

EDUCATIONAL SERVICE AGENCY (ESA) COST  
EFFECTIVENESS STUDY

AAESA - 1986

Prepared by:

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## Information in the Information Age

### Survey I & Survey II

The need for accurate timely information is growing at an ever increasing rate. Survey I is an overview of cost effectiveness, and Survey II is an in depth study of cost effectiveness.

A computer spreadsheet is often thought of as being a "What if?" tool, the information gathered using Survey I and Survey II is stored in a data base and can be used as a "How many?" tool.

How many agencies whose budget is over five million, and maintain data on cost/benefit of various services, and offer services in curriculum consulting, also provide research and development?

OR

How many media/library service agencies that provide for film and videotape purchase, also have film rental, and how many of these agencies have a budget of \$101,000 to \$300,000?

The "how many questions" can have thousands of variations to fit your exact needs.

The computer program used to compile this data is Microsoft File for the Macintosh. Microsoft File on the Macintosh sells for approximately \$110. The data disks are standard Macintosh 3 1/2" disks.

The South-Central Educational Cooperative Service Unit has compiled the information from Survey I and Survey II. The information is on data disks for the Macintosh that will run with Microsoft File. These disks with information can be purchased from SC/ECSU for \$20.

If you have need of this information contact:

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EDUCATIONAL SERVICE AGENCY (ESA) COST-EFFECTIVENESS STUDY

SAN FRANCISCO-1986-AAESA

The cost-effectiveness research project was completed by Twyla Coughlin, Tom Pagan, and Les Martisko for AAESA. The purpose of the study was to survey ESA's throughout the country to determine the extent of the agencies involvement in establishing cost-effectiveness measures. Two surveys were developed. Survey #1 was completed by Twyla Coughlin. This survey involved collecting preliminary information regarding the areas of service on which cost effectiveness had been developed. Survey #2 was completed by Les Martisko to provide more indepth data related to the study of cost effectiveness.

The report on the surveys was completed by Tom Pagan. The results of the surveys highlight data received from individual ESA directors.

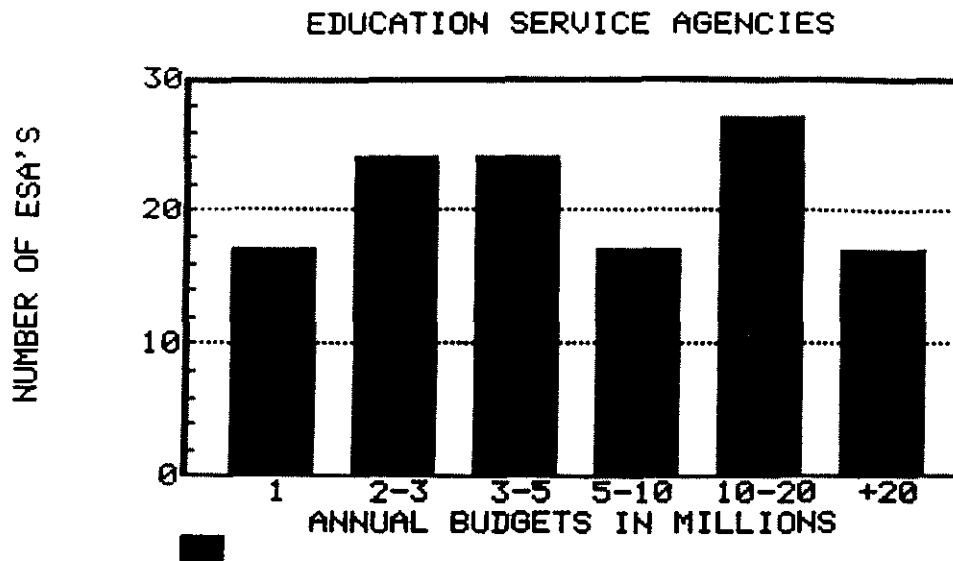
A further indepth analysis of the data can be obtained by purchasing for \$20.00. The program would enable an agency to obtain data which would provide information regarding the relationship of effectiveness variables to each other. For example, an agency with a budget of \$1,000,000. Does this agency provide direct service and if so in what areas? What amount of cost savings occur in ESA's with varying budget size and in what areas of service?

