

Question #4

What additional opportunities exist for generating revenue to support our continued work and delivery of services?

Numerous ideas were presented by participants that relate to matters governed by our bargaining agreements with our various represented units. They have not been included as they require bargaining with the agencies various labor organizations.

SUGGESTION	RESPONSE/FOLLOW UP	MANAGEMENT RESPONSIBLE
(9) Increase grant writing in agency.	Already being implemented.	
(4) More fund raising with parent involvement.	Need to proceed with caution. During times of economic hardship, parents and community members are also often affected negatively and are unable to provide donations or solicit them from friends and family.	
(3) Establish ESB Education foundation.	Creating a foundation was investigated and rejected several years ago because of concerns about competing with our clients – component school districts – however, in the present climate, it may be appropriate to revisit.	Cabinet Members
(3) Collaborate with other BOCES.	We collaborate with both other BOCES on Long Island as well as BOCES state wide.	
(3) Home schooling/Tutoring.	Will be investigated.	Special Education Department

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(3) More Adult Ed services provided.	Limited by enrollment and space.	
(3) Re-develop preschool education at BOCES to offer school districts.	Needs to be investigated. Funding constraints set by NYSED made it impossible to run an effective program in the past. We will investigate to see if there has been any positive alteration of the funding formula.	Administrative Council Members
(3) After school programs (trainings/ scope/academic extras/sports).	SCOPE already offers this service at several of our component school districts.	
(3) Provide After and/or Before School Programs at Districts.	SCOPE already offers this service at several of our component school districts.	
(2) Offer our training program to more districts.	What specific training program? We offer many Education consultant teacher services are available to all of our component districts, and are subscriptions to this service continue to increase. We will continue our focus on this	

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	vital service.	
(2) Tech Assistance to Towns, Libraries, County, etc.	May not be permitted due to County Laws and Regulations.	
(2) Lease facilities for extra hours (basketball, in-service classes).	Worth investigating.	Cabinet Members
(2) Bring back Alternative High School.	We are investigating the establishment of collaborative Alternative Evening School with districts in our region. We will determine if we can meet our district's needs, and coordinate a quality program in the coming months.	Special Education Department
(2) Child care/Elder care.	Will be investigated.	Educational Services Division
(2) Advertise <ul style="list-style-type: none"> • Sell BOCES products <ul style="list-style-type: none"> ○ Horticulture 	We do customer service. The CTE / SCE programs currently provide customer service,	

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<ul style="list-style-type: none"> ○ Pet services ○ Carpentry ○ Food ○ Video production, etc. 	<p>and sell student-product products and student performed services to the community.</p>	
<p>(2) Partnering with more businesses.</p>	<p>In progress.</p> <p>CTE / SCE Business and Industry Partnership currently includes 300+ partners providing a variety of support to our department and programs. We continue to hold tours, informational breakfasts and reach out to Long Island businesses. Our Work Activities Center coordinates volunteer services that allow our students' community based instruction throughout our BOCES Region. We will continue to increase the number of cooperating businesses, and opportunities for our students.</p>	

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(2) Saturday Respite Program.	We can investigate.	Educational Services Division
(2) Video conferencing (raise awareness).	Already being done – working to expand.	
(2) More P.R. of our services, especially career.	Newspaper and TV coverage are a cooperative effort between programs, ESB Communications Office and Zimmerman and Edelson, Public Relations firm under contract with BOCES. In addition, the agency produces many print media products. All material is available in English and Spanish.	
(2) Increase availability of specialized consultants to districts.	As requested by districts. We continue to work with our districts to offer consultant teacher services, through CoSer Services, as well as Regional Space Planning, and other Grant funded programs.	
(2) More itinerant services out to districts.	Under investigation.	Special Education Department

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(2) Regional Transportation – Review Tech Schedules to consolidate.	Under investigation.	Management Services Division
(2) Rent space out when not in use.	Under investigation.	Cabinet Members
(2) Survey to meet area needs.	Currently being done.	
(2) Offer workshops (mini offerings in all areas for all people) (i.e. counseling, carpentry, electrical, cosmetology, animal care, etc.).	Adult education already offers these classes.	
(2) Online donations.	More information needed.	
(2) Regional district briefings about our services.	Already being done. Monthly meetings of Special Education Administrators often serve to help outline BOCES services, and allow us to gather information that is utilized to identify underserved populations, and offer new services/supports to our districts.	

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(2) Students and parents need to be better informed about BOCES services.	Currently working with districts.	
(2) Collaboration with colleges for in-house courses – B.A. or Associate Degrees.	Already being done.	
Create evaluation CTR like the Cody Center and other testing.	<p>We provide evaluation services to districts in many areas and coordinate districts utilizing the Cody Center.</p> <p>Special Education offers a comprehensive battery of evaluations, in nearly every area, as well as coordinating certain evaluative services with the Cody Center, and other organizations, in the best interests of children, and our districts.</p>	
Open up some services to Non-Publics, i.e. P.D., Data Services, etc.	We offer many support services to non-publics both in instructional and management areas.	

