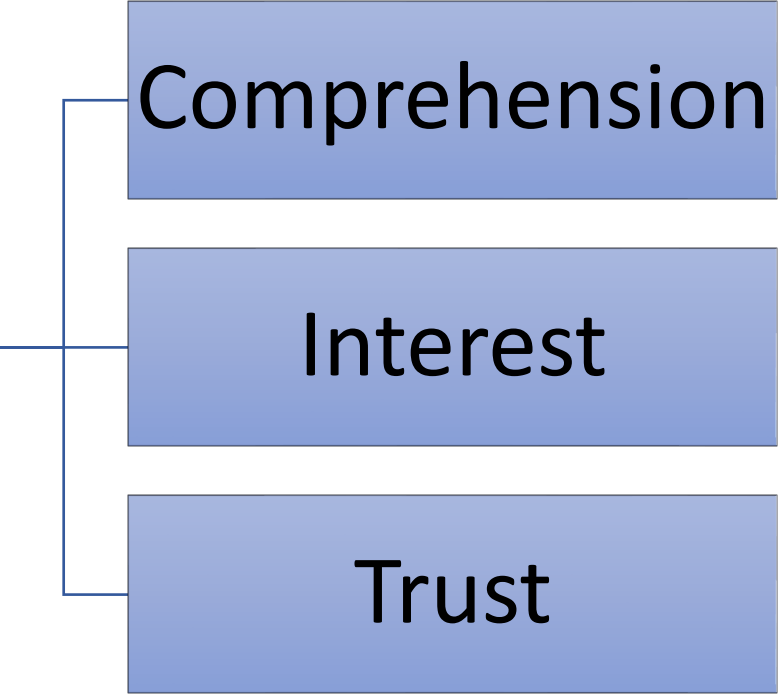
Revenue and Expense Summary

- Revenues
 - CPI
 - ESSER is gone, CPPRT is down, interest will go down
 - Alternative revenue options
- Expenses
 - CPI
 - Operating expenses consistently going up
 - The Unknown (Tariffs)