This program allows ESA's to have a common format for determining cost effectiveness. If an agency is interested in the determination of cost effectiveness, then the purchase of the program would be of assistance.

## EDUCATIONAL SERVICE AGENCY (ESA) COST EFFECTIVENESS STUDY

San Francisco-1986-AAESA

Information was collected based on 130 respondents out of a total 234 Educational Service Agencies (ESA) surveyed. A comparison of size of ESA's was determined by an analysis of annual budgets. Sixty-seven percent (67%) of the responding ESAs have annual budgets exceeding \$3 million and nearly half have annual budgets exceeding \$4 million as depicted in the following graph.



Services provided through ESAs were categorized and studied for similarities. In the instructional support area, ninety-one percent (91%) of the respondents reported offering staff development activities and eighty nine percent (89%) media library services. Over fifty percent (50%) reported instructional support services for curriculum consultants, equipment repair (including computers), and printing.

Additional commonalities among ESAs were reported in the area of management services. Seventy-four percent (74%) of the respondents were managing some form of cooperative purchasing effort for member school districts. Better than sixty percent (60%) provide federal program coordination and information services (i.e., grant writing staff searches). Over half of the responding ESAs offer services for data processing (i.e., payroll, scheduling, and grade reporting), planning, and evaluation. In the category of

direct instructional services to students, commonalities among ESA were found only in three areas: special education, vocational education, and gifted and talented education. The following summary depicts the programs and services offered by the majority of ESA's responding to the survey questionnaire.

### ESA SERVICES

<u>Instructional support services:</u>	% of ESAs providing services
Staff Development	91%
Media/library	89%
Curriculum Consultant	78%
Equipment Repair (including computers)	67%
Printing	51%
 <u>Management services:</u>	
Cooperative Purchasing	78%
Information (i.e., grant writing, staff searches)	61%
Federal Program Coordination	60%
Data processing (payroll, scheduling, grade reporting)	58%
Planning	55%
Evaluation	55%
 <u>Direct Instructional Service to Students:</u>	
Vocational/Occupational	60%
Education of Handicapped	56%
Gifted/Talented	54%

Although three basic patterns of types of ESAs exists in a large number of states (i.e., Special District ESA, Regionalized SEA/ESA, and Cooperative ESA), the study revealed that programs and services delivered have a high degree of similarity regardless of type.

Cost/benefit data was collected from thirty-one (31) responding ESAs. A seemingly small number of ESAs actually maintain cost savings data. Analysis of the responses indicated that most ESAs are not required to collect cost savings information. Cooperative type ESAs were more likely to collect cost savings data than Special Districts or Regionalized ESAs. Since membership in Cooperative type ESAs is characteristically voluntary, demonstration of cost effectiveness through shared services are utilized as a means to encourage enrollment and participation by LEAs.

The obvious is often hard to prove. So is the case with cost effectiveness of services through ESAs. Ninety six percent (96%) of the ESAs that reported maintaining cost/benefit data indicated that record keeping was done informally utilizing gross tallies of

numbers served and dollars saved. The typical method reported for determining cost savings was to compare unit costs of services through an ESA against costs of similar services from private vendors. Identifying the base line cost comparison data becomes the most difficult and complicated part of determining cost savings of services through ESAs. In an effort to obtain the most reliable base line cost data, ESAs most often use prices from private vendors as the base of comparison. Savings are then generated for each participating school district based on costs for services from the ESA as compared to what the individual district "would have paid" for those services from private vendors. The "would have paid" is the base line cost data utilized and is somewhat subjective and certainly open for conjecture. Due to the difficult nature of determining true cost savings, it is little wonder that most ESAs don't attempt the issue.

Cost/benefit data can be very important information for ESAs to maintain. Cost savings analysis of services through ESAs can produce convincing evidence of how the educational dollar can be stretched in helping provide equal educational opportunities for students. Survey II revealed that cost savings of services through ESAs does occur as indicated by the following evidence.