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Purchasing Services for Non-Publics, Towns, etc.	Already being done. Limited by law.	
CTE for Middle Schools either in-school or BOCES facilities.	Part 100 of the Commissioner's Regulation require that students receive certain specific coursework. One of the reasons for the closure of our junior high career centers, which served students at the middle school and early high school level, was that it was impossible for students to meet all the academic requirements in a half day while attending the Career Center the other half day.	
Expose younger children to BOCES opportunities (7 th /8 th graders to visit tech classes).	There are summer programs offered to 8 th -10 th graders to expose them to our CTE programs.	

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Offer Adult Ed to private companies.	Adult Education is open to any individual over 18 years of age. Adult Education programs are often opened at the request of business and industry.	
Explore long-term suspension learning environment.	Special Education Programs currently accept students who are on long term suspension from our local school districts. This practice supports our existing programs and offers our districts a safe, orderly instructional program for students.	
Keep focus on new trends from Washington.	The Office of Planning and Program Improvement already monitors.	
Offer parent education programs – well needed in county	Special Education currently offers programs based on students specific need and program location for parents. We are working on increasing our ability to offer such programs	

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	through the Special. Education Task Force.	
Offer UPK in school districts.	Limited by law.	
Free materials/supplies from outside companies.	Educational Services Division accepts donations from outside donors; private and corporate, providing those donations match the instructional needs of the programs. In addition, we work with a national not-for-profit that provides supplies for only a handling and shipping charge.	
Utilize BOCES fuel oil for outside districts.	Already being done. Part of the Cooperative Bidding.	
Cross-county contracting.	Already being done.	
Inclusion/Life Skills - like programs in districts (Bring the experts to them instead of expecting	Special Education offers over 35 "included" classes in districts throughout our region.	

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them to come to us).		
Long term contracts with districts (for discounted rates).	Limited by Law for contract beyond present fiscal year.	
Sell excess land (i.e. adjoining BTC).	Limited by law & legal obligation.	
BOCES Information Centers in High Schools and other organizations.	We already have some in place – we are looking to expand.	Career, Technical and Adult Education Department
Mall Kiosks.	Worth investigating.	Career, Technical and Adult Education Department
Raise tuition/fee for workshops.	Required to have fees commensurate with costs.	
Offer new programs: <ul style="list-style-type: none"> • Solar energy • Alternative fuels • Retraining adults 	CTE / SCE and Adult Education work with business and industry as well as our internal staff to identify and investigate interest in new courses. We are currently offering a Green Construction course for the 2009-10 school	

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<ul style="list-style-type: none"> Veteran's Services 	year and have begun to review our current CTE / SCE / Adult Ed curricula to integrate "green" components into existing programs like carpentry, heating and ventilation and other construction courses.	
Alumni Association donations, Endowment Funds.	Worth investigating.	Administrative Council Members
Marketing our services to Boards of Education and Guidance Counselors.	CTE Guidance Counselors meet regularly with component district counselors and make presentations to students. The annual Guidance Counselor Handbook is produced to provide district counselors with the most up-to-date information about our programs. Visits to component high schools or component Board of Education meetings are at the invitation of the school or district.	
Utilize different (all) levels of district staff to	Stakeholder groups already in place.	

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promote BOCES services.		
Provide support to districts who have 501C3 vehicles.	Already being done through Office of Planning and Program Improvement.	
Student to student "marketing."	CTE has collected data from students to determine what encouraged them to enroll in a CTE course. The data indicates that the most influence seems to be in two major areas --- word-of-mouth (student to student, parent / family to student) and information from district guidance counselors. Student experience in each of our courses has a direct effect on how our students – past and present – "market" our programs. In addition, we are investigating other means of reaching out, including increasing and improving our presence on the internet.	Career, Technical and Adult Education Department

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Transition services strengthened.	Special Education is continuing to work on strengthening Transition services through our work with the Special Education Task Force. We anticipate that this will be a departmental focus for several years to come.	
Change payment schedule for Adult Ed as College/Tech school alternative.	Strict Federal requirements limit the types of programs that can be "College/Tech."	
Redesign shops/update curriculum to meet emerging needs.	One of the major reasons that districts choose to send their students to CTE is that providing specific tech courses and supporting the equipment and supplies required to implement a quality program is simply not cost effective for individual schools. CTE has been fortunate over the last several years to have had enrollment that allowed the purchase of updated equipment, the expansion of existing courses and the complete renovation of other shops. Curriculum and assessments are	