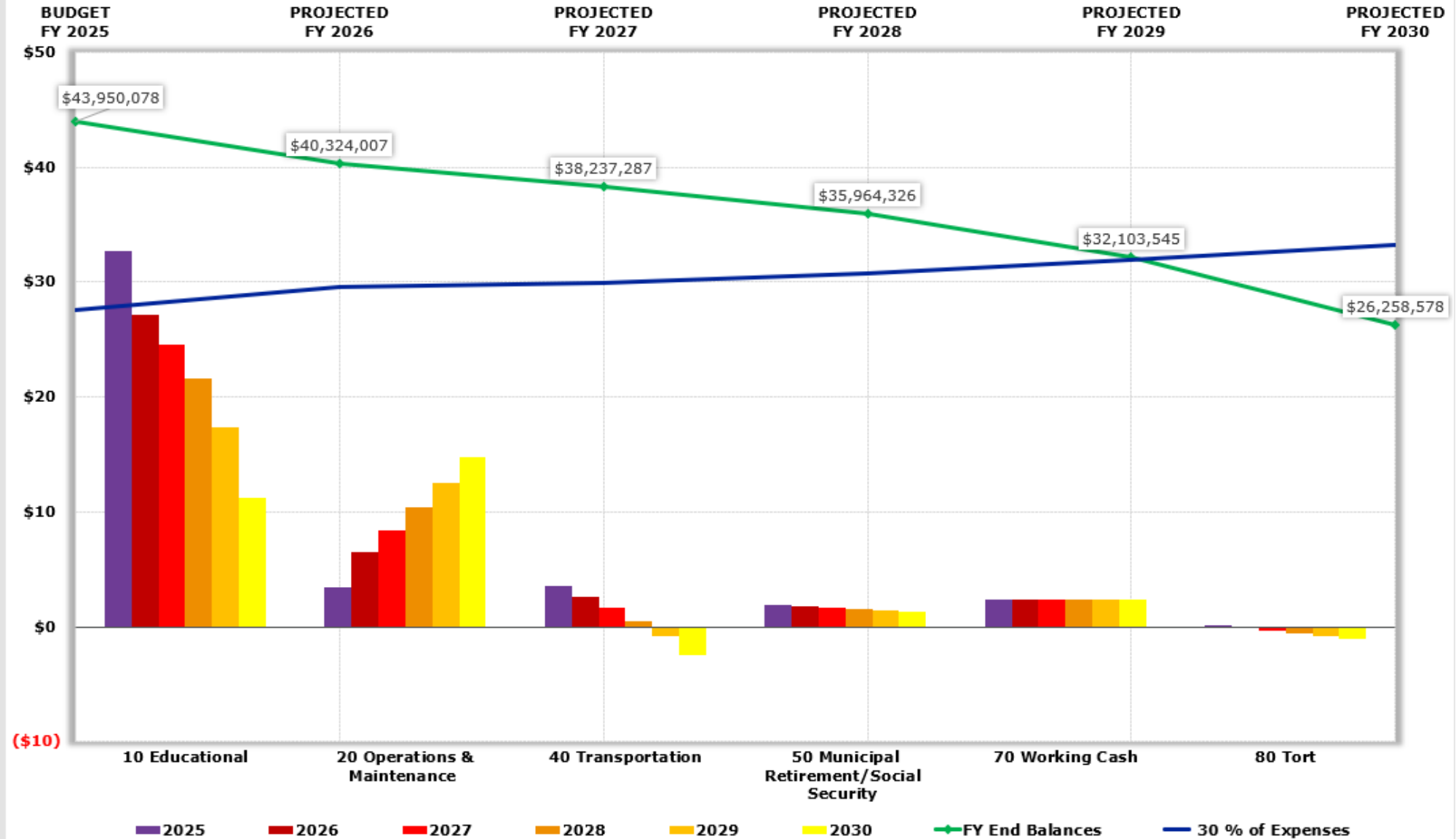
If Revenues are going down and Expenses are going up, that's a deficit every year! What do I do? Control what you can control!

Effective Transparency



Fund Balances - Projected

Educational | O & M | Transportation | IMRF / SS | Working Cash | Tort
Glenview CCSD 34 | Base Scenario 4-15-25



