

# Community Outreach Final Report



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## Overview

The 21<sup>st</sup> Century Demonstration Project Grant has an active documentation and public outreach component. The community outreach working group was tasked with providing information to the community and citizens at large. Additionally, the data collected and analyzed for this project was made available to school and municipal business professionals, elected officials and school board members to inform their decision making. The information, analysis, implementation plans, and anticipated savings relating to the four initiative areas, and others that are developed as part of Grant activities, were made available to the public.

The Steering Committee solicited and established the community outreach working group that led grant outreach activities and reported directly to the Steering Committee. To facilitate distribution of accurate and timely information, working group members included representatives from each of the working groups. Additionally, members had experience in public relations, which ensured that the opportunities for savings were widely disseminated through a range of media. Please see the Appendix for a list of the working group members.

Throughout the course of the grant, the working group completed various outreach activities, including:

- Identified specific outreach and information objectives
- Planned community outreach by establishing relevant target audiences
- Defined the messages needing to be communicated
- Reported on community outreach efforts to Working Groups and Steering Committee.

The working group met throughout the duration of the grant, many times once a month.

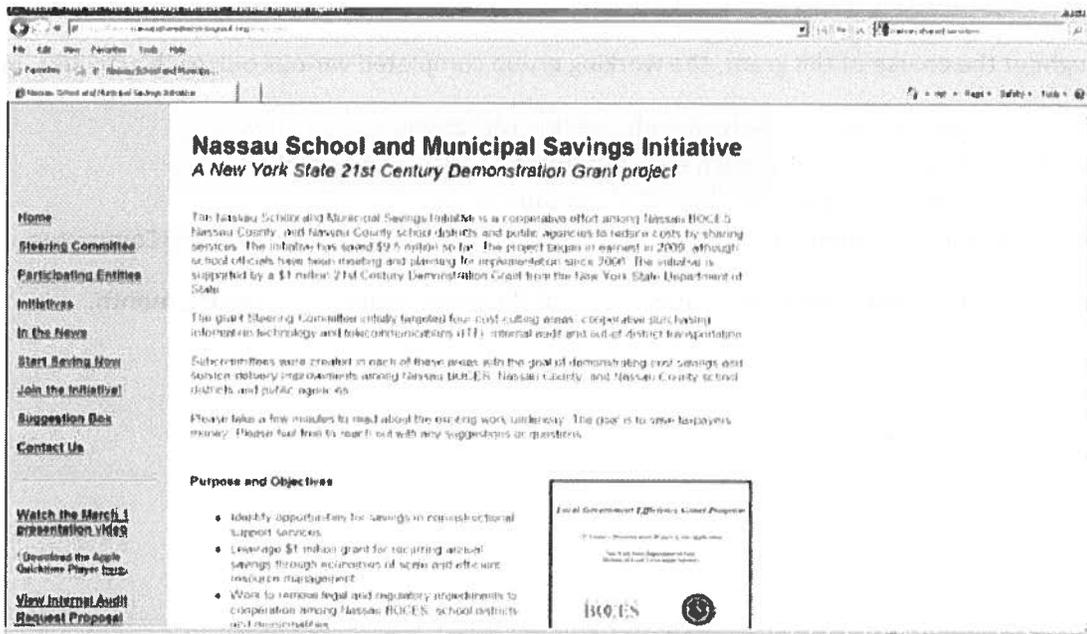
## Summary of Significant Outreach Activities

Throughout the course of the grant, the working group led and supported various outreach efforts. They are summarized below:

### Established Grant Website

The working group led the design and administration of the grant website. Launched on October 1, 2010, the website (<http://www.nassausharedservicesgrant.org/>) provides a host of information including: an overview and genesis of the grant, key shared services initiatives and status, participating entities, information for participating in the shared service initiatives, links to press releases and other media communications, a suggestion box, and other pertinent information.

Screenshot of Grant Website



### Public Forums

Throughout the duration of the grant multiple public forums were held.

- **Open Meeting Presentation.** On March 1, 2011, an Open Meeting was held to share information about the grant and progress to date. Officials from all school districts and municipalities were invited, and the meeting was open to the general public. The event was videotaped and the entire meeting was posted on the grant website. Additionally, local and regional news media covered this event.
- **West Hempstead Community Meeting.** On October 26, 2011 members from the Steering Committee were invited by the West Hempstead Community Support Association to discuss

the work of the grant. The event was well attended and provided a forum to communicate about the grant initiatives.

- *Open Meeting Presentation.* On March 8, 2012, another Open Meeting was held to share information about the grant and progress to date. This meeting followed the format of the March 1<sup>st</sup> Open Meeting and served as an update on grant activities. Again, officials from all school districts and municipalities were invited and the meeting was open to the general public. The event was videotaped and the entire meeting was posted on the grant website. Again, local and regional news media covered this event.

### Stakeholder Presentations

Various members of the Steering Committee and grant working groups shared and presented on the work of the grant to various associations and groups, including the Nassau Association of School Business Officials, Nassau County Chapter of the New York Association for Pupil Transportation, the Nassau-Suffolk School Boards Association, and Municipal Chief Information Officer stakeholders.

### Press Releases/Other Communications

Throughout the grant period, Nassau BOCES and Nassau County issued multiple press releases that detailed the latest progress of the grant. These releases were also posted on the "In the News" page of the grant website. Additionally, local media publications reported on the school/municipal shared services initiative.

The working group also developed various communications on the grant for circulation to targeted audiences. For example, when soliciting participation on select initiatives, communications were drafted that included an overview of grant and initiative savings estimates. Also, Nassau BOCES communicated grant activities and progress to all 56 school superintendents throughout the grant period. Work of the grant was featured in the Nassau-Suffolk School Boards Association newsletter. Please see Appendix for copies of select releases and other communications.

## Appendix

### Working Group Members

Name	Title	Affiliation
Angela Marshall	Interactive Production Manager	Nassau BOCES
Eden Laikin	Director of Governmental Research	Nassau County
George Graf	Nassau County Office of Community Development Deputy Director - Finance	Nassau County
Melissa Burak	Assistant Superintendent for Business	Lynbrook School District
Bob Transom	Board Member	Oceanside School District
Brad Friedman	Consultant	Public Financial Management Inc.

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# Select Press Releases and Media Communications

# NEWS n a s s a u BOCES Board of Cooperative Educational Services BRIEF

FOR IMMEDIATE RELEASE

Contact: Ray Andreasen  
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## **Gov. Paterson awards million-dollar shared services grant**

GARDEN CITY, N.Y., July 30, 2009 - Leaders from around the state gathered at the Jerusalem Avenue Elementary School in July to applaud Nassau BOCES — in partnership with school districts and Nassau County - for securing a grant that could save taxpayers millions.

The agency will receive \$1 million as part of a statewide initiative to consolidate government and school services - a move designed to eliminate waste, make operations more effective and reduce overall costs. The investment in Nassau BOCES has the potential to save local taxpayers more than \$40 million over the next decade, according to Gov. David A. Paterson.

"In these difficult economic times, we have to make New York more affordable for families and businesses," said Paterson. "These grants, like the one awarded to Nassau BOCES, will help to modernize the delivery of services and save property taxpayers money."

Already a provider of more than 130 cost-effective programs and services, Nassau BOCES will partner with the county and at least 40 local school districts to share administrative and support functions - such as purchasing, out-of-district transportation, information technology and telecommunications.

