

# School District benefits from a multitude of savings

**Client** School District of Cheltenham Township

**Sector** Education

**Cost Categories**

Merchant Card Fees, Business Insurance,  
Janitorial Supplies, Office Supplies

## Alternatives help school district fiscal responsiveness

### SCHOOL DISTRICT STRUGGLES WITH DIMINISHING STATE AND LOCAL FUNDING

The School District of Cheltenham Township consists of a High School, 2 Middle Schools & 4 Elementary Schools with over 4,000 total students. They sought out ERA to assist them in offsetting the continued reductions in School Tax Revenues and State Funding.

### FINDING ALTERNATIVE SAVINGS

ERA's review of Cheltenham's overall expenses in several areas resulted in significant saving options in operating areas that will significantly ease the pain inflicted by the budget reductions imposed by state and local governments.

Compounding the reduced funding was a 10.6% increase in their property and liability insurance renewal from a recent insurer rating downgrade. The District turned to Expense Reduction Analysts (ERA) with its deep bench of expense category specialist and several successful engagements with school districts to reduce their cost in various areas, even ones that staff had thought pricing had been cut to the minimum.

ERA using its expertise, experience, and specialized techniques was able to mitigate the current year's insurance renewal increase. For next year, they have identified a specific in-state program that offered savings of 25% including benefits the district must have, such as selection of counsel and defense for Individual Education Plans (IEP).

In addition to Insurance, ERA identified savings in areas the district didn't have the resources to investigate, such as credit card fees for school programs, as well as, office and janitorial supplies where ERA leveraged experience and best practices to create better pricing and operating efficiencies.



### PROJECT INFORMATION

COST CATEGORY	SAVINGS %
<b>Merchant Card Fees:</b>	60%
<b>Business Insurance:</b>	2.7%
<b>Janitorial Supplies:</b>	12.5%
<b>Office Supplies:</b>	30.6 %

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I liked the various options that ERA provided on our janitorial project including alternative trash can liners, mop heads & cleaning chemicals. I was pleasantly surprised with the 60% savings in Merchant Card Fees.

MATTHEW J. MALINOWSKI, DIRECTOR OF BUSINESS AFFAIRS  
SCHOOL DISTRICT OF CHELTENHAM TOWNSHIP