OFFICIAL MINUTES
of the
MONTGOMERY COUNTY GOVERNING BOARD OF EDUCATION
Thursday, August 11, 2016

The Governing Board of Education of Montgomery County, State of Ohio, met in regular session on Thursday, August 11, 2016, at 4:30 p.m. The meeting was called to order by President Joy Weaver. The Pledge of Allegiance was given.

Roll Call
Present: Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, and Mr. Roberts
Others Present: Mr. DePalma, Mr. Barrett, Mrs. Cox, Mrs. Davies, Mr. Fox, Mrs. Oliver, Mrs. Terry, and Mrs. Apolito
Guests: Glen Weaver, Casey Fox, Virgenea Roberts

Approval of Minutes
#110-16

Motion made by Mr. Shell and seconded by Mr. Smith to approve the minutes of the regular meeting on July 14, 2016.

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried

Adoption of Board Agenda
#111-16

Motion made by Mr. Michael and seconded by Mr. Roberts to adopt the agenda for the August 11, 2016 regular meeting.

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried

Reports
The Governing Board received reports on the following topics:

- LC WEST HVAC/LC EAST PLAYGROUND
- OPENING MEETINGS
Approval of Supplemental Contract
Limited Contract Employment
Amendment of Contracts
#112-16

Motion made by Mr. Smith and seconded by Mr. Roberts to approve the following items:

**Approval of Supplemental Contacts**

RESOLVED, that the following supplemental contract be approved for summer 2016:

Amara Bowermaster, Interpreter for CPI and New Hire Orientation, up to 5 days per current daily rate

**Limited Contract Employment**

RESOLVED, that the following individuals be employed on limited contract status for the 2016-2017 contract year:

Fairborn Digital Accountability Coaches, effective 2016-17 contract year with a pay rate of $27.30 per hour, not to exceed 30 hours/week (without approval):

Kraig Aukerman  
Kristen Gray  
Bill Howard  
Pat Quinter  
Mitchell Waterman  
Hope Young  

Kevin Dudley  
Shelia Grimm  
Julie Jones  
Kevin Taylor  
Eric Wright

RESOLVED, that the following individuals be employed on limited contract status for the 2016-2017 contract year:

Substitute Teacher, Substitute Salary Schedule:

Ray Banks  
Amanda Honnert  
Stephen Klotz  
DaJuana Lewis  
Kathleen Vanderhorst  

Tiffanie Hallack  
Nicolette Johnson  
Mary Lee  
Carol Simmons

Substitute Educational Assistants, Substitute Salary Schedule:

Ray Banks  
Kara Berry  
Tiffanie Hallack  
Nicolette Johnson  
Stephen Klotz  
DaJuana Lewis  
Shanna Ramsey  

Devon Berry  
Rachel Gregory  
Amanda Honnert  
Melissa Keeton  
Mary Lee  
Dinisty Little  
Christopher Rodney
Limited Contract Employment (cont’d)

Michael Sanders  Carol Simmons
Kathleen Vanderhorst  Jeffery Wellbaum
Daniel Woodward

RESOLVED, that the following individuals be employed on limited contract status for the 2016-2017 contract year:

Susan Aebker, Occupational Therapist, Salary Schedule 703-D-15, effective August 1, 2016 as needed
Cynthia Baloyi, School Psychologist, Salary Schedule 630-D-6 effective August 9, 2016
Jennifer Browning, Psychologist Assistant, Salary Schedule 730-C-2, effective August 11, 2016
Allyson Campbell, Health Clinic RN, Salary Schedule 725, effective August 11, 2016
Te’Jal Cartwright, Preschool Promise Coordinator, Salary Schedule 1007, effective for the 2016-17 school year
Jim Clouse, Huber Heights Network Administrator, Salary Schedule 635-C-6, effective August 1, 2016
Jean Miazga, Speech/Language Pathologist, Salary Schedule 630-C-10, effective August 11, 2016
Patrick Miller, Intervention Specialist, Salary Schedule 715-C-9, effective August 9, 2016
Sarah Snyder, Fairborn Digital Accountability Coach, Salary $32,000 for 190 days, effective August 1, 2016
Ambra Smith, Educational Assistant, Salary Schedule 835-1 effective August 9, 2016

BE IT FURTHER RESOLVED, that employment is contingent upon a satisfactory records check from the Bureau of Criminal Identification and Investigator and/or Federal Bureau of Investigation as approved by the Superintendent of Schools and/or his designee.