"This is good news for taxpayers," said Nassau BOCES Deputy Superintendent Dr. Robert J. Hanna. "We look forward to working with our partners to make this grant investment worthwhile to the citizens of Nassau County and to serve as a model for the rest of New York."

As the only public agency in New York created for the purpose of sharing services, BOCES is a perfect match for the local government efficiency project. Since its formation in 1967, Nassau BOCES has created, developed and implemented hundreds of programs and services that would have otherwise been too costly for individual school districts.

During the press conference, Paterson gave credit to Nassau BOCES for pioneering the types of special education programs that benefited him as a young learner. Joining Paterson were Albany colleagues Secretary of State Lorraine Cortés-Vázquez and assemblymen David McDonough, Joseph Saladino and Harvey Weisenberg, as well as Nassau County Comptroller Howard Weitzman and County Executive Thomas R. Suozzi.

**BOARD OF COOPERATIVE EDUCATIONAL SERVICES OF NASSAU COUNTY · OFFICE OF INFORMATION**

Nassau BOCES Administrative Center, 71 Clinton Road, P.O. Box 9195, Garden City, New York 11530-9195 · (516) 396-2208 · Fax: (516) 997-6459  
[www.nassauboces.org](http://www.nassauboces.org)

"We look forward to continuing our work together in finding efficiencies while maintaining educational excellence," said Suozzi.

Joining Hanna in welcoming the county and state officials to the school were Nassau BOCES Board members, executive directors and principals, as well as Jerusalem Avenue Elementary School student Amari Williams, a Westbury youngster who presented the governor with handmade greeting cards on behalf of his classmates.

### **About Nassau BOCES**

Established in 1967, the Board of Cooperative Educational Services of Nassau County (Nassau BOCES) is a public agency that serves the 300 schools and 225,000 students in the 56 local school districts of Nassau County. Nassau BOCES creates, develops and implements those programs and services that would otherwise be too costly for individual school districts. As a result, county residents enjoy all the benefits of locally controlled schools while reaping the financial savings of a large cooperative.

Nassau BOCES offers more than 130 cost-effective, shared programs and services, including career training for high school students and adults, special education, alternative schools, technology education and teacher training, as well as dozens of programs to expand educational opportunities and help districts operate more efficiently. Visit [www.nassauboces.org](http://www.nassauboces.org) <<http://www.nassauboces.org>> for news, information and educational updates.

# NEWS n a s s a u BOCES BRIEF

Board of Cooperative Educational Services

FOR IMMEDIATE RELEASE

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## **Millions of dollars in potential savings identified Nassau BOCES and partners target four areas for collaboration**

GARDEN CITY, N.Y., March 30, 2010 — How do you turn \$1 million into \$40 million? Identify redundancies, call for changes in legislation and target some of the biggest expenses public agencies face. Nassau BOCES, Nassau County and Nassau County school districts are working together to save millions of dollars for taxpayers — annually.

Last year, New York state awarded Nassau BOCES, its partner school districts and Nassau County government a \$1 million grant as part of a statewide initiative to consolidate government and school services - a move designed to eliminate waste, make operations more effective and reduce overall costs.

Right now, most public agencies buy their own equipment, handle their own transportation, and even put down their own fiber optic cable, as well as hundreds of other big-ticket items. Many of these things are located within blocks of each other. "Such redundancies can add up to unnecessary costs for residents," said Dr. Robert J. Hanna, deputy superintendent for Nassau BOCES and chair of the Shared Services Grant Steering Committee. "Right now, we are focusing on areas of greatest possible savings for school districts and other municipalities."

County Executive Edward P. Mangano has joined the effort. "We're working with Nassau BOCES to save taxpayers money," he said. "Greater cooperation between levels of government - in this case Nassau County, Nassau BOCES and local school districts - will lead to lower cost to taxpayers and more efficient government. That's our goal."

To that end, four subgroups have been created - Information Technology and Telecommunications (ITT), Purchasing, Out-of District Transportation and Internal Audit.

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### **Calling in the savings**

The ITT subgroup is already helping to reduce the costs of cell phone and other data services. It reached out to four of the top telecommunication carriers - Sprint Nextel, Verizon Wireless, AT&T and T-Mobile - to see if they would be willing to lower their rates. All have submitted proposals reducing costs by 10-25 percent from current New York state bids.

"Together, Nassau BOCES and the county have more than 700 cellular phones and other data devices," said Anthony Carfora, supervisor of Telecommunications for Nassau BOCES.

"Because of our cooperative approach, we will save thousands of dollars each month, immediately. If the 35 school districts that have indicated interest join on, the savings could be in the hundreds of thousands of dollars."

The cell phone initiative has already saved about \$1,400 per month between Nassau County and BOCES — that's \$16,800 a year. "Eventually, we believe the savings will increase to \$48,000 a year as we address all telecommunication devices," said Jeannette Chilcott, Nassau County's deputy commissioner of Information Technology.

In addition, the conversion of more than 300 miles of network cable from copper to fiber-optic will save the county \$1.4 million in yearly service expenditures after three years. Later this month, the county's Information Technology officials will offer to share these services with local villages and cities. Eventually, Chilcott said, the department estimates a savings of up to \$3-\$5 million.

Simultaneously, the ITT subgroup is pursuing other cost-saving initiatives. It has embarked on a project to map the assets of all public agencies in Nassau County, as well as catalog the technology and telecommunication services they receive and the prices currently paid for these services. "We will use this information to prioritize the areas that will bring about the greatest cost-savings by combining our buying power," said Carfora.

To realize the full potential of the Shared Services Grant Steering Committee's cost-saving goals, some New York state education laws will need to be amended. Dr. Jack Bierwirth, superintendent of Herricks Union Free School District and chair of the ITT subgroup, hopes the results of the mapping project will be the catalyst legislators need to make the required changes. "I think we are going to get some incredible data," said Bierwirth.

"There's no question that collaboration is the right thing to do. Nassau County and Nassau BOCES will reduce bottom line costs and work smarter as a more cohesive whole," said Ed Eisenstein, Nassau County's commissioner of Information Technology.

"Telecommunications are an important part of the way we operate — our goal is to realize operational advantages alongside financial goals."

### **Purchasing power**

Similarly, the Purchasing subgroup is looking into creating a database of all the heavy equipment owned by public entities in the county. The goal is to set up a "lending library" for these items. "If school district X needs a backhoe temporarily and school district Y has one available, why should X pay to buy or rent one?" asked Hanna.

Nassau BOCES has been saving money for school districts through cooperative bidding for decades. Nassau County also has made such bids available to municipalities for years. Now, they are looking to expand to big-ticket items, such as utilities and professional services.

Some of the services being discussed are the five-year building condition surveys and fire inspections. "In addition to saving money, we want to standardize some of these services," said Anthony Fierro, executive director of Nassau BOCES Facilities. "Right now, each architectural firm has its own interpretation of the requirements for building condition surveys. By creating one master request for proposal (RFP) for all of the participating school districts, we can ensure consistency of service."

### **Internal Audit**

Interest in a coordinated approach to internal auditing is high, according to Dr. Herb R. Brown, superintendent of Oceanside Union Free School District and chair of the Internal Audit subgroup.