Other Visuals – Glenview 34

Projection Summary

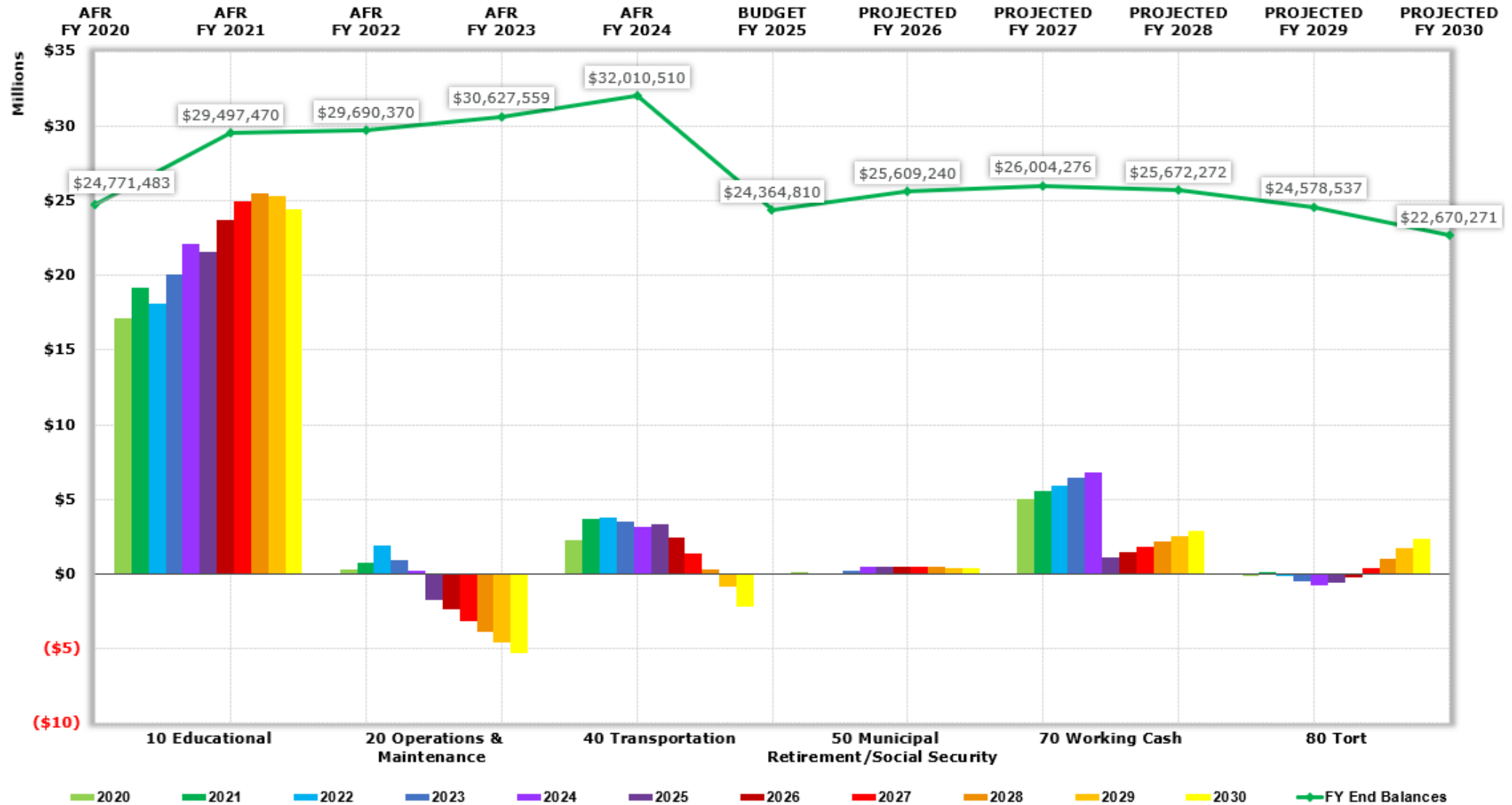
Educational | O & M | Transportation | IMRF / SS | Working Cash | Tort
Glenview CCSD 34 | Base Scenario 4-15-25