Amendment of Contract

RESOLVED, that the following contract amendments be approved:

Dorothy Meade, Fairborn Digital Academy Executive Director from 52 days to 80 days
Sandra Preiss, STEM Coordinator, from Salary Schedule 625-C-6, to Salary Schedule 615-C-5
Christie Pritchard, increase days from 185 to 217
Christy Donnelly, Salary Schedule 610-B-5
Yolanda Webb, from Salary Schedule 715-B-3, to 715-A-3

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried
Approval of Job Transfer
#113-16

Motion made by Mr. Roberts and seconded by Mr. Michael that the following Job Transfer be approved:

Tina Baker from Custodian to position of Educational Assistant, effective August 8, 2016 Salary Schedule 835-4
Jody Henderson, from SST Consultant to Kettering Internal Facilitator, Salary Schedule 610-A-10

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried

Approval of Salary Schedule
Approval of Substitute Salaries
#114-16

Motion made by Mr. Shell and seconded by Mr. Smith to approve the following items:

Approval of Salary Schedule

RESOLVED, that the following Salary Schedule be accepted:

#1007 – Preschool Promise Coordinator

Approval of Substitute Salaries

RESOLVED, that the following Substitute Salaries be approved for the 2016-17 school year:

Substitute Teacher - $105/ day
Substitute Educational Assistant - $13.50 /hr.
Substitute Secretary - $15.95 / hr.

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried

Approval of Job Descriptions
#115-16

Motion made by Weaver and seconded by Mr. Smith that the following Job Descriptions be approved:
Approval of Job Descriptions (cont'd)

#737 School Counselor
#511 Secondary Assistant Principal
#967 Preschool Promise Coordinator

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried

Resignations

#116-16

Motion made by Mr. Shell and seconded by Mr. Michael that the followings resignations be accepted:

Fairborn Digital Academy Accountability Coach, effective at the End of the 2016-17 contract year:

Kraig Aukeman
Shelia Grimm
Bill Howard
Pat Quinter
Kevin Taylor
Eric Wright

Kevin Dudley
Kristen Gray
Julie Jones
Sarah Snyder
Mitchell Waterman

RESOLVED, that the following resignations be accepted:

Cynthia Baloyi, School Psychologist, effective end of her 2016-17 contract
Andrea Bell, Speech Language Pathologist, effective August 5, 2016
Telma Butler, Educational Assistant, effective August 1, 2016
Allyson Campbell, Health Care RN, effective end of 2016-17 contract
Jim Clouse, Huber Heights Network Administrator, effective per the end of the 2016-17 contract
Patricia Gay, Family Consultant, effective July 1, 2016
Jean Miaza, Speech/Language Pathologist, effective end of 2016-17 contract
Michaela Kramer, School Psychologist, effective July 31, 2016
Asia Spence, Substitute Educational Assistant, effective August 1, 2016
Sarah Snyder, Fairborn Digital Accountability Coach, effective at the end of her 2016-17 contract

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried
Approval of Performance/Consultant Contracts
#117-16

Motion made by Mr. Roberts and seconded by Mr. Shell that the following performance/consultant contract(s) be approved for the services, rates and effective dates listed on the contract:

**State Support Team**

Contractual agreement between Montgomery County Educational Service Center and Kristine Jolivette to provide additional facility-wide PBIS training to Montgomery County Juvenile Justice program staff including the Center for Adolescent Services (CAS), Nicholas Treatment Center, and Montgomery County Juvenile Justice Center by June 30, 2017. Not to exceed $8,600.

Contractual agreement between Montgomery County Educational Service Center and VitalSmarts, LC to provide Crucial Conversations training to Region 10 – State Support Team by June 30, 2017. Not to exceed $13,000.

Contractual agreement between Montgomery County Educational Service Center and School Scheduling Associates, LLC to guide Springfield City Schools leadership to maximize the use of school instructional time through the design of quality school schedules and engaging instructional activities by June 30, 2017. Not to exceed $7,000.

**Office of the Treasurer**

Contractual agreement between Montgomery County Educational Service Center and Alliance for High Quality Education to provide a membership to Centerville City Schools for the 2016-2017 school year in the amount of $3,500. Paid by City/County Funds.

**Special Education and Student Programs**

Contractual agreement between Montgomery County Educational Service Center and Finding Hope Consulting, LLC to provide one day training to Student Programs Staff: Fostering Learning, Resiliency and Hope on or by August 31, 2016 not to exceed $3,500. Paid through Student Program Services.

**Roll Call**
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
**Motion carried**

Acceptance of Financial Statement
#118-16

Motion made by Mr. Roberts and seconded by Mr. Michael to accept the financial statement.
Acceptance of Financial Statement (cont'd)

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried

Approval of General Warranty Deed
#119-16

Motion made by Mr. Shell and seconded by Mrs. Weaver that the Montgomery County Educational Service Center Board of Governors as trustee, and fiscal agent for the Metropolitan Dayton Educational Cooperative Association (MDECA) approves the General Warranty Deed which transfers the property as legally described in the Warranty Deed to META Solutions. This is in accordance with the legal MDECA/META Solutions merger effective January 1, 2016.

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried

Approval of SRC Depository Account
#120-16

Motion made by Mr. Michael and seconded by Mr. Smith that the Montgomery County Educational Service Center Board of Governors authorize the Treasurer to establish a depository account for the SRC and transfer necessary funds for the initial operation of the SRC per the SRC bylaws approved by the Board of Governors for the Montgomery County ESC to act as the fiscal agent for the SRC.

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried

Approval of Parent and Student Handbook for MCESC LC East, LC West and Northridge Classrooms
#121-16

Motion made by Mr. Smith and seconded by Mr. Roberts to approve the following items:

RESOLVED, that the Montgomery County Governing Board of Education approve the Parent Handbook as presented.
Approval of Parent and Student Handbook for MCESC LC East, LC West, and Northridge Classrooms (cont’d)

RESOLVED, that the Montgomery County Governing Board of Education approve the Student Handbook as presented.

RESOLVED, that the Montgomery County Governing Board of Education approve the Listening and Speaking Preschool Handbook as presented.

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried

September Meeting
#122-16

Motion made by Mr. Michael and seconded by Mr. Shell that the September 8, 2016 meeting will be rescheduled to September 7, 2016 at 4:00 at the Montgomery County ESC.

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried

Appointment of Governing Board Member to OSBA Regional Committee
#123-16

Motion made by Mr. Roberts and seconded by Mr. Shell that the Montgomery County Governing Board of Education determines that Daryl Michael service on the Regional Executive Committee of the OSBA and travel in that role, is related to official duties as a member for the Montgomery County Educational Service Center; and that any travel expenses paid for Daryl Michael’s travel to OSBA conferences, seminars, and similar events during the 2016-17 are ordinary, customary and necessary provided that the travel expenses are lessor of (1) the amount that the Montgomery County Educational Service Center allows to be reimbursed for travel to the destination; or (2) the current per diem rate set by the United States General Services Administration for travel to the destination.

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried
Appoint OSBA Delegate/Alternate

#124-16

Motion made by Mr. Roberts and seconded by Mr. Shell to appoint Mr. Michael (Delegate) and Mr. Smith (Alternate) to the OSBA Capital Conference.

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried

Adjournment

#125-16

Motion made by Mrs. Weaver and seconded by Mr. Shell that the meeting be adjourned.

Roll Call
Yeas – Mrs. Weaver, Mr. Shell, Mr. Smith, Mr. Michael, Mr. Roberts
Nays – None
Motion carried

Meeting adjourned at 5:03 p.m.

______________________________
President

______________________________
Treasurer
Office of the Treasurer
August 11, 2016 Board Report

Board Report pg.1

- Beginning cash balance: $17,317,191.86
- Receipts: 4,317,489.86
- Expenditures: 2,042,937.16
- Ending Cash Balance: $19,591,744.56
- Encumbrances: 2,789,954.86
- Adjusted cash balance: $16,801,789.70

City County pg.2

- Payments totaling $46,361.67 through the first month of the fiscal year. The updated spreadsheets with this year’s numbers have gone out to all Superintendents and Treasurers.

Investments pg.2

- We had two CD’s mature in the month of July with four more coming due by the end of this month. I am currently working with our broker at 5th/3rd in order to reinvest these monies as the market has ticked up over the last few weeks. The interest income line has been nonexistent since the market crashed in 2008. I would like to begin the conversation about turning this into a serious revenue source going forward.

All Other Funds pg.3

- We are once again back into the red with our grants now that we have begun the new fiscal year. As always, I will continually monitor these amounts and request money from ODE to cover these expenses.

Three Year Comparison pg. 4

- Receipts exceeded expenditures by almost $2.3 million dollars. As I mentioned last month, nearly $1 million was received just after the July 4th holiday which inflated this amount. Timing was the major player in revenues being so high for the month of July. Generally, this type of money would have come in during June.
- Outstanding receivables are still high compared to prior years and we are diligently working to collect this money.
- New contracts are starting to roll over into this year so we will begin to see the salary line item tick up as we move through August and September due to increases given. We will not see salaries normalize until after the second of three pays in September. So we will have a complete picture of what this line item will look like at our October meeting.
CITY $6.50 DEDUCT PROGRAM

City/County Funding FY17 $944,784.00
Carry-Over from FY16 $269,133.81
Additional Payments received in FY17 $13,307.61

$1,227,225.42

Expended as of August 1, 2016 $46,361.67

$1,180,863.75

City/County Funding Receipts thru: Jul $78,732.00
Carry-Over from FY16 $269,133.81
Additional Payments received in FY17 $13,307.61

$361,173.42

Expended as of August 1, 2016 $46,361.67

$314,811.75

MONTHLY INVESTMENT REPORT

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Total CD Investment $5,000,000.00

BALANCES AS OF August 1, 2016

Book Balance $20,968,071.57
Money Market 0.05% $11,869,947.93
Investments (CD's) $5,000,000.00
Uninvested Balance $4,098,123.64 PNC
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<td><strong>TOTAL EXPENDED</strong></td>
<td>$2,661,501.90</td>
<td>$2,042,937.16</td>
<td>$618,564.74</td>
<td>$2,661,501.90</td>
<td>$2,042,937.16</td>
<td>$618,564.74</td>
</tr>
<tr>
<td><strong>ENDING CASH BALANCE</strong></td>
<td>$17,299,654.78</td>
<td>$19,591,744.56</td>
<td>$2,292,089.78</td>
<td>$17,299,654.78</td>
<td>$19,591,744.56</td>
<td>$2,292,089.78</td>
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<tr>
<td><strong>ENCUMBRANCES</strong></td>
<td>$2,789,954.86</td>
<td>SF Settlements</td>
<td>$514,885.54</td>
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<td><strong>ADJ. CASH BALANCE LAST DAY OF MONTH</strong></td>
<td>$16,801,789.70</td>
<td>Excess Costs</td>
<td>$236,738.36</td>
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<tr>
<td></td>
<td>$314,811.75</td>
<td>City $6.50 Deduct</td>
<td>Miscellaneous</td>
<td>$163,287.46</td>
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<tr>
<td></td>
<td>$16,486,977.95</td>
<td>Adjusted Balance</td>
<td>Total.........</td>
<td>$916,911.36</td>
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</tbody>
</table>
## SUMMARY OF BALANCES, RECEIPTS & EXPENDITURES—OTHER PROGRAMS AS OF 7/31/2016

<table>
<thead>
<tr>
<th>FUND</th>
<th>SCC</th>
<th>BEGINNING FISCAL YEAR BALANCE</th>
<th>FISCAL YEAR TO DATE RECEIPTS</th>
<th>FISCAL YEAR TO DATE EXPENDITURES</th>
<th>BALANCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>006 Lunchroom Fund</td>
<td>9005</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$5,466.78</td>
<td>($5,466.78)</td>
</tr>
<tr>
<td>007 Spacial Trust</td>
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<tr>
<td>007 Handicapped Children's Fund</td>
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<tr>
<td>014 DASA UD</td>
<td>9200</td>
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<td>$76,657.58</td>
</tr>
<tr>
<td>014 DASA/Employee</td>
<td>9201</td>
<td>$4,750.07</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$4,750.07</td>
</tr>
<tr>
<td>014 Battelle for Kids</td>
<td>9208</td>
<td>$19,218.26</td>
<td>$0.00</td>
<td>$1,502.99</td>
<td>$17,715.27</td>
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<tr>
<td>014 Gifted Student Retreat</td>
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<td>$4,889.75</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$4,889.75</td>
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<tr>
<td>014 Regional Transportation</td>
<td>9700</td>
<td>$1,411,785.41</td>
<td>$67,363.89</td>
<td>$14,194.26</td>
<td>$1,464,955.04</td>
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<tr>
<td>019 NEA-Learning &amp; Leadership</td>
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<td>$217.60</td>
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<tr>
<td>019 ESF:STEM FELLOWS</td>
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<td>$40,000.00</td>
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<tr>
<td>019 ESF:SCIENCE SATURDAYS</td>
<td>9182</td>
<td>$27,112.61</td>
<td>$0.00</td>
<td>($562.28)</td>
<td>$27,780.89</td>
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<tr>
<td>461 OHIO K-12 NETWORK FY16</td>
<td>9180</td>
<td>$5,400.00</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$5,400.00</td>
</tr>
<tr>
<td>499 SI State Support Team FY16</td>
<td>9180</td>
<td>$0.00</td>
<td>$124,197.38</td>
<td>$134,317.21</td>
<td>($10,119.83)</td>
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<tr>
<td>499 ELA/KINDERTAGEN READINESS</td>
<td>9161</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$16,390.23</td>
<td>($16,390.23)</td>
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<tr>
<td>499 SI EARLY LITERACY FY16</td>
<td>9182</td>
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<td>($42,001.24)</td>
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<tr>
<td>499 SI EARLY LITERACY FY17</td>
<td>9170</td>
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<td>$0.00</td>
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<tr>
<td>506 RESIDENT EDUCATOR TRAINING</td>
<td>9160</td>
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<td>($16,815.00)</td>
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<tr>
<td>516 Title V-A FY16</td>
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<tr>
<td>516 Title V-B FY17</td>
<td>9170</td>
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<td>($3,040.47)</td>
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<tr>
<td>587 Early Learning:Discretionary FY18</td>
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<td>$24,381.86</td>
<td>($1,666.90)</td>
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<tr>
<td>599 Air Force MoA</td>
<td>9161</td>
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<td>$0.00</td>
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<td>($40,000.00)</td>
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<td>599 State Personnel Development FY16</td>
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<td>($63,845.75)</td>
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<tr>
<td>599 Early Learning Challenge FY16</td>
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<td>$1,363.35</td>
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<tr>
<td><strong>GRAND TOTAL</strong></td>
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<td><strong>$1,598,668.14</strong></td>
<td><strong>$1,225,370.91</strong></td>
<td><strong>$1,447,912.04</strong></td>
<td><strong>$1,373,327.01</strong></td>
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</table>
## JULY Year-To-Date