**ESTIMATED COST SAVINGS IN ACTUAL DOLLARS SAVED DURING  
1984-85 SCHOOL YEAR**

Staff Development

A. \$0 - \$10,000	2
B. \$10,001 - \$20,000	2
C. \$20,001 - \$40,000	1
D. \$40,001 - \$50,000	0
E. \$50,001 and above	3

Data Processing

A. \$0 - \$10,000	1
B. \$10,001 - \$20,000	2
C. \$20,001 - \$40,000	0
D. \$40,001 - \$50,000	0
E. \$50,001 and above	6

Cooperative Insurance

A. \$0 - \$25,000	4
B. \$25,001 - \$50,000	4
C. \$50,000 - \$75,000	2
D. \$75,000 - \$100,000	0
E. \$101,000 and above	2

Media/Library Services	
A. \$0 - \$25,000	5
B. \$25,001 - \$50,000	2
C. \$50,001 - \$100,000	1
D. \$100,001 - \$150,000	1
E. \$150,001 and above	8
Equipment Repair	
A. \$0 - \$25,000	7
B. \$25,001 - \$50,000	1
C. \$50,001 - \$100,000	3
D. \$100,001 - \$150,000	1
E. \$150,001 and above	0

The total estimated savings for 1984-85 reported by the thirty-one (31) responding ESAs was over \$5,000,000. This amount is only a drop in the bucket compared with the dollar savings which go unreported by most ESAs.

#### CONCLUSION:

The ESA cost-effectiveness study completed through two survey instruments produced some alarming results. It appears that most ESAs don't maintain any cost/benefit data. Those that do collect such information tend to utilize informal approaches and produce somewhat subjective analysis because of their basis of comparison. Regardless of the type, it would seem pertinent that all ESAs should maintain supporting evidence that specific educational programs and services are more cost effectively and efficiently provided through ESAs than by an individual school district.

Although this study provides documentation that ESAs are cost effectively delivering services to school districts, hard data results are somewhat inconclusive and merits extended research. AAESA should therefore encourage all ESAs to collect cost/benefit data which could be included in annual studies by AAESA over a period of years. Furthermore, ESAs should be guided in the compilation of more empirical data regarding cost effectiveness versus subjective analysis.

TOTALS  
Survey 1

1. Name of Agency: \_\_\_\_\_  
 2. Address: \_\_\_\_\_  
 3. Phone Number: ( ) \_\_\_\_\_ 4. Contact Person: \_\_\_\_\_

5. Range of Estimated Annual Budget:

Under 1,000,000	17
\$1,000,000 - \$3,000,000	24
\$3,000,000 - \$5,000,000	24
\$5,000,000 - \$10,000,000	17
\$10,000,000 - \$20,000,000	27
over \$20,000,000	17

6. What is your average annual membership fee per district? (estimated)
7. Does your unit currently maintain data on cost/benefit of various services?  
 [58] Yes                      [5] No
8. If "yes" to question 8, check those areas which data is maintained. If the service is "not offered," check the appropriate box. Below each section is a space to make additional comments. Use this space to clarify or further define services offered.

	Service Offered	No Service Offered	Cost Benefit Data Maintained	
<b>A. DIRECT INSTRUCTIONAL SERVICE TO STUDENTS IN LEA'S</b>				
o education of handicapped children	67	11	12	4
o vocational/occupational	55	33	0	20
o pupil personnel	33	55	1	12
o bilingual	18	70	0	7
o migrant	22	63	0	6
o gifted/talented	48	39	1	20
o outdoor/environmental	22	65	0	7
o adult education	31	45	0	13
* additional: _____				
<b>B. INSTRUCTIONAL SUPPORT SERVICE TO LEA'S</b>				
o curriculum consultant	78	18	0	20
o media/library services	65	7	1	47
o equipment repair (include computers)	48	26	1	37
o staff development activities	86	2	1	29
o printing	41	38	1	23
o drivers education simulation	13	68	0	11
* additional: _____				
<b>C. MANAGEMENT SERVICES TO PUBLIC LEA'S</b>				
o cooperative purchasing, equipment, supplies	53	16	1	44
o data processing (payroll, scheduling, grading,)	40	37	1	32
o planning	59	37	0	10
o research and development	47	45	0	8
o evaluation	60	34	0	9
o information (i.e. grant writing, staff searchers)	67	31	0	10
o federal program coordination	62	31	0	14
o cooperative insurance purchase	35	48	0	18
o pupil transportation cooperative	22	64	1	8
* additional _____				