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	updated regularly to comply with NYSED regulations.	
Bolster remediation within technology to give baseline skills.	Investigating through Adult Education.	Career, Technical and Adult Education Department
Additional training for Tech grads to enhance skills – advance.... Target 19-20 year olds Extension.	Adult students are served by our Adult Education program, and some self-pay tuition to attend our day classes as registered Adult Ed students. Districts are not compelled to educate general education students after the age of 18; however, special education students have the right to be educated until the age of 21. Helping districts meet this requirement in a meaningful career-based approach is currently being pursued by the CTE / SCE / Adult Ed department.	
Implement an AIS program for districts.	Support for the technology is provided through	Educational Services Division

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	the RIC, ESS provides staff training. Worth investigating for expansion.	
Comprehensive/Magnet - Career/Academic – blend in High School.	Currently being investigated.	Educational Services Division
Building Consolidation/Reinstate EPPPA	We recently consolidated two buildings, into one coherent middle school program. We will continue to look at our program needs through the lens of quality education, should our enrollment continue to decline. The EPPPA Program was closed due to the lack of interest and support by our school districts. We have not had any requests or questions regarding the provision of these services.	
Special Education consultants for new in-district programs.	Already being done. Over 16 districts are taking advantage of this service.	

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8:1:2 Model - lessen number of Individual Aides.	We have established several of these classes in five of our programs, to date. We anticipate that we will continue to offer this class configuration as a part of our continuum of services, and that more and more of these classes will be established.	
Review roles/responsibilities of Individual Aides.	School District Committee on Special Education determines Individual Aides.	
Communication about new/existing programs.	Already being done through various media.	
Offer services to outside corporations	Limited by law.	
Offer trainings to component schools.	Already done through Consultant Teacher Services.	
Market programs to students.	Already being done where applicable.	

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Increase customer service charge in CTE.	The major purpose of Customer Service in CTE / SCE is to provide students with an authentic work experience within the scope of their regular coursework. The current customer service charge will be reviewed and a determination will be made upon recommendations of the specific CTE / SCE Cluster.	Career, Technical and Adult Education Department
Provide our own transportation/get a deal with a transportation company.	Already being done. Expansion is under investigation.	Educational Services Division
Career Ed in Jail program.	The Incarcerated Youth and Adult Program can continue to look for and apply for more funding in the areas of grants. All other funding is granted based on student enrollment.	
Job Fair.	Three job fairs already offered annually.	

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Educate employees on benefits.	Already being done.	
Offer centralized services to districts (e.g. Benefits).	Already being done; Limited by Law, looking to expand where allowed.	Management Services Division
Expand model of sharing cost of job coaching services with VESID for in school youth.	<p>In the current model the student MUST BE PLACED in competitive, paid employment; the proposed model is non-competitive and non-paid.</p> <p>The proposed program provides job coaching services to a student(s) that is (are) involved in non-competitive, non-paying jobs such as community service projects and internships, while under the supervision of a teacher.</p> <p>We can then charge the district for "X" amount of hours per month for the job coaching services provided by our program.</p>	

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Focus on existing programs/using under utilized space.	Ongoing review of space usage.	
Increase Adult Ed advertising.	The Adult Ed brochure and Spring Flyer could ask for paid advertisements from other areas of ESBOCES. This would be a source of additional monies, though the exact amount would have to be pro-rated to the expenditures, etc.	Career, Technical and Adult Education Department
Summer camp during school.	Suggestion unclear.	
Expand accreditation (credits).	Already being done – ongoing review.	
Parents provide food lunches and breakfast.	Required by law to provide school lunch program.	
MARKET services <u>aggressively</u> (face to face)	Being investigated.	Administrative Council Members

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with input from BOCES personnel.		
Day Care Program for students' children – would increase student enrollment.	Currently under investigation by CTE / SCE / Adult Ed Department.	Career, Technical and Adult Education Department
Fill student's slots/drops when students leave program – must have ability to catch new students up in hours.	Will be discussed within the CTE / SCE clusters.	Career, Technical and Adult Education Department
Re-invent Career & Tech Ed to prepare for 21 st Century jobs.	Being investigated.	Career, Technical and Adult Education Department
Offer specialized services (Admin. Professional development organization skills... technology skills...Web 2.0 for principals...Smart Boards; facilitate admin. sharing circles).	RIC, Model Schools, and ESS already doing.	
Pre-entry assessment for Special Career Ed vs.	CTE application process currently under	Career, Technical and Adult Education

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Regular Career Ed.	review.	Department
Contrast and compare tuition for special career vs. Regular Tech.	Because of class option sizes and other state requirements in SCE, we require more staff to teach a similar number of students. For example, in 12-1-1 Special Career Ed course, we require a teacher, a paraprofessional and must enroll only 12 students. In a CTE course, we typically provide a paraprofessional in the class only after the enrollment reaches 30. It is clear that salary costs alone contribute to the SCE program tuition being significantly higher than the tuition for CTE. A committee is currently studying the continuum of services from the Special Education TSP program though SCE and CTE will make recommendations on quality, cost effective programs.	

