


# **MANEUVERING AROUND BUDGET CUTS**

DISCOVERING NEW WAYS TO FUND AREAS OF NEED

# BUDGET CUT DILEMMAS

- Financial Shortfalls
  - Cost Reduction
  - Aging Facilities - (Deferred Maintenance Costs)
  - Modernizing the Classroom
  - Poverty/Full Service Centers
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# BUDGET CUT DILEMMA



Reduced budgets inevitably lead to reductions in:

- Teachers
- Support Staff
- Student Programs
- Capital Projects
- Facility Care (cleanliness & maintenance)
- Technology Improvements/Advancements
- Student Achievement and Growth



QUESTION: How do you fund the needs listed above without the ability to increase your budget dollars from the state?

# ONE OPTION: OUTSOURCING



Outsourcing can help you discover budget dollars for reallocation

Districts can call on industry experts to provide service and savings

- Transportation
- Dining Services
- Custodial Operations
- Plant Operations
- Grounds Management

# SUPPORT SERVICES

Our area of expertise is support services:

- Custodial
- Maintenance
- Grounds

This particular area can provide a **15-20%** savings on current spend



# HOW DOES OUTSOURCING SAVE ME MONEY?

1. Expertise & Focus
2. Economies of Scale
3. Fringe & Soft Cost Savings
4. Efficiencies
  - Production level increases
  - Standardized new equipment
  - Standardized training
  - Employee motivation
5. Proactive response to maintenance, energy, and facility issues



# DO YOUR HOMEWORK

- Ensure you get what you want
- Know WITY vs. Company Contract Terms

Outsourcing can:

- Free up budget dollars
- Enhance performance and quality
- Motivate employees

But only when you **partner** with the right company



# THANKS FOR ATTENDING!

## Presenters:

- Matt Cooter – Senior Sales Director - SSC
- Rick Stout – Superintendent – Onslow County School District - NC