*over*



	Service Offered	No Service Offered	Cost Benefit Data Maintained
<b>D. SERVICES TO STATE EDUCATION AGENCIES (SEA'S)</b>			
o data processing	[ ]	[ ]	[ ]
o information	[ ]	[ ]	[ ]
o financial services	[ ]	[ ]	[ ]
* additional			
<b>E. SERVICES TO NON-PUBLIC SCHOOLS</b>			
o curriculum development	[ ]	[ ]	[ ]
o media and library	[ ]	[ ]	[ ]
o staff development	[ ]	[ ]	[ ]
o data processing	[ ]	[ ]	[ ]
o education of handicapped children	[ ]	[ ]	[ ]
o vocational/occupational	[ ]	[ ]	[ ]
* additional			
<b>F. SERVICES TO AGENCIES OTHER THAN LEA'S AND SEA'S</b>			
o adult education	[ ]	[ ]	[ ]
o staff development	[ ]	[ ]	[ ]
o management services	[ ]	[ ]	[ ]
o other (define)	[ ]	[ ]	[ ]
* additional			

9. If you maintain cost/benefit data, identify the purpose for doing so. If not, omit this question.

- 34 Accountability to State Legislature and justification for continued funding.
- 39 Accountability to State Education agency.
- 59 Justification to LEA's encouraging participation in future services.
- 54 In-house administrative uses
- Other: Please Specify \_\_\_\_\_

10. If you maintain cost/benefit how are you recording it?

- 8 Purchased computer program
- 25 Adapted computer program
- 56 Informal record keeping, gross tally of numbers served, dollars saved.
- Other: Please Specify \_\_\_\_\_

11. Does your district participate in the distribution of educational programs through the following means:

satellite: 19 yes 96 no    cable: 23 yes 92 no    microwave: 11 yes 102 no

12. Can you include additional information with the return of this survey? [ ] yes [ ] No

Thank You!!

TOTALS  
 SURVEY II

1. Name of Agency:
2. Address:
3. Phone:
4. Contact Person:
5. Range of Estimated Budget:
6. Does your unit currently maintain cost/benefit data on the following services? Check those areas on which your unit maintains cost benefit data.

A. Education of handicapped children	12
B. Staff Development	11
C. Data Processing	10
D. Cooperative Insurance Program	15
E. Media/Library Service	16
F. Equipment Repair	14
G. Cooperative purchasing, equipment, supplies	21

Answer specific questions related to only those areas that you checked A-G.

\* To complete survey #II. To the best of my knowledge there will not be a Survey #3, so please consider completing Survey #2 without concern for having to do another survey.

A. EDUCATION OF THE HANDICAPPED

1. Types of services on which cost data are generated.		Yes	No
-Special Education Administration		10	21
-Low Incidence Service		9	22
-Related Service		5	26
-Transportation		7	24
-Hearings, process 8		3	28
-Staffings case studies		3	28
2. If cost savings data are generated on the special education service in #1, what is the unit of comparison used?		Yes	No
-Private Vendor		3	28
-Public Schools		8	23
-Other Cooperatives		6	25
3. What is the method used to arrive at the cost savings for services?			
\$ for days of service		5	26
\$ for hours of service		3	28
\$ for years of service		5	26

- |   | Yes      | No          |
|---|----------|-------------|
| 4. Would you be willing to attach copies of specific cost studies in special education? | <u>5</u> | <u>    </u> |
| 5. Number of full-time staff employee in special education (Circle choice)              |          |             |
| A. 0 - 25   | <u>4</u> |             |
| B. 25 - 50  | <u>0</u> |             |
| C. 51 - 100   | <u>5</u> |             |
| D. 101 - 200  | <u>3</u> |             |
| E. 201 and above  | <u>2</u> |             |
| 6. Special Education Budget (Circle choice)   |          |             |
| A. 0-500,000  | <u>3</u> |             |
| B. 501,000 to 1,000,000   | <u>0</u> |             |
| C. 1,001,000 to 1,500,000   | <u>1</u> |             |
| D. 1,501,000 to 2,000,000   | <u>0</u> |             |
| E. 2,001,000 and above  | <u>9</u> |             |

**B. STAFF DEVELOPMENT**

- |   |          |           |
|---|----------|-----------|
| 1. Types of services on which cost data are generated.  | Yes      | No        |
| -Outside consultant fees  | <u>9</u> | <u>22</u> |
| -Staff Time (internal)  | <u>9</u> | <u>22</u> |
| -Administrative Time  | <u>9</u> | <u>22</u> |
| -Cost per hour for each person attending staff development sessions                                     | <u>7</u> | <u>24</u> |
| -All other related costs: secretary, communications, mailing, etc.                                      | <u>8</u> | <u>23</u> |
| 2. If cost savings data are generated in the area of staff development, what is the unit of comparison? |          |           |
| -private vendors  | <u>6</u> | <u>25</u> |
| -other public schools   | <u>6</u> | <u>25</u> |
| -other educational cooperatives   | <u>5</u> | <u>26</u> |
| 3. What is the method of arriving at the cost savings for services?                                     |          |           |
| -\$ for days of service   | <u>9</u> | <u>22</u> |
| -\$ for hours of service  | <u>2</u> | <u>29</u> |
| -\$ for years of service  | <u>1</u> | <u>30</u> |
| 4. Will you attach copies of cost benefit data analysis completed by your cooperative?                  | <u>3</u> | <u>28</u> |
| 5. Number of full-time staff for which staff developed is being provided. (Circle choice)               |          |           |
| A. 0 - 100  | <u>2</u> |           |
| B. 101 - 200  | <u>1</u> |           |
| C. 201 - 300  | <u>0</u> |           |
| D. 301 - 400  | <u>1</u> |           |
| E. 401 and above  | <u>7</u> |           |

Yes No

6. Staff Development Budget (Circle choice)

- |    |                    |          |
|----|--------------------|----------|
| A. | 0 to 100,000       | <u>7</u> |
| B. | 101,000 to 200,000 | <u>5</u> |
| C. | 201,000 to 300,000 | <u>0</u> |
| D. | 301,000 to 400,000 | <u>0</u> |
| E. | 401,000 to Above   | <u>0</u> |

7. Estimate cost savings in actual dollars saved during 1984-85 school year.  
(Circle choice)

- |    |                  |          |
|----|------------------|----------|
| A. | 0 to 10,000      | <u>2</u> |
| B. | 10,001 to 20,000 | <u>2</u> |
| C. | 20,001 to 40,000 | <u>1</u> |
| D. | 40,001 to 50,000 | <u>0</u> |
| E. | 50,001 and above | <u>3</u> |

8. Comments related to cost savings information on staff development

C. DATA PROCESSING

1. Types of services on which cost data are generated

- |                 |           |           |
|-----------------|-----------|-----------|
| -Accounting     | <u>11</u> | <u>20</u> |
| -Payroll        | <u>11</u> | <u>20</u> |
| -General Ledger | <u>9</u>  | <u>22</u> |

2. If cost savings data are generated in the area of data processing, what is the unit of comparison?

- |                                 |          |           |
|---------------------------------|----------|-----------|
| -private vendors                | <u>9</u> | <u>22</u> |
| -other public schools           | <u>4</u> | <u>27</u> |
| -other educational cooperatives | <u>6</u> | <u>25</u> |

3. What is the method of arriving at the cost savings for services?

- |                          |          |           |
|--------------------------|----------|-----------|
| -\$ for days of service  | <u>1</u> | <u>30</u> |
| -\$ for hours of service | <u>2</u> | <u>29</u> |
| -\$ for years of service | <u>5</u> | <u>26</u> |

4. Will you attach copies of cost benefit data analysis completed by your cooperatives?

<u>3</u>	<u>28</u>
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5. Number of full-time staff which data processing services impact. (Circle choice)

- |    |               |          |
|----|---------------|----------|
| A. | 0 - 100       | <u>2</u> |
| B. | 101 - 300     | <u>3</u> |
| C. | 301 - 500     | <u>0</u> |
| D. | 501 - 700     | <u>0</u> |
| E. | 701 and above | <u>4</u> |

Yes No

6. Data Processing Budget (Circle choice)

A.	0 - 300,000	<u>6</u>
B.	301,000 - 600,000	<u>2</u>
C.	601,000 - 900,000	<u>1</u>
D.	901,000 - 1,200,000	<u>1</u>
E.	1,201,000 and above	<u>1</u>

7. Estimated Cost Savings in actual dollars saved during 1984-85 school year.  
(Circle choice)

A.	0 - 10,000	<u>1</u>
B.	10,001 - 20,000	<u>2</u>
C.	20,001 - 40,000	<u>0</u>
D.	40,001 - 50,000	<u>0</u>
E.	50,001 and above	<u>6</u>

8. Comments related to cost savings information on data processing.

D. COOPERATIVE INSURANCE PROGRAM

1. Types of services on which cost effectiveness data is maintained.

-Health Insurance	<u>11</u>	<u>20</u>
-Workers Compensation	<u>8</u>	<u>23</u>
-Unemployment	<u>5</u>	<u>26</u>
-Liability	<u>2</u>	<u>29</u>
-Auto Insurance	<u>2</u>	<u>29</u>
-Property	<u>3</u>	<u>28</u>

2. What is the unit of comparison?

-Private Vendor	<u>13</u>	<u>19</u>
-Other School Costs	<u>4</u>	<u>27</u>
-Other Cooperative Providers	<u>4</u>	<u>27</u>

3. Method of arriving at the cost savings for services?

-Bid prices from individuals/groups	<u>9</u>	<u>22</u>
-Estimates of savings	<u>7</u>	<u>24</u>
-Year to year comparison	<u>10</u>	<u>21</u>

4. If cost savings data are generated in the area of cooperative insurance, what is the unit of comparison?

-private vendors	<u>10</u>	<u>21</u>
-other public schools	<u>4</u>	<u>27</u>
-other educational cooperatives	<u>4</u>	<u>27</u>

5. Number of full-time staff impacted by the coverage. (Circle choice)

A.	0 - 100	<u>2</u>
B.	101 - 200	<u>0</u>
C.	201 - 300	<u>3</u>
D.	301 - 400	<u>0</u>
E.	401 - more	<u>8</u>

6. Insurance Budget by organization and amount obligated by insured personnel. (Circle choice)

- A. 0 to 500,000 5
- B. 501,000 to 1,000,000 4
- C. 1001,000 to 1,500,000 2
- D. 1501,000 to 2,000,000 0
- E. 2001,000 to 2,500,000 3

7. Estimated cost savings in actual dollars saved during 1984-85 school year. (Circle choice)

- A. 0 to 25,000 4
- B. 25,001 to 50,000 4
- C. 50,000 to 75,000 2
- D. 75,000 to 100,000 0
- E. 101,000 to above 2

8. Comments related to cost savings information on cooperative insurance program.

E. MEDIA/LIBRARY SERVICE

1. Types of service on which cost data are maintained.

- Film Purchase 15 16
- Film Rental 13 18
- Videotape Program Purchase 14 17
- Videotape Rights Purchase 9 22
- Book Purchase 5 26
- Kits and other media materials purchase 7 24

2. What is the unit of comparison?

- Private Vendor 14 17
- Other School Costs 2 29
- Other Cooperative Providers 5 26

3. Method of arriving at the cost savings for services?

- \$ Comparison purchase prices 10 21
- \$ Comparison rental prices 14 17
- \$ Comparison rights prices 5 26

4. If cost savings data are generated in the area of media/library services, what is the unit of comparison?

- private vendors 13 18
- other public schools 1 30
- other educational cooperatives 6 25

5. Number of full-time staff served in unit. (Circle choice)

- A. 0 - 500 5
- B. 500 - 1,000 0
- C. 1,001 - 2,000 4
- D. 2,001 - 3,000 3
- E. 3,001 - 4,000 2
- F. 4,001 - 5,000 2
- G. 5,000 - over 2

6. Media Budget (Circle choice)

A.	0 - 100,000	<u>6</u>
B.	101,000 - 300,000	<u>0</u>
C.	301,000 - 500,000	<u>0</u>
D.	501,000 - 700,000	<u>1</u>
E.	701,000 - above	<u>3</u>

7. Estimated Savings (Circle choice)

A.	0 - 25,000	<u>5</u>
B.	25,001 - 50,000	<u>2</u>
C.	50,001 - 100,000	<u>1</u>
D.	101,001 - 150,00	<u>1</u>
E.	151,000 - above	<u>8</u>