Since 2005, all school districts and Nassau BOCES have been required to have ongoing reviews of their financial practices by internal auditors. Because this is a relatively new state requirement, the services of vendors have varied widely and the appropriate annual sequence of review has been unclear.

To streamline this process and reduce costs, Nassau County Comptroller George Maragos has agreed to create a single RFP that can be used to hire auditors for those school districts willing to participate.

"We look forward to working with Nassau BOCES in new and creative ways to get the most value from the dollars spent, and reduce cost wherever possible by helping consolidate services," said Aline Khatchadourian, deputy comptroller for audit. "I believe real benefits are possible through volume purchasing."

### **Out-of-District Transportation**

Millions of dollars a year are spent busing students to dozens of locations other than district schools. Destinations include nonpublic schools, special education programs and Nassau BOCES programs. "Transporting just one child to a nondistrict program can cost more than \$20,000 a year," said Hanna. "If school districts share busing, these costs can be reduced considerably."

Collaborations already exist among some school districts for joint bidding of out-of-district routes. The Out-of-District Transportation subgroup is looking to build on this existing success countywide. It has already surveyed school districts to develop a database of routes and destinations. The subgroup intends to divide the county into five areas and look for shared routes within those areas. "Just as with all of the other shared services projects, the more school districts that participate, the more savings that will be realized by all," said Hanna.

"My team will continue to work with our counterparts at Nassau BOCES in an aggressive and creative manner," said Mangano. "We're hoping to branch out to include Nassau's villages, cities and towns in consolidating services and buying in bulk to cut costs. The hope is that down the line, this shared services project will become a model for other municipalities to follow."

**Caption: DSC9755**

Information Technology and Telecommunications subcommittee members Anthony Carfora, supervisor of Telecommunications for Nassau BOCES (far right), and Jeanette Chilcott, deputy commissioner for Nassau County's Department of Information Technology, meet with Sprint Nextel representatives Mark Schenk (far left) and Anthony Furino.

## Want to save millions? Try cooperation

On Board Online • April 12, 2010

By **Eric D. Randall**

*Editor-in-Chief*

An efficiency project involving Nassau BOCES, component school districts and the Nassau County government promises to save taxpayers millions of dollars a year by consolidating government and school services.

Last year, Nassau officials won a \$1 million state grant to explore ways to improve operations and reduce costs.

One idea that has emerged involves creating a "lending library" of heavy equipment. "If school district X needs a backhoe temporarily and school district Y has one available, why should X pay to buy or rent one?" asked Robert J. Hanna, deputy superintendent for Nassau BOCES and chair of the Shared Services Grant Steering Committee.

The committee is also working on expanding cooperative bidding to items such as utilities and professional services including building condition surveys and fire inspections.

"We want to standardize some of these services," said Anthony Fierro, executive director of Nassau BOCES Facilities. "Right now, each architectural firm has its own interpretation of the requirements for building condition surveys. By creating one master request for proposal (RFP) for all of the participating school districts, we can ensure consistency of service."

Other cost-saving efforts involve:

- **Transportation.** "Transporting just one child to a non-district program can cost more than \$20,000 a year," said Hanna. "If school districts share busing, these costs can be reduced considerably."

Collaborations already exist among some school districts for joint bidding of out-of-district routes. A transportation subgroup is looking to build on this existing success countywide. It intends to divide the county into five areas and look for shared routes within those areas.

- **Technology.** A telecommunications initiative is already saving \$1,400 a month in cellphone charges for Nassau County and the BOCES. An information technology and telecommunications subgroup contacted four of the top telecommunication carriers – Sprint Nextel, Verizon Wireless, AT&T and T-Mobile – to see if they would be willing to lower their rates. All have submitted proposals reducing costs by 10-25 percent from current New York state bids.

"If the 35 school districts that have indicated interest join on, the savings could be in the hundreds of thousands of dollars," said Anthony Carfora, telecommunications supervisor for Nassau BOCES.

Some state laws will need to be amended to maximize savings, said Jack Bierwirth, superintendent of Herricks school district and chair of the subgroup.

- **Internal audit services.** Interest in a coordinated approach to internal auditing is high, according to Herb R. Brown, superintendent of Oceanside school district and chair of an internal audit subgroup.

Since 2005, all school districts and Nassau BOCES have been required to have ongoing reviews of their financial practices by internal auditors. To standardize this process and reduce costs, Nassau County Comptroller George Maragos plans to create a single RFP that districts can use to hire auditors.

NYSSBA Executive Director Timothy G. Kremer praised the Nassau County project. "In our Be the Change for Kids campaign, we have been encouraging our member districts to pursue cost-savings through intergovernmental cooperation and other innovations. Nassau County is a model of what can be accomplished," he said.

"The Legislature needs to give the schools more authority to innovate and operate in a more efficient manner if we are to survive this fiscal crisis," said David A. Little, NYSSBA's director of governmental relations.

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# NEWS n a s s a u BOCES Board of Cooperative Educational Services BRIEF

FOR IMMEDIATE RELEASE

## Contacts

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## **New website shines spotlight on shared cost-saving initiatives Nassau BOCES, Nassau County and school districts work toward savings**

GARDEN CITY, N.Y., Oct. 1, 2010 — Find out how the Nassau School and Municipal Savings Initiative is helping to reduce costs throughout Nassau County by visiting its new website. This is a cooperative effort led by Nassau BOCES and Nassau County, on behalf of Nassau County school districts and public agencies. It is supported by a \$1 million grant from New York state.

“Our goal is to leverage this grant into recurring annual savings for public agencies in Nassau County and ultimately the taxpayers,” says Dr. Robert J. Hanna, deputy superintendent for Nassau BOCES. “Through our initial endeavors, we have identified thousands of dollars in potential savings that can be realized through working together to achieve greater economies of scale and efficient resource management.”

The first project, reducing wireless communication costs, is resulting in significant savings. Nassau BOCES’ wireless fees are down an estimated \$14,000 a year, or 20 percent. Annual savings for participating school districts range from \$6,000 to \$10,000. And Nassau County is expecting to save about \$144,000 annually.

Nassau County Executive Edward P. Mangano said “In these difficult economic times, it is most important for all municipalities to join together for bulk purchasing and to reduce costs. Nassau County welcomes a partnership with BOCES and looks forward to developing creative solutions to consolidate services and efficiently utilize our budgets.”

News about this and the initiative’s other cost-saving projects can be found at [www.nassauboces.org/nassaugrants](http://www.nassauboces.org/nassaugrants). Members of the Nassau School and Municipal Savings Initiative Steering Committee hope that the website will attract more public agencies to participate.

### **Nassau School and Municipal Savings Initiative**

The Nassau School and Municipal Savings Initiative project began in earnest in 2009. The initiative is supported by a \$1 million 21st Century Demonstration Grant from the New York State Department of State.

The grant Steering Committee initially targeted four cost-cutting areas: cooperative purchasing, information technology and telecommunications (ITT), internal audit and out-of-district transportation. Subcommittees were created in each of these areas with the goal of demonstrating cost savings and service-delivery improvements among the entities.

FOR IMMEDIATE RELEASE

Contact: Angela Marshall  
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## Cost savings highlight of shared services meeting

GARDEN CITY, N.Y., March 2, 2011 – Nearly 100 school, village, fire and elected officials came together on March 1 to listen to and exchange ideas about saving taxpayer money through cooperative purchasing and sharing of services.