	BUDGET FY 2025	PROJECTED FY 2026		PROJECTED FY 2027		PROJECTED FY 2028		PROJECTED FY 2029		PROJECTED FY 2030	
REVENUE											
Local	\$84,720,989	\$84,117,998	-0.7%	\$86,922,966	3.3%	\$89,278,755	2.7%	\$91,518,801	2.5%	\$93,895,911	2.6%
State	\$7,055,500	\$7,795,500	10.5%	\$7,795,500	0.0%	\$7,795,500	0.0%	\$7,795,500	0.0%	\$7,795,500	0.0%
Federal	\$3,066,000	\$3,066,000	0.0%	\$3,066,000	0.0%	\$3,066,000	0.0%	\$3,066,000	0.0%	\$3,066,000	0.0%
Other	\$0	\$0		\$0		\$0		\$0		\$0	
TOTAL REVENUE	\$94,842,489	\$94,979,498	0.1%	\$97,784,466	3.0%	\$100,140,255	2.4%	\$102,380,301	2.2%	\$104,757,411	2.3%
EXPENDITURES											
Salaries	\$56,863,455	\$60,202,674	5.9%	\$62,339,188	3.5%	\$63,860,969	2.4%	\$65,860,497	3.1%	\$68,228,605	3.6%
Benefits	\$13,036,899	\$13,527,343	3.8%	\$13,789,360	1.9%	\$14,962,509	8.5%	\$16,273,854	8.8%	\$17,727,151	8.9%
Purchased Services	\$13,286,818	\$16,320,112	22.8%	\$13,796,474	-15.5%	\$14,071,883	2.0%	\$14,441,233	2.6%	\$14,829,050	2.7%
Supplies And Materials	\$5,565,925	\$5,459,025	-1.9%	\$5,349,748	-2.0%	\$4,921,440	-8.0%	\$5,069,084	3.0%	\$5,221,156	3.0%
Capital Outlay	\$1,479,935	\$1,479,935	0.0%	\$1,479,935	0.0%	\$1,479,935	0.0%	\$1,479,935	0.0%	\$1,479,935	0.0%
All Other Objects	\$1,617,980	\$1,616,480	-0.1%	\$3,116,480	92.8%	\$3,116,480	0.0%	\$3,116,480	0.0%	\$3,116,480	0.0%
TOTAL EXPENDITURES	\$91,851,012	\$98,605,569	7.4%	\$99,871,186	1.3%	\$102,413,216	2.5%	\$106,241,083	3.7%	\$110,602,377	4.1%
SURPLUS / DEFICIT	\$2,991,477	(\$3,626,071)		(\$2,086,720)		(\$2,272,961)		(\$3,860,782)		(\$5,844,966)	
OTHER FINANCING SOURCES / USES											
Other Financing Sources	\$0	\$0		\$0		\$0		\$0		\$0	
Other Financing Uses	(\$8,500,000)	\$0		\$0		\$0		\$0		\$0	
TOTAL OTHER FIN. SOURCES / USES	(\$8,500,000)	\$0		\$0		\$0		\$0		\$0	
SURPLUS/DEFICIT INCL. OTHER FIN. SOURCES	(\$5,508,523)	(\$3,626,071)		(\$2,086,720)		(\$2,272,961)		(\$3,860,782)		(\$5,844,966)	
BEGINNING FUND BALANCE	\$49,458,601	\$43,950,078		\$40,324,007		\$38,237,287		\$35,964,326		\$32,103,545	
AUDIT ADJUSTMENTS TO FUND BALANCE	\$0	\$0		\$0		\$0		\$0		\$0	
PROJECTED YEAR END BALANCE	\$43,950,078	\$40,324,007		\$38,237,287		\$35,964,326		\$32,103,545		\$26,258,578	
FUND BALANCE AS % OF EXPENDITURES	48%	41%		38%		35%		30%		24%	
FUND BALANCE AS # OF MONTHS OF EXPEND.	5.74	4.91		4.59		4.21		3.63		2.85	

Gap = .9% to 2.0% per year

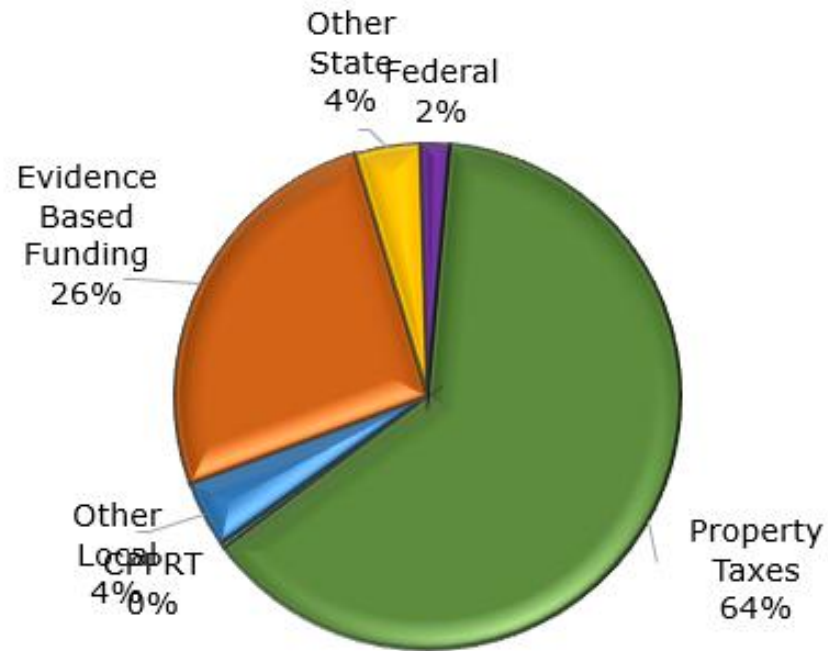
Fund Balances - Historical and Projected