8. Comments related to cost savings information on media/library service.

F. EQUIPMENT REPAIR

1. Types of service

-Computer	15	16
-TV Monitors	<u>14</u>	<u>17</u>
-Audio Recorder	13	18
-Typewriter	6	25
-Score Boards	1	30
-Clocks	2	29
-Musical Instruments	<u>2</u>	<u>29</u>

2. What is the unit comparison?

-Private Vendor	14	17
-Other School Costs	<u>4</u>	<u>27</u>
-Other Cooperative Providers	3	28

3. Method of arriving at the cost savings for services?

-\$ Comparison purchase prices	12	19
-\$ Comparison rental prices	3	28
-\$ Comparison rights prices	<u>3</u>	<u>28</u>

4. If cost savings data are generated in the area of equipment repair, what is the unit of comparison?

-private vendors	14	17
-other public schools	<u>3</u>	<u>28</u>
-other educational cooperatives	<u>3</u>	<u>28</u>

5. Number of full-time staff served in unit. (Circle choice)

A.	0 - 500	<u>5</u>
B.	500 - 1,000	<u>1</u>
C.	1,001 - 2,000	<u>2</u>
D.	2,001 - 3,000	<u>2</u>
E.	3,001 - 4,000	<u>1</u>
F.	4,001 - 5,000	<u>2</u>
G.	5,000 - over	<u>2</u>

6. Equipment Budget (Circle choice)

A.	0 - 100,000	<u>12</u>
B.	101,000 - 300,000	<u>4</u>
C.	301,000 - 500,000	<u>0</u>
D.	501,000 - 700,000	<u>0</u>
E.	701,000 - above	<u>0</u>

7. Estimated Savings (Circle choice)

A.	0 - 25,000	<u>7</u>
B.	25,001 - 50,000	<u>1</u>
C.	50,001 - 100,000	<u>3</u>
D.	101,001 - 150,000	<u>1</u>
E.	151,001 - above	<u>0</u>

8. Comments related to cost savings information on media/library service.

G. COOPERATIVE PURCHASING

1. Types of service

-Paper	<u>18</u>	<u>13</u>
-Office Supplies	<u>16</u>	<u>15</u>
-Hardware Computer, typeriters, copy machine	<u>15</u>	<u>16</u>
-Custodial Supplies	<u>12</u>	<u>19</u>
-AV Supplies	<u>17</u>	<u>14</u>
-Food	<u>4</u>	<u>27</u>
-Lumber	<u>3</u>	<u>28</u>

2. What is the unit comparison?

-Private Vendor	<u>18</u>	<u>13</u>
-Other School Costs	<u>7</u>	<u>24</u>
-Other Cooperative Providers	<u>7</u>	<u>24</u>

3. Method of arriving at the cost savings for services?

-\$ Comparison purchase prices	<u>21</u>	<u>10</u>
-\$ Comparison rental prices	<u>1</u>	<u>30</u>
-\$ Comparison rights prices	<u>0</u>	<u>31</u>

4. If cost savings data are generated in the area of equipment repair, what is the unit of comparison?

-Private vendors	<u>11</u>	<u>20</u>
-Other public schools	<u>6</u>	<u>25</u>
-Other educational cooperatives	<u>5</u>	<u>26</u>

5. Number of full-time staff served in unit. (Circle choice)

A.	0 - 500	<u>6</u>
B.	500 - 1,000	<u>1</u>
C.	1,001 - 2,000	<u>4</u>
D.	2,001 - 3,000	<u>2</u>
E.	3,001 - 4,000	<u>1</u>
F.	4,001 - 5,000	<u>1</u>
G.	5,000 - over	<u>4</u>



6. Cooperative Purchasing Budget (Circle choice)

- |    |                   |           |
|----|-------------------|-----------|
| A. | 0 - 100,000       | <u>15</u> |
| B. | 101,000 - 300,000 | <u>1</u>  |
| C. | 301,000 - 500,000 | <u>2</u>  |
| D. | 501,000 - 700,000 | <u>1</u>  |
| E. | 701,000 - above   | <u>3</u>  |