The forum was part of a public presentation by members of the Steering Committee for the Nassau Schools and Municipal Savings Initiative in which Nassau County partners with Nassau BOCES, school districts and other municipalities. The presentation focused on accomplishments of the consortium thus far, which led to more than \$760,000 in annual savings and statewide impact. It also highlighted ideas regarding significant cost-saving initiatives that could be pursued in the future.

The initiative also is working with other consortiums and sharing information about cooperative purchases that school districts and municipalities can participate in, including one for natural gas that Nassau County created. Nassau BOCES already has piggybacked on that contract and expects to save between \$60,000 and \$70,000 a year in natural gas costs. Numerous school districts also have expressed interest.

Nassau County Executive Edward P. Mangano spoke to the crowd about the significance of joining together to find ways to rein in spending. "It's one of the most important things my administration is doing to help taxpayers," Mangano told the officials gathered at the Nassau BOCES Robert E. Lupinskie Center for Curriculum, Instruction and Technology in Westbury. "You may not agree with everything I say and do, but I think we're all on the same page here — doing what we can to save taxpayer dollars."

Dr. Robert J. Hanna, deputy superintendent of Nassau BOCES and chairman of the initiative's steering committee, opened the program by touting the group's accomplishments. He said that two of the group's awarded contracts have become the state standard, replacing the existing lowest price available, thereby helping school districts and municipalities throughout the state save money.

The partnership had been awarded a \$1 million 21st Century Demonstration Shared Services Grant from New York State with the expectation that it become a model for cooperative efforts between municipal and education groups throughout the state. The savings that have been realized so far came from several areas. These include:

- Lower pricing on out-of-district transportation of students 28 for school

Cost-effective services

Taxpayer savings

Innovative student programs

Cutting-edge opportunities

# NEWS n a s s a u **BOCES** BRIEF

Board of Cooperative Educational Services

districts through regional bidding — estimated to save participating school districts about \$200,000

- Savings on joint purchasing of building condition inspections, required of all schools, estimated to save about \$400,000 for participating districts
- Lower costs for telecommunication services such as Internet, telephone and cellular services for grant partners, which already has produced more than \$160,000 a year in savings on cell phone service alone.

A cooperative request for proposal (RFP) to solicit internal audit services, required for school districts, is set to be released this week by Nassau County. Estimated saving for school districts are expected to be between \$150,000 and \$300,000.

The initiative is exploring cost-savings in other areas such as energy, joint roof repairs and the purchase of office supplies in bulk.

Mangano invited special districts, such as fire and water districts as well as officials from villages, cities and towns to the presentation and to join the consortium. Several fire district commissioners attended as did representatives for Assemblywoman Michelle Schimel, Assemblyman Michael A. Montesano and State Senator Carl L. Marcellino.

For more information or to join the consortium, visit [www.nassausharedservicesgrant.c](http://www.nassausharedservicesgrant.c)

Cost-effective services

Taxpayer savings

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# NEWS n a s s a u BOCES Board of Cooperative Educational Services BRIEF

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Contact: Angela Marshall  
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## **Shared services meeting touts savings, unveils plans for future initiatives**

GARDEN CITY, N.Y., March 11, 2011 — Nearly 100 school, village, fire and elected officials came together on March 1 to listen to and exchange ideas about saving taxpayer money through cooperative purchasing and sharing of services.

The forum was part of a public presentation by members of the Steering Committee for the Nassau Schools and Municipal Savings Initiative in which Nassau County partners with Nassau BOCES, school districts and other municipalities. The presentation focused on the accomplishments of the consortium thus far, which led to more than \$760,000 in annual savings and statewide impact. It also highlighted ideas regarding significant cost-saving initiatives that could be pursued in the future.

The initiative also is working with other consortiums and sharing information about cooperative purchases that school districts and municipalities can participate in, including one for natural gas that Nassau County created. Nassau BOCES already has piggybacked on that contract and expects to save between \$60,000 and \$70,000 a year in natural gas costs. Numerous school districts also have expressed interest.

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The partnership had been awarded a \$1 million 21st Century Demonstration Shared Services Grant from New York State with the expectation that it become a model for cooperative efforts between municipal and education groups throughout the state.

The savings that have been realized so far came from several areas. These include:

- Lower pricing on out-of-district transportation of students 28 for school districts through regional bidding — estimated to save participating school districts about \$200,000
- Savings on joint purchasing of building condition inspections, required of all schools, estimated to save about \$400,000 for participating districts
- Lower costs for telecommunication services such as Internet, telephone and cellular services for grant partners, which already has produced more than \$160,000 a year in savings on cell phone service alone.

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# NEWS n a s s a u BOCES Board of Cooperative Educational Services BRIEF

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## **Cooperation continues to save taxpayers dollars**

GARDEN CITY, N.Y., March 28, 2011 — Nassau County Executive Edward P. Mangano and Nassau County Comptroller George Maragos stood with Nassau BOCES and other school officials on the Nassau School and Municipal Savings Initiative steering committee last month to announce a groundbreaking shared service initiative that could save Nassau's 56 districts as much as \$3 million over five years for audit services.

The cooperative effort was launched by the consortium, which includes Nassau County, Nassau BOCES and public school districts, to reduce the cost of state-mandated annual internal audits.

"Although Nassau County has no jurisdiction over school taxes, we are working with districts to save tax dollars at every turn," said Mangano. "At a time of economic difficulty for all Nassau residents, we are all dedicated to exploring all ways to achieve savings through cooperation and partnership."

Mangano issued a Request for Proposals (RFP) to solicit accounting firms who he expects will cut costs with the promise of serving additional customers.

As of April 5 — the deadline for the submission of proposals — seven accounting firms had responded to the RFP. An audit subcommittee of the consortium, chaired by Oceanside School District Superintendent Dr. Herb Brown, will select the lowest responsible bidder, and several contracts will be awarded on or about April 22. The number of firms that will be needed will depend on the number of school districts that participate.

During an emergency meeting in February, the Nassau County Legislature unanimously approved a resolution that allowed the County to procure this service on behalf of Nassau's 56 school districts.

Internal auditing services cost each school district between \$25,000 and \$80,000 a year for a total of more than \$2 million. New York State Education Law mandates a competitive RFP process for school districts to select audit firms at least every five years.

All districts are welcome to participate in the joint bid. When the initiative was first discussed in late 2009, 35 districts said they would join in the bid.

Nassau County is acting as a purchasing agent for the Nassau County Schools and Municipal Savings Initiative, the consortium spearheading the cooperative bid. Participating school districts would contract with the vendors on their own. Vendor billing and payment and supervision of services rendered would fall to participating districts.

Dr. Robert Hanna, Nassau BOCES deputy superintendent and chairman of the consortium, said "The end result of this initiative will be to lower costs, save taxpayer money, promote internal audit best practices and create a statewide prototype."

### **About Nassau BOCES**

Established in 1967, the Board of Cooperative Educational Services of Nassau County (Nassau BOCES) is a public agency that serves the 300 schools and 225,000 students in the 56 local school districts of Nassau County. Nassau BOCES creates, develops and implements those programs and services that would otherwise be too costly for individual school districts. As a result, county residents enjoy all the benefits of locally controlled schools while reaping the financial savings of a large cooperative.