Educational | O & M | Transportation | IMRF / SS | Working Cash | Tort
 Grayslake CHSD 127 | Base Scenario 4-15-25

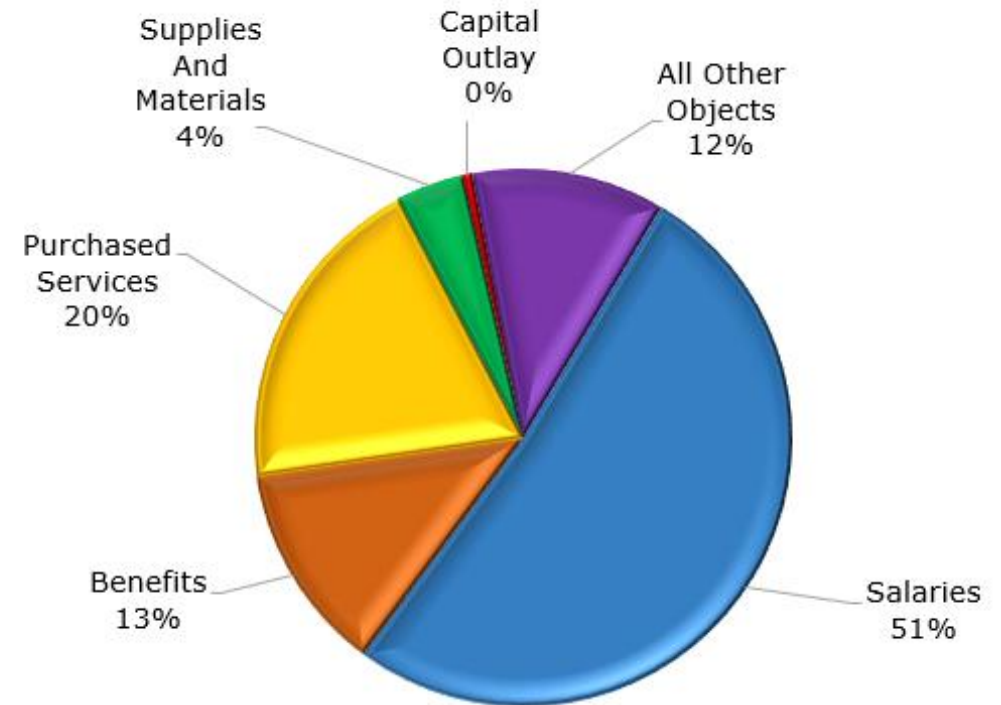


Other Visuals – Grayslake 127

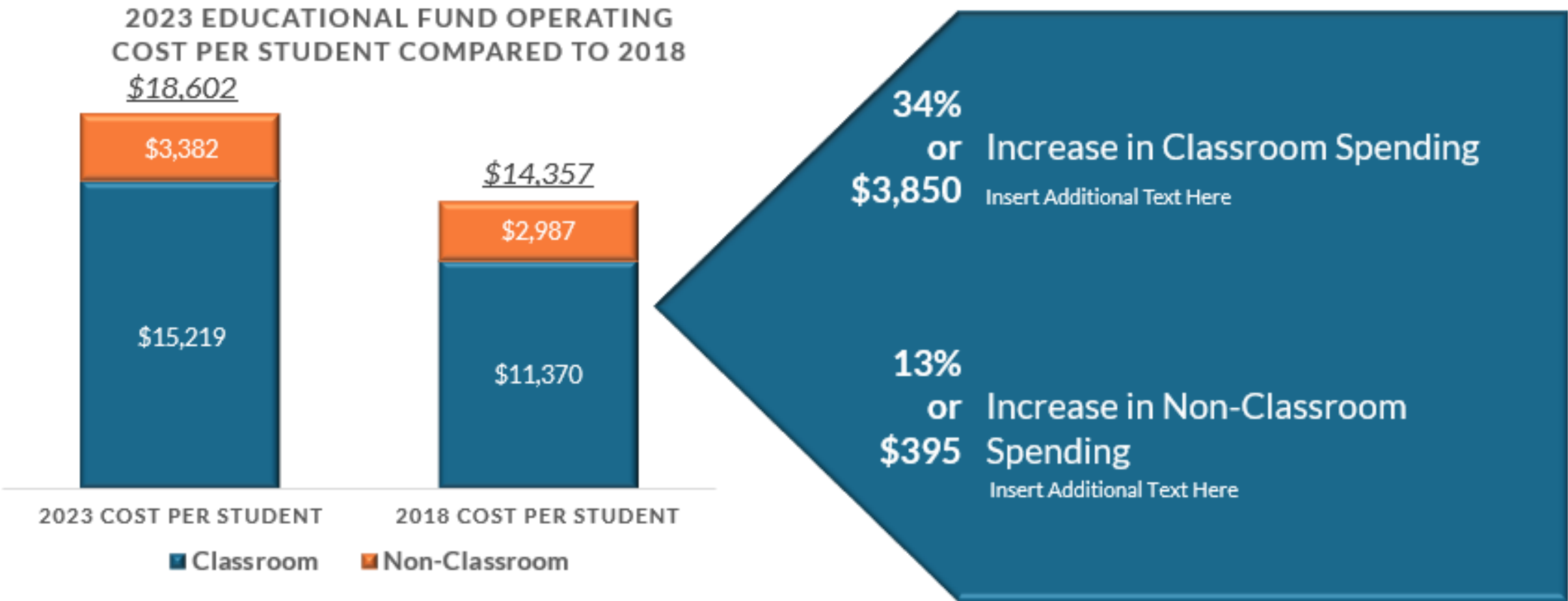
Budgeted Revenue Allocation by Source



Budgeted Expenditure Allocation by Object



Other Visuals – Grayslake 127



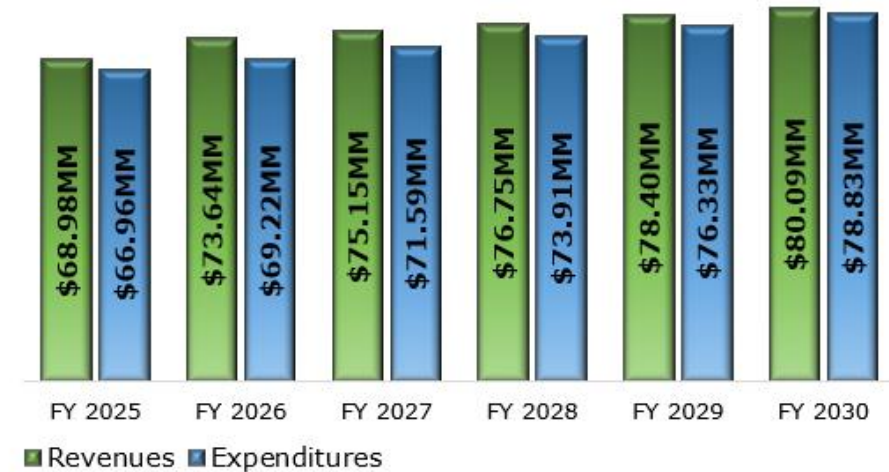
Other Visuals – Grayslake 127

Projection Summary

Educational | O & M | Transportation | IMRF / SS | Working Cash | Tort
Grayslake CHSD 127 | Base Scenario 4-15-25

