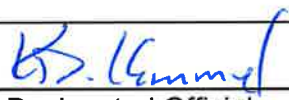




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FY2024 HIGH-PERFORMING ESC APPLICATION

ESC:	Mid-Ohio Educational Service Center		
IRN:	123521		
COUNTY:	Richland		
PRINCIPAL CONTACT:		Kevin D. Kimmel	TITLE: Superintendent
ADDRESS:	890 West Fourth Street		PHONE: 419-774-5520
	Mansfield, Ohio 44906		EMAIL: kimmel.kevin@moesc.net
LIST OF PRIMARY SERVICES & CLIENTS:			
Primary Service 1: School Psychology Services.			
Crestline Exempted Village Schools, Highland Local Schools, Hillsdale Local Schools, Lexington Local Schools, Lucas Local Schools, Madison Local Schools, Mansfield City Schools, Northmor Local Schools, Plymouth-Shiloh Local Schools			
Primary Service 2: Speech & Language Pathology Services.			
Crestview Local Schools, Galion City Schools, Highland Local Schools, Lucas Local Schools, Madison Local Schools, Mansfield City Schools, Northmor Local Schools, Plymouth-Shiloh Local Schools			
Primary Service 3: Occupational Therapy Services.			
Colonel Crawford Local Schools, Crestline Exempted Village Schools, Galion City Schools, Highland Local Schools, Mansfield City Schools, Northmor Local Schools			
Primary Service 4: Occupational Therapy Assistant Services.			
Colonel Crawford Local Schools, Galion City Schools, Highland Local Schools			
Primary Service 5: Physical Therapy Services.			
Colonel Crawford Local Schools, Crestline Exempted Village Schools, Galion City Schools, Highland Local Schools, Northmor Local Schools			
Primary Service 6: Physical Therapy Assistant Services.			
Crestline Exempted Village Schools, Galion City Schools, Highland Local Schools, Northmor Local Schools			
Primary Service 7: Gifted & Talented Coordination Services.			
Crestline Exempted Village Schools, Crestview Local Schools, Galion City Schools, Highland Local Schools, Lexington Local Schools, Lucas Local Schools, Madison Local Schools, Mansfield City Schools, Mount Gilead Exempted Village Schools, Plymouth-Shiloh Local Schools			
ESC Approval:	 _____ Designated Official		

Electronic submission of proposals should be sent to HPESC@education.ohio.gov no later than 4:30 pm on August 31, 2023. Late applications will not be considered.

PRIMARY SERVICES

#1. School Psychology Services

School Psychology Services include conducting requested initial evaluations and re-evaluations, attending ETR and IEP meetings, and participation in Response to Intervention activities, in accordance with caseload limits allowed by rule of the Ohio Department of Education. Additional services provided may include conducting functional behavior assessments, developing intervention plans, counseling of students, and consulting with district teams to support effective practices to serve students with learning differences. Licensed School Psychologists may also supervise the activities of an Associate to the Psychologist, which allows districts to benefit from additional cost savings.

#2. Speech and Language Pathology Services

Speech and Language Pathology Services include conducting requested initial evaluations and re-evaluations, developing treatment goals and monitoring/reporting progress, attending ETR and IEP meetings, and direct treatment of students in accordance with caseload limits allowed by rules of the Ohio Department of Education. Clinical Fellowship Year Supervision is also provided on an as-needed basis by a qualified member of the Speech and Language Pathology team.

#3 & #4. Occupational Therapy & Occupational Assistant Services

Occupational Therapy & Occupational Assistant Services include conducting requested initial evaluations and re-evaluations, developing treatment goals and monitoring/reporting progress, attending ETR and IEP meetings, and direct treatment of students, all in accordance with caseload limits allowed by rule of the Ohio Department of Education. Licensed Occupational Therapists may also supervise the activities of a Certified Occupational Therapy Assistant, which allows districts to benefit from additional cost savings as a result of the assistants providing the direct therapies thereby allowing the occupational therapist to maximize their time in evaluations, treatment plan development and monitoring, and consultative activities.

#5 & #6. Physical Therapy & Physical Therapy Assistant Services

Physical Therapy & Physical Therapy Assistant Services include conducting requested initial evaluations and re-evaluations, developing treatment goals and monitoring/reporting progress, attending ETR and IEP meetings, and direct treatment of students, all in accordance with caseload limits allowed by rules of the Ohio Department of Education. Licensed Physical Therapists may also supervise the activities of a Physical Therapy Assistant, which allows districts to benefit from additional cost savings as a result of the assistants providing the direct therapies thereby allowing the physical therapist to maximize their time in evaluations, treatment plan development and monitoring, and consultative activities.

#7. Gifted and Talented Coordination Services

Gifted and Talented Coordination Services include conducting required and requested testing of all areas and grade levels of students. Gifted and Talented Coordination also includes meetings with teacher-based teams on best practices with high achieving learners, discussing and writing WEP's and WAP's, meeting with administrative teams, working with students, parents and staff, and leading professional development and technical assistance for best practices with school staff. This service also includes tracking and reporting, as well as working with EMIS Coordinators to ensure proper identifications.

SUPPORTING EVIDENCE

Comparison of 2022-23 1.0 Full-Time Equivalent (FTE) Total Employment Costs		
<i>Discipline</i>	<i>Mid-Ohio ESC Actual Average Cost*</i>	<i>Third Party Projected Cost</i>
School Psychology	\$106,354	\$161,017
Speech & Language	\$100,630	\$146,940
Occupational Therapy	\$103,206	\$144,612
Occupational Therapy Assistant	\$63,826	\$100,374
Physical Therapy	\$119,402	\$144,612
Physical Therapy Assistant	\$80,175	\$100,541

*Does not include districts who elect to set salary for their assigned staff

Supporting Evidence – See attached exhibit

- A. Provider Rate Sheet referencing regional average hourly costs for Occupational Therapy, Physical Therapy, Speech Therapy, School Psychologists (Exhibit A)

Assumptions:

Related Services (#1) School Psychology Services, (#2) Speech and Language Services (#3 & #4) Occupational Therapy & Occupational Therapy Assistant Services, (#5 & #6) Physical Therapy & Physical Therapy Assistant Services

Typical full-time related services providers in the areas of Occupational Therapy, Physical Therapy, and Speech and Language Pathology are contracted through Mid-Ohio ESC for 194 (7.5 hour) workdays per school year, and School Psychologists are contracted for 204 (7.5 hour) work days per school year. In addition, Mid-Ohio ESC offers a competitive wage and comprehensive benefits package, including membership in STRS/SERS and medical/dental/vision/life insurance. Mid-Ohio ESC also provides its employees with professional development funds, tuition reimbursement options and mileage reimbursement at the current IRS rate, as well as technology equipment and assistance.

Mid-Ohio ESC uses a step salary schedule based upon employee qualifications. The wages and benefits of employees who are assigned to the Mid-Ohio ESC salary schedule are aