



## School Efficiency Consultants

*Maximizing Resources for School Success*

### Make Every Dollar Count!

Educating students at the highest levels with fewer dollars, reduced staffing, and decreased overall capacity is a way of life for superintendents, other district and school administrators, and boards of education. Getting this job done with maximum efficiency is what School Efficiency Consultants (SEC) is all about. Our educators and MBAs/CPAs help schools apply business efficiencies to operations to gain more resources to support teaching and learning.

### Services

Local schools are benefiting from millions of dollars that SEC has saved through our efficiency studies. At SEC, our experts study your operations and recommend more efficient ways of allocating resources. These reviews are putting money where it is most needed—in the classroom to benefit students!



### Financial Wellness Checklist Review

Consider it your health physical for the finances of your district. That is how one district official describes the SEC Fiscal Wellness Checklist. This analysis was developed by SEC's team of district administrators, chief financial officers, auditors, and business leaders. It is designed specifically for maximizing district resources.

The Financial Wellness Checklist covers a range of areas, including:

- Examining the fiscal health of a school district—audit and fund balance analyses, sustainability of enterprise funds (child nutrition, etc.), and compliance with grants.
- Assessing the effectiveness of human resource allocations/staffing—professional contract analysis, staff allocations and formulas, outsourcing potential, and more.
- Evaluating operational resources for maximum efficiencies—central office, transportation, maintenance, and other operational areas.
- Studying overall resource management—federal, state, and local fund usage; risk management and other insurance programs; e-Rate and technology systems; construction; and Capital outlay.

SEC conducts analyses of these areas or others as needed by districts and presents recommendations for more efficient use of these resources.

### Finance Training

SEC offers training to ensure that finance personnel, school leaders, boards of education, and other officials understand the complex system that makes up North Carolina's school finance arena. Key components that can be covered include laws impacting school budgets, the budget cycle, sources of funds, roles and responsibilities, and other areas.

### Finance Officer Support

SEC provides on-site support for finance officers and staff. Our veteran finance officials offer training and mentoring for finance officers, on-site support for finance staff, and finance operation efficiency evaluations. In addition, we can evaluate the efficiency of your finance operation, assist with maximizing technology for finance operations, and independently review your budget.

### Human and Financial Resources

The largest share of a school district's budget is tied up in personnel costs. SEC helps districts examine positions and resource allocations to ensure that hiring and finance laws are being followed and that every dollar spent on personnel is used as effectively as possible. SEC examines the human resource and fiscal operations of a district to ensure that these areas are running efficiently and to help streamline operations.

### Transportation Services

Fuel costs, parts expenses, and increasing pressure to operate at the highest safety levels while being cost effective have school district transportation departments on the alert for any areas where they can use resources more wisely. SEC offers transportation services reviews to provide an independent analysis of transportation operations and budgets.

### Child Nutrition Program Services

In most school districts, the Child Nutrition Program is one of the largest federally-funded programs. With the right actions, these programs can be profitable. SEC can review the operations of your child nutrition area and make recommendations for improving the efficiency and effectiveness of these programs. Our services include examining position allotments by school and food inventories to ensure that every dollar is spent wisely.

## Expertise and Qualifications

H. Hank Hurd, MBA, CPA and SEC Partner, is the former Associate State Superintendent for Financial and Business Services and Chief Financial Officer at the North Carolina Department of Public Instruction. He is known across North Carolina as the architect of a model for school districts that helps save millions of dollars.



Kathy Isenhour, CPA and SEC Partner, was Associate Superintendent for Hickory (NC) Public Schools and an award-winning school business official. In addition to school finance, she has expertise in maintenance, food service, purchasing, capital improvements, long-range planning, and transportation.



Frank "Ricky" Lopes, CPA and SEC Partner, has over 25 years' experience in public school finance and administration, and serves as Associate Superintendent for Business Operations for Cumberland County Schools, NC. He is often called upon for presentations on school finance.

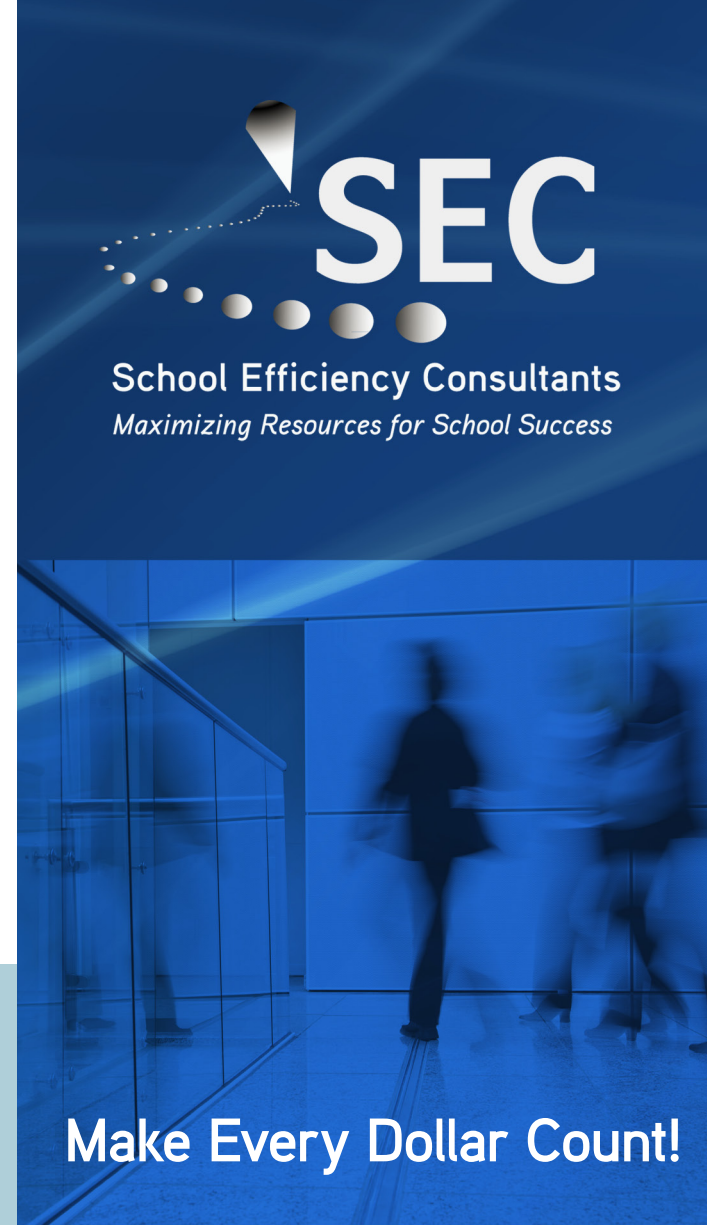


## Additional Experts

In addition to these school finance experts, SEC has the capacity to involve educators and school operations leaders in making your schools more efficient. From school administrators who are current practitioners to state, local, and federal education department personnel, SEC is prepared to engage the most experienced professionals in order to provide excellent service. SEC is an affiliate of Rives & Associates, LLP, an accounting firm with offices in Charlotte, Raleigh, and Lexington.



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