	BUDGET FY 2025	PROJECTED FY 2026		PROJECTED FY 2027		PROJECTED FY 2028		PROJECTED FY 2029		PROJECTED FY 2030	
REVENUE											
Local	\$46,914,400	\$51,370,626	9.5%	\$52,680,592	2.6%	\$54,077,334	2.7%	\$55,525,798	2.7%	\$57,011,357	2.7%
State	\$20,795,000	\$20,994,000	1.0%	\$21,194,990	1.0%	\$21,397,990	1.0%	\$21,603,020	1.0%	\$21,810,100	1.0%
Federal	\$1,273,000	\$1,273,000	0.0%	\$1,273,000	0.0%	\$1,273,000	0.0%	\$1,273,000	0.0%	\$1,273,000	0.0%
Other	\$0	\$0		\$0		\$0		\$0		\$0	
TOTAL REVENUE	\$68,982,400	\$73,637,626	6.7%	\$75,148,582	2.1%	\$76,748,324	2.1%	\$78,401,817	2.2%	\$80,094,457	2.2%
EXPENDITURES											
Salaries	\$34,506,600	\$35,698,421	3.5%	\$36,937,914	3.5%	\$38,226,988	3.5%	\$39,567,624	3.5%	\$40,961,886	3.5%
Benefits	\$8,426,100	\$8,923,595	5.9%	\$9,453,215	5.9%	\$9,883,802	4.6%	\$10,334,944	4.6%	\$10,807,632	4.6%
Purchased Services	\$13,138,200	\$13,532,346	3.0%	\$13,938,316	3.0%	\$14,356,466	3.0%	\$14,787,160	3.0%	\$15,230,775	3.0%
Supplies And Materials	\$2,719,100	\$2,773,482	2.0%	\$2,828,952	2.0%	\$2,885,531	2.0%	\$2,943,241	2.0%	\$3,002,106	2.0%
Capital Outlay	\$388,900	\$388,900	0.0%	\$388,900	0.0%	\$388,900	0.0%	\$388,900	0.0%	\$388,900	0.0%
All Other Objects	\$7,780,700	\$7,907,952	1.6%	\$8,037,749	1.6%	\$8,170,142	1.6%	\$8,305,183	1.7%	\$8,442,925	1.7%
TOTAL EXPENDITURES	\$66,959,600	\$69,224,696	3.4%	\$71,585,046	3.4%	\$73,911,828	3.3%	\$76,327,052	3.3%	\$78,834,223	3.3%
SURPLUS / DEFICIT	\$2,022,800	\$4,412,930		\$3,563,535		\$2,836,496		\$2,074,765		\$1,260,234	
OTHER FINANCING SOURCES / USES											
Other Financing Sources	\$6,025,000	\$25,000		\$25,000		\$25,000		\$25,000		\$25,000	
Other Financing Uses	(\$15,693,500)	(\$3,193,500)		(\$3,193,500)		(\$3,193,500)		(\$3,193,500)		(\$3,193,500)	
TOTAL OTHER FIN. SOURCES / USES	(\$9,668,500)	(\$3,168,500)		(\$3,168,500)		(\$3,168,500)		(\$3,168,500)		(\$3,168,500)	
SURPLUS/DEFICIT INCL. OTHER FIN. SOURCES	(\$7,645,700)	\$1,244,430		\$395,035		(\$332,004)		(\$1,093,735)		(\$1,908,266)	
BEGINNING FUND BALANCE	\$32,010,510	\$24,364,810		\$25,609,240		\$26,004,276		\$25,672,272		\$24,578,537	
AUDIT ADJUSTMENTS TO FUND BALANCE	\$0	\$0		\$0		\$0		\$0		\$0	
PROJECTED YEAR END BALANCE	\$24,364,810	\$25,609,240		\$26,004,276		\$25,672,272		\$24,578,537		\$22,670,271	
FUND BALANCE AS % OF EXPENDITURES	36%	37%		36%		35%		32%		29%	
FUND BALANCE AS # OF MONTHS OF EXPEND.	4.37	4.44		4.36		4.17		3.86		3.45	

Projected Revenues and Expenditures



Questions and Answers

We thank you for your time!

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Presenters:

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