<table>
<thead>
<tr>
<th></th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
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</thead>
<tbody>
<tr>
<td><strong>Beginning Cash Balance</strong></td>
<td>$16,381,236.90</td>
<td>$16,809,230.21</td>
<td>$17,317,191.86</td>
</tr>
<tr>
<td><strong>RECEIPTS</strong></td>
<td></td>
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<tr>
<td>Excess Costs</td>
<td>552,798.01</td>
<td>567,418.63</td>
<td>901,299.18</td>
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<tr>
<td>District Costs</td>
<td>1,463,932.70</td>
<td>1,625,691.42</td>
<td>1,709,294.90</td>
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<tr>
<td>Investments</td>
<td>4,485.88</td>
<td>4,140.24</td>
<td>3,613.39</td>
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<tr>
<td>Fiscal Agent, Misc, etc.</td>
<td>123,286.88</td>
<td>146,313.71</td>
<td>314,091.93</td>
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<tr>
<td>Advances Returned</td>
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<td>435,475.15</td>
<td>1,177,252.07</td>
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<td>Foundation</td>
<td>206,373.19</td>
<td>200,282.38</td>
<td>211,938.39</td>
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<tr>
<td>Rental/CAFS</td>
<td>330.00</td>
<td>0.00</td>
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<tr>
<td><strong>TOTAL RECEIPTS</strong></td>
<td>$2,761,631.89</td>
<td>$2,979,321.53</td>
<td>$4,317,489.86</td>
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<tr>
<td><strong>RECEIPTS + BALANCE</strong></td>
<td>$19,142,868.79</td>
<td>$19,788,551.74</td>
<td>$21,634,681.72</td>
</tr>
<tr>
<td><strong>EXPENDITURES</strong></td>
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<tr>
<td>Salaries</td>
<td>1,074,020.66</td>
<td>1,201,777.92</td>
<td>1,243,526.31</td>
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<td>Fringe Benefits</td>
<td>328,204.41</td>
<td>440,657.55</td>
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<td>Purchased Services</td>
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<td>Supplies</td>
<td>18,883.71</td>
<td>12,322.45</td>
<td>20,027.29</td>
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<td>Capital Outlay</td>
<td>490,120.26</td>
<td>419.40</td>
<td>67,240.70</td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td>30,183.97</td>
<td>36,102.21</td>
<td>52,297.46</td>
</tr>
<tr>
<td>Advances/Transfers</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
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<tr>
<td><strong>TOTAL EXPENDED</strong></td>
<td>$2,120,199.99</td>
<td>$2,010,829.83</td>
<td>$2,042,937.16</td>
</tr>
<tr>
<td><strong>ENDING CASH BALANCE</strong></td>
<td>$17,022,668.80</td>
<td>$17,777,721.91</td>
<td>$19,591,744.56</td>
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<tr>
<td><strong>CITY/COUNTY BALANCE</strong></td>
<td>539,906.29</td>
<td>380,678.88</td>
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<tr>
<td><strong>ADJUSTED CASH BALANCE</strong></td>
<td>$16,482,762.51</td>
<td>$17,397,043.03</td>
<td>$19,276,932.81</td>
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<td><strong>Outstanding Receivables</strong></td>
<td>$605,533.41</td>
<td>$350,108.69</td>
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</tbody>
</table>