Nassau BOCES offers more than 130 cost-effective, shared programs and services, including special education, career training for high-school students and adults, alternative schools, technology education, and teacher training, as well as dozens of programs to expand educational opportunities and help districts operate more efficiently. Visit [www.nassauboces.org](http://www.nassauboces.org) for news, information and educational updates.



For Immediate Release: October 24, 2011

Contact: Katie Grilli-Robles, Press Secretary (516) 571-4225

## **MANGANO ASSISTS SCHOOLS WITH REINING IN SPENDING**

Mineola, New York – Nassau County Executive Edward P. Mangano today announced that the Nassau Board of Cooperative Educational Services (BOCES) has approved an agreement to join the Long Island Purchasing Council, a bi-County consortium formed by County Executive Mangano and Suffolk County Executive Steve Levy, that allows Nassau’s 56 school districts to participate in its various money-saving initiatives. BOCES officials will represent the districts on the consortium’s board and join in on bids that will benefit them.

To date, the consortium has issued a bid for copy paper, already saved thousands of dollars for each consortium member. In addition, sewer, water and wastewater treatment chemical bids are expected to be awarded in November. The Council also formed a sub-committee, specifically targeting savings for fire districts and ambulance companies in both counties. A Request-For-Proposals (RFP) for emergency medical supplies and assorted fire gear is expected to be advertised soon.

County Executive Ed Mangano stated, “I applaud the LIPC’s effort to increase membership and, in turn, purchasing power and for working tirelessly to find ways to save taxpayer dollars. All municipalities must work collaboratively toward reducing costs for taxpayers. This is a great step toward achieving that goal and I urge all municipalities who haven’t already done so to join the LIPC. I am encouraged by support shown thus far and have confidence that the efforts of this group will help eliminate the waste of taxpayer dollars. Together, we are stronger!”

Deputy Superintendent of Nassau BOCES, Robert Hanna, added, “This is another great opportunity for Nassau County School Districts to bid and purchase needed products and services in a cost efficient manner that will save taxpayer dollars.”

The LIPC is aimed at pooling common government needs to obtain better pricing to help cut taxpayer costs and execute bulk purchases for common goods and services. Municipalities interested in joining the LIPC simply need to pass a resolution authorizing them to join. There is

no fee and, as a member, a district may participate in any of the consortiums' bulk purchases. The next open meeting of the LIPC is October 27<sup>th</sup> at Suffolk County headquarters in Hauppauge.

In addition to Nassau and Suffolk Counties, members include these districts and municipalities: City of Glen Cove, Bethpage, Franklin Square, Hicksville and Syosset Fire Departments, Town of Oyster Bay, Villages of Great Neck Plaza, Kings Point, Laurel Hollow, Matinecock, Plandome Heights, Sands Point, Stewart Manor and Valley Stream. As well as, Jericho, Massapequa, Oyster Bay, Port Washington and South Farmingdale water districts.

For more information on how to become a member of the LIPC, municipalities should visit: <http://www.lipurchasingcouncil.org>.

###



69° F

HI:62 LO:43

# Malverne-WestHempsteadPatch

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## Money-Saving Plans for Local School Districts Discussed at West Hempstead Meeting

Local representatives look at shared services, state grant and best practices in four areas including transportation.

By [Emily Wood](#) [Email the author](#) November 1, 2011

[1 Comment](#)

**Related Topics:** [Boces](#), [Consortium](#), [Nassau County](#), [New York S](#)  
[Transportation](#), [West Hempstead](#), and [long island](#)



Representatives from Nassau County, local school districts and BOCES gathered at West Hempstead Middle School to discuss a shared services plan during the West Hempstead Community Support and Civic Organization meeting.

Martin Kaye, a board member of Nassau BOCES, said that this idea came out of the notion that there was a way for some municipalities to work together to save tax dollars.

"Starting in 2007, Nassau BOCES, as well as the school districts and municipalities...were thinking and talking about various methods of saving money," he said, "...bringing together efforts that would reduce the cost of doing things and providing different items that we all use in educating our students and running the county."

This group of municipalities applied for the 21st Century Demonstration Grant program. They were awarded the grant which enabled them to fund the investigation process for committees and exploration of cost saving initiatives.

They have until March 2012 to spend the rest of the grant money, according to Deputy Superintendent of Nassau BOCES municipalities that rely on tax dollars to support their services are welcome to participate in the program, he added.

The group identified four areas for this project, including transportation for out-of-district students, information technology services, and purchasing. Steering committees were set up for each area. Members of the steering committee are from school boards, school districts, business officials and county representatives, Kaye added.

Richard Cunningham, deputy superintendent for the West Hempstead School District, is part of the transportation steering

"The whole idea was to create a transportation consortium that was efficient for the school districts in terms of price and a look to share buses going to the same school with surrounding school districts," he said.

Cunningham explained that West Hempstead has spent "a quarter of a million dollars less last school year than when before" due to adopting best practices from other entities. He also said that West Hempstead found savings in internal county.

"That isn't all due to this initiative, but this initiative is certainly a part," he continued. "Having different governmental entities and best practices really helps save in many different areas."

Hanna said that he believes the state gave them this grant to serve as a model for other public municipalities in the state.

"The bottom line is that we don't always get the chance to talk to each other all of the time," he said. "Unless you make it happen. The fact that we put this group together and we add new people all of the time to the group, we are going to

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#### COMMENTS (1)



[Manny Martinez](#)

9:06am on Tuesday, November 1, 2011

I was able to attend that meeting and it was good to see that the WHUFSD is heavily involved in this effort (€ saving taxpayer dollars. The idea is great but as you might expect, with so many districts and municipalities involved spending points that can be effectively addressed and the process is slow.

# NEWS n a s s a u BOCES BRIEF

Board of Cooperative Educational Services

FOR IMMEDIATE RELEASE

Contact: Angela Marshall  
516-396-2208

## Nassau BOCES and Nassau County announce \$9.5 million in savings for county taxpayers due to joint initiative

**New York, NY (March 15, 2012)** - Nassau BOCES Deputy Superintendent Dr. Robert Hanna, Nassau County Executive Edward Mangano, along with representatives from Nassau County school districts and public agencies announced \$9.5 million in savings as a result of the Nassau School and Municipal Savings Initiative, a 21<sup>st</sup> Century Demonstration Shared Services Grant awarded in 2009.

The Nassau School and Municipal Shared Savings Initiative is a cooperative effort among Nassau BOCES, Nassau County, local school districts and other public agencies. During the three years since the grant was awarded, the initiative's Steering Committee has identified several opportunities to collaborate and find efficiencies.

Thanks to regional bids, the initiative has saved more than \$550,000 in out-of-district transportation costs for school districts, \$400,000 in mandated building condition surveys, \$160,000 in IT and telecommunications services, \$8 million in cooperative energy purchasing. Other savings include nearly \$400,000 in phone line redundancy removal, phone line conversions to fiber and connecting school districts through a fiber network.

"We are pleased to report that we have been able to achieve an overall savings of \$9.5 million for county taxpayers," stated Nassau BOCES Deputy Superintendent Robert Hanna. "We hope to extend all of these initiatives to wider groups and school districts, and to embark on even more ambitious inter-municipal collaborations. What is clear from our initial findings is that cooperation can yield benefits without compromising the local control and quality our residents appreciate."

More savings will come from a recent cooperative fuel bid put out by the County that allows public agencies and school districts to save up to .25 cents off the pump price for gasoline.

"The County is committed to continuing to work alongside Nassau BOCES, Nassau school districts, and other Nassau County municipalities in leveraging collective buying power to maximize cost savings for our residents and stakeholders," stated Nassau County Executive Edward Mangano.

For more information about the Nassau School and Municipal Savings Initiative, please visit [www.nassausharedservicesgrant.org](http://www.nassausharedservicesgrant.org). Log onto [www.nasboces.org](http://www.nasboces.org) to learn more about Nassau BOCES.

### About Nassau BOCES

# NEWS n a s s a u BOCES BRIEF

Board of Cooperative Educational Services

Established in 1967, the Board of Cooperative Educational Services of Nassau County (Nassau BOCES) is a public agency that serves the 300 schools and 225,000 students of the 56 local school districts of Nassau County. Nassau BOCES creates, develops and implements programs and services that might otherwise be too costly for individual school districts. As a result, county residents enjoy all the benefits of locally controlled schools while reaping the financial savings of a large cooperative.

Nassau BOCES offers more than 130 cost-effective, shared programs and services, including special education, career training for high-school students and adults, alternative schools, technology education, and teacher training, as well as dozens of programs to expand educational opportunities and help districts operate more efficiently. Visit [www.nassauboces.org](http://www.nassauboces.org) for news, information and educational updates.

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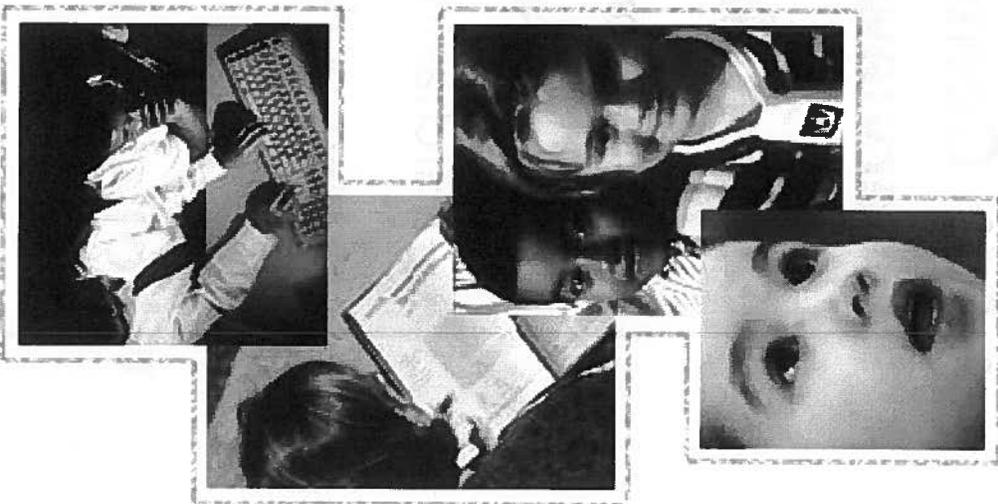
Cost-effective services

Taxpayer savings

Innovative student programs

Cutting-edge opportunities

# Select Steering Committee Communications



# ***21<sup>st</sup> Century Demonstration Grant -School and Municipal Savings Initiative***

***Cooperative Effort to Share Services***

n a s s a u  
**BOCES**  
Board of Cooperative Educational Services



**March 1, 2011**

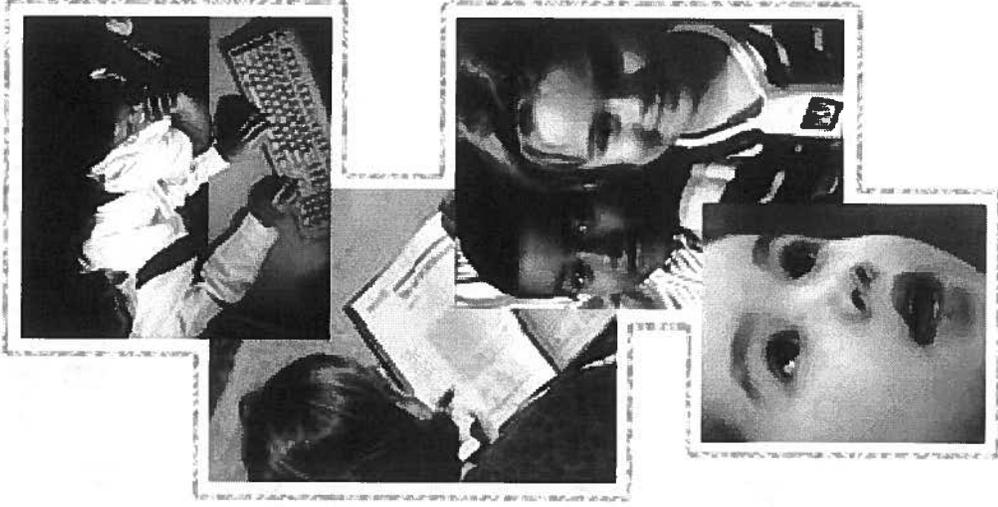
<http://www.nassausharedservicesgrant.org>



- **21st Century Demonstration Grant Project Overview**
- **Current Initiative Overview**
  - IT/Telecom
  - Internal Audit
  - Purchasing
  - Transportation
- **Long-Range Planning/Next Steps**



# *21st Century Demonstration Grant Project Overview*



# 21<sup>st</sup> Demonstration Grant Background



- A collaborative effort that started in 2007, brought together a working group of County, BOCES, School Superintendents, and School Board officials.
- The group identified sharing of non-instructional services between BOCES, School Districts, the County, and other Municipalities as an area of high savings opportunity.
- In January 2009, Nassau BOCES, Nassau County, and 35+ school districts submitted an application for the 21<sup>st</sup> Century Demonstration Grant Program.
- The grant was awarded in July 2009 and the group began focusing on shared service initiative implementation in the Fall of 2009.

# Demonstration Grant Objectives



- Leverage \$1 million grant for recurring annual savings through economies of scale and efficient resource management
  - Encourage widespread buy-in and participation by Nassau school districts and municipalities
  - Achieve annual savings of more than \$1 million through the participation of all 56 school districts
  - Expand opportunities for savings in non-instructional support services
- Work to remove legal and regulatory impediments to cooperation between BOCES/school districts and municipalities
- Serve as a prototype for similar multi-jurisdictional collaborations in New York State and nationally
- Establish a variety of formats for public information and interaction



# *Current Initiatives*

## *Overview*



# Information Technology and Telecommunications



■ **Objectives:** Develop cooperative bids for IT and telecommunications services and identify all IT/Telecom assets in County; build off of the success of the BOCES centralized IT/Telecom model and expand to municipalities to create "NassauNet."

■ **Current Status:** Issued Cooperative Bid RFP for cell phone services and data plans. RFP provided very competitive prices and low bid vendor was selected. Also selected vendor to perform asset mapping of all Education IT assets. BOCES is currently working with 16 school districts to consolidate their telephone and internet networks this coming summer. Additional districts are to be added each following summer until all 56 are on a single consolidated network. The expectation is that this will be a five year initiative.

■ **Estimated Cost Savings:**

- Cellular Initiative: \$160,000 annual savings
- NassauNet: Complete savings TBD, but BOCES is currently able to offer school districts a minimum of 15% off of their Internet and Telephone costs when they consolidate their networks
- Fiber Conversion: \$50,000 estimated, although additional savings will be realized in 2011
- Phone Line Redundancy Removal: \$240,000

■ **Next Steps:**

- Expand cellular initiative participation (school districts and municipalities)
- Identify and pursue infrastructure collaboration opportunities identified through the asset mapping analysis.
- NassauNet- BOCES will continue to advance their multi-year plan to phase in all interested school districts and will look to expand to the County and other municipalities where possible.
- Continue to pursue state legislative action needed to make aidable cooperative purchase of technology through a third party and authorize all levels of government and schools to cooperatively purchase these services.



# Internal Auditing



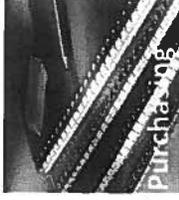
- **Objectives:** Achieve savings and enhance best practices through cooperative purchase of internal audit services; increase cooperation between external and internal auditors.
- **Current Status:** Working group has developed a strategy for cooperatively bidding the unique school district internal audit function and developed a Request for Proposals (RFP) for a firm to provide internal audit services to a consortium of school districts, drafted by the County Comptroller.
- **Estimated Cost Savings:** \$150,000-\$300,000\*
- **Next Steps:** Identify mechanism for issuing the internal audit RFP. Plan is to issue RFP for 2011-12 school year.

*\*The Internal Audit RFP has not yet been issued but savings assume that half of all Nassau school districts will participate and savings will be comparable to the Building Condition Survey RFP savings.*



# BOCES Cooperative Purchasing

- **Objectives:** Leverage collective buying power of Nassau School Districts, BOCES, the County, and other municipalities to maximize large quantity purchasing cost savings.
- **Current Status:** RFP developed for Building Condition Survey and Annual Visual Inspections (RESCUE Services), was provided to any interested school district and BOCES. Twenty-five (25) school districts and BOCES participated.
- **Estimated Cost Savings:** Collectively it is estimated that the RFP participants saved approximately \$400,000.
- **Next Steps:** The working group is investigating other cooperative purchase opportunities, including energy and select commodities.



# Out-of-District Transportation

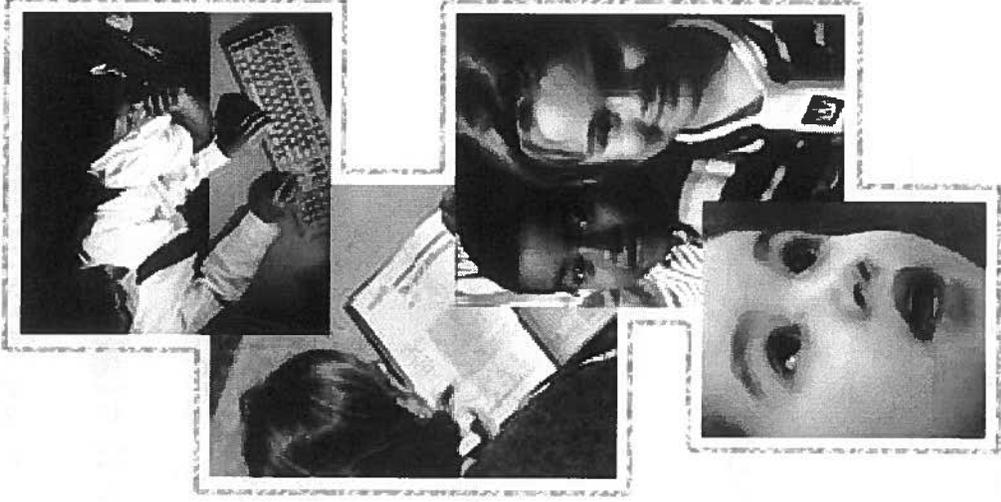


- **Objective:** Create a countywide out-of-district transportation consortium that will promote efficient vendor routing and reduced costs.
- **Current Status:** Coordinated and facilitated countywide out-of-district transportation bid with 28 school districts participating in the bid. Worked directly with SED to remove barriers for additional cost savings.
- **Estimated Costs Savings:** Initial estimated savings of \$200,000. Working group is still determining exact savings.
- **Next Steps:** Finalize savings estimates, debrief with participating school districts in order to prepare for next years bid.





# Long-Range Plan/Next Steps



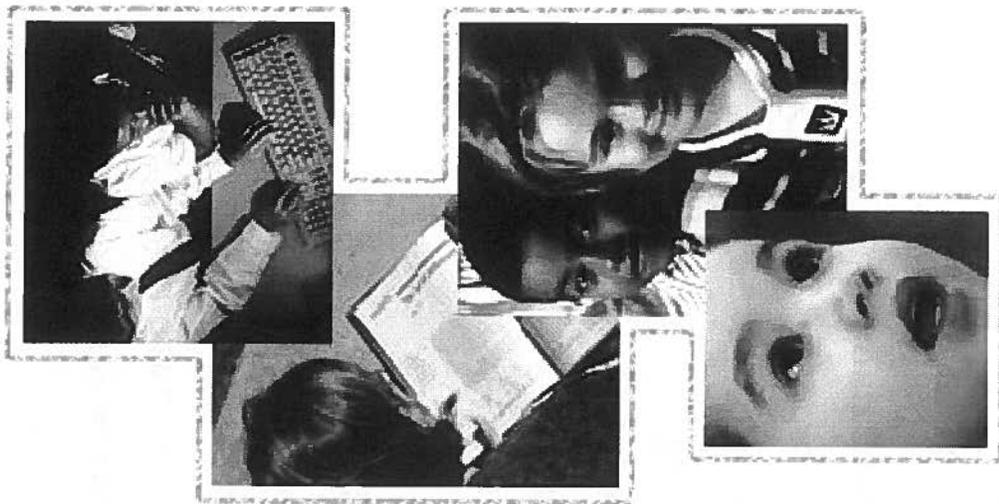
## Long-Range Plan/Next Steps



- **Fully implement current initiatives**
  - Transportation/Purchasing/Audit/IT/Telecom
- **Expand initiative participation**
  - School Districts, BOCES, Municipalities
- **Identify new shared service initiatives and assess feasibility in Nassau County**
  - For example: Cooperative Energy Purchasing, Joint Commodity Purchasing, Shared Fuel Facilities, School Supplies/ Text Books Purchase/Distribution, Equipment Sharing, Other
- **Continue to promote project and solicit stakeholder input**
- **Develop transferability reports to serve as State/National model**



# Questions





# Contacts

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Long-Term Planning: Mr. George Graf, Ms. Eden Laikin

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Grant Website

<http://www.nassausharedservicesgrant.org/>



# 21st Century Demonstration Grant School and Municipal Savings Initiative

*Cooperative Effort to Share Services*

March 8, 2012

ABCDEF



MASSACHUSETTS  
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Board of Cooperative Educational Services

<http://www.nassausharedservicesgrant.org>



# Presentation Overview

- **21st Century Demonstration Grant Project Overview**
- **Current Initiative Overview**
  - Transportation
  - IT/Telecommunications
  - Cooperative Purchasing
- **Long-Range Planning/Next Steps**

# 21<sup>st</sup> Demonstration Grant Background



- A collaborative effort that started in 2007, brought together a working group of Nassau County, Nassau BOCES, school superintendents, and school board officials.
- The group identified sharing of non-instructional services between BOCES, school districts, the County, and other municipalities as an area of high savings opportunity.
- In January 2009, BOCES, the County, and 35+ school districts submitted an application for the 21<sup>st</sup> Century Demonstration Grant Program.
- The grant was awarded in July 2009, and the group began focusing on shared service initiative implementation in fall of 2009.

# Demonstration Grant Objectives



- Leverage \$1 million grant for recurring annual savings through economies of scale and efficient resource management
  - Encourage widespread buy-in and participation by Nassau school districts and municipalities
  - Achieve annual savings of more than \$1 million through the participation of all 56 school districts
  - Expand opportunities for savings in non-instructional support services
- Work to remove legal and regulatory impediments to cooperation between Nassau BOCES/school districts and municipalities
- Serve as a prototype for similar multi-jurisdictional collaborations in New York State and nationally
- Establish a variety of formats for public information and interaction



# Out-of-district Transportation

- **Initiative:** Create a countywide out-of-district transportation consortium that will promote efficient vendor routing and reduced costs.
- **Current Status:** Coordinated and facilitated two countywide out-of-district transportation bids with 34 school districts participating. Worked directly with SED to remove barriers for additional cost savings.
- **Next Steps:** Work with regional cooperatives and the County to expand bid participation and maximize savings in 2012-13.



Savings Area	Savings Amount
<i>Countywide Bid Participation</i>	\$300,000
<i>Piggybacking Potential</i>	<u>\$250,000</u>
<b>Total</b>	<b>\$550,000</b>

# Information Technology and Telecommunications



- **Initiative:** Develop cooperative bids for IT and telecommunications services and identify IT/Telecommunications assets in County; build off of the success of the Nassau BOCES centralized IT/Telecommunications model and expand to municipalities to create "NassauNet."



- **Current Status:**

- Issued Cooperative Bid RFP for cell phone services and data plans
- Performed asset mapping of all Education IT assets in the County
- Continue BOCES centralized IT/Telecommunications model. The expectation is that this will be a five-year initiative with 13 of 56 school integrated by then end of this year.

- **Next Steps:**

- Identify and pursue infrastructure collaboration opportunities identified through the asset mapping analysis.
- BOCES will continue to advance their multi-year plan to phase in all interested school districts and will look to expand to the County and other municipalities where possible.

Savings Area	Savings Amount
<i>Cellular Initiative</i>	\$160,000
<i>NassauNet</i>	\$96,000
<i>Fiber Conversion</i>	\$50,000
<i>Phone Line Redundancy Removal</i>	<u>\$240,000</u>
<i>Total</i>	<b>\$546,000</b>



# Cooperative Purchasing



- **Initiative:** Leverage collective buying power of Nassau school districts, the County, and other municipalities to maximize large quantity and services purchasing cost savings.
- **Current Status:** Issued RFPs and made cost-saving awards for the following services:
  - Building Condition Survey and Annual Visual Inspections (RESCUE Services)
  - Internal Audit Services
  - GASB 45 Services
- **Next Steps:** The working group is investigating other cooperative purchase opportunities, including energy and select commodities. Opportunities and participation information will be posted on the grant website.

Savings Area	Savings Amount
<b>Building Condition Services</b>	\$400,000
<b>Internal Audit Services</b>	\$50,000
<b>GASB 45 Services</b>	<u>TBD</u>
<b>Total</b>	<b>\$450,000</b>

# Other Shared Services Initiatives

*The work continues...*



- **Cooperative Energy Purchasing**
  - Natural Gas Bid: County, BOCES, nine school districts, eight libraries, and one town participated in bid—others likely joining
  - Fuel Bid
- **Under Review**
  - Shared Fuel Facilities
  - School Supplies/ Text Books Purchase/Distribution
  - Equipment Sharing
  - Emergency Preparedness/Coordination
- **Other**

Savings Area	Savings Amount
Natural Gas Bid	\$7,600,000
Fuel Bid	\$400,0000
Other	<u>IBD</u>
<b>Total</b>	<b>\$8,000,000</b>



## Long-Range Plan/Next Steps

- **Fully implement current initiatives**
  - Transportation/Cooperating Purchasing/IT/Telecommunications
- **Expand initiative participation**
  - School districts, Nassau BOCES, Nassau County, Municipalities
- **Identify new shared service initiatives and assess feasibility in the County**
- **Continue to promote project and solicit stakeholder input**
- **Develop transferability reports to serve as state/national model**
  - IT/Telecommunications and Transportation Initiatives have had statewide implications
- **Develop Long-Term Plan**



Nassau School and Municipal Savings Initiative - Windows Internet Explorer

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Nassau School and Municipal Savings Initiative

## Nassau School and Municipal Savings Initiative A New York State 21st Century Demonstration Grant project

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**Watch the March 1 presentation video**

- Download the Apple Quicktime Player file.

**View Internal Audit Request Proposal**

**View Proposals, Request Proposals, Service Proposals**

The Nassau School and Municipal Savings Initiative is a cooperative effort among Nassau BOCES, Nassau County and Nassau County school districts and public agencies to reduce costs by sharing services. The project began in earnest in 2009, although school officials have been meeting and planning for implementation since 2006. The initiative is supported by a \$1 million 21st Century Demonstration Grant from the New York State Department of State.

The grant Steering Committee initially targeted four cost-cutting areas: cooperative purchasing information technology and telecommunications (ITT); internal audit and out-of-district transportation.

Subcommittees were created in each of these areas with the goal of demonstrating cost savings and service-delivery improvements among Nassau BOCES, Nassau County and Nassau County school districts and public agencies.

Please take a few minutes to read about the exciting work underway. The goal is to save taxpayers money. Please feel free to reach out with any suggestions or questions.

**Purpose and Objectives**

- Identify opportunities for savings in noninstructional support services
- Leverage \$1 million grant for recurring annual savings through economies of scale and efficient resource management
- Work to remove legal and regulatory impediments to cooperation among Nassau BOCES, school districts and municipalities
- Serve as a prototype for similar multi-jurisdictional collaborations in New York state and nationally
- Encourage widespread buy-in and participation by school districts and public agencies

**Successful 312 grant application**

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Nassau School and Municipal Savings Initiative

## Nassau School and Municipal Savings Initiative A New York State 21st Century Demonstration Grant project

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In addition to Nassau BOCES and Nassau County, 44 of the county's 56 school districts are supporters of the Nassau School and Municipal Savings Initiative.

The participating school districts are co-applicants of the grant or passed resolutions of support. They are:

- Baldwin Union Free School District
- Bellmore Union Free School District
- Bellmore-Merrick Central High School District
- Bethpage Union Free School District
- Carle Place Union Free School District
- East Rockaway Union Free School District
- East Williston Union Free School District
- Farmingdale Union Free School District
- Floral Park-Bellerose Union Free School District
- Franklin Square Union Free School District
- Freeport Union Free School District
- Garden City Union Free School District
- Glen Cove City School District
- Great Neck Union Free School District
- Hempstead Union Free School District
- Hewlett-Woodmere Union Free School District
- Hicksville Union Free School District
- Island Park Union Free School District
- Island Trees Union Free School District
- Jencho Union Free School District
- Lavitt Union Free School District

A B C D E

# Questions?





## Contacts

Steering Committee: Dr. Robert Hanna  
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