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BOCES proactive with Government to provide services.	Already being done ~ Lobby Day, Advocacy efforts are on going.	
Talk to school districts regarding what they are cutting. Develop same/new services to offer to districts in a more cost effective way. Invite district reps to a meeting to discuss possible opportunities.	Collaboration with districts has resulted in our coordination of a "North Shore Regional Special Education Summer School, involving five districts. Discussions are under way regarding similar services for other districts, and the possibility of an Evening Alternative High School.	
Collaborate with LIA to assist in retraining unemployed.	This has already been accomplished through the use of WIA approved funds. Additionally, if companies (belonging to the LIA) want retraining in their work place, we can create programs to meet their needs. The cost of this would be bourn by the company.	
Support for LD college bound students, similar	Transition services are offered k-21 Grant	

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to job training, to help ensure success (while they are in college – resource support).	funded programs available for adults.	
Having more functions which involve families/Mandated parent involvement.	Buildings have programs already, annual PTA dinner, ICC Friends and Family night, etc.	
Offer new services – more current.	Ongoing review of programs.	
Get rid of services that are outdated.	Ongoing review of programs	
Screenings for special needs children.	Already being done.	
Training for district teacher with included students.	Already being done.	
We all need to be more conscious of what we are spending and how we are spending it.	Already being done.	
Partnerships with institutions of higher learning.	Currently have 85 articulation agreements	

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	through 34 schools in place.	
Corporate partnership exploration.	Needs investigating.	Administrative Council Members
Develop/package professional development for purchase (i.e. webinars).	Already being done.	
Create workshops for effective district management.	Already being done, ESS, Leadership Programs.	
Online courses.	Needs Investigation.	Educational Services Division
Use public channels to inform public of our services.	Under review.	Administrative Council Members
Onsite construction for potential purchase.	A second foundation has been built at BTC which will allow the construction cluster to complete a house on one foundation over two years, according to their curriculum, while the second completed house can be sold to offset	Cabinet Members

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	the cost of materials. The students receive authentic experience, the project integrates skills across many CTE areas, and the house does not have to be torn down each year.	
Increase outreach to smaller districts to expand services we provide to them.	Already being done – stakeholder groups.	
The proposed budget in Albany seeks to eliminate the \$40M in funding for Teacher Centers in NYS. Perhaps ESBOCES could poll districts and/or teacher centers to see what PDs are going to be reduced or eliminated and create a teacher-center like program or alternative for these trainings and workshops. Perhaps a BOCES/Teacher Center collaborative effort could arise.	Worth investigating.	Administrative Council Members
Scholarships.	Already in place.	

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Family Literacy Programs (vs. adults only).	Grant supported – limited by grant availability.	
Thrift Shop (volunteers – ESBOCES retirees) (volunteer credit for staff development requirements).	Will be investigated with Clusters.	Career, Technical and Adult Education Department
Trade and Share Uniforms.	Will be investigated with Clusters.	Career, Technical and Adult Education Department
Textbooks.	Suggestion unclear – needs more information.	
Give tours.	Already being done.	
Generic letterhead.	Letterhead has been made electronic so buildings can alter and print their own.	
Act as a clearing house to disseminate information regarding cost efficiency.	Already being done through stakeholder groups.	

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Assess existing programs and services to develop better ways to utilize what we have.	Coser survey.	
Offer pricing incentives for sending more students.	Limited by law.	
Improve programs to those at risk of drop out.	Currently investigating alternative high school program.	Special Education Department
Sibling support group.	These have been provided sporadically but are worth looking into.	
Open HB Ward, ICC services to public for a fee (Get your car fixed, buy floral arrangements, get a haircut or brochures).	Already being done.	
Day-habilitation programs for over 21 (completers).	Needs investigation as to whether or not we can provide services to adults.	Educational Services Division

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Bridge program with SCCC with higher functioning autistic students.	We have a grant funded program in collaboration with SCCC for higher functioning autistic students.	
Pursue more donations (corporate, private).	Already being done requires more investigating.	Administrative Council Members
Keep non-certificated staff – support, money (bad PR in community).	Needs clarification.	
Sports Team/Program (miss sports in home district).	Recent time changes to our secondary programs supports our student's ability to participate in "in district "sports programs.	
Talent surveys of our parents/ families of students <ul style="list-style-type: none"> • Making singing tapes • Sound effects to give ADL cues 	Suggestion unclear ~ Need more information.	
Rent space to Orthotists for clinics <ul style="list-style-type: none"> • Wheelchair clinics 	Limited by Board Policy. Needs more information.	Administrative Council Members

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<ul style="list-style-type: none"> Equipment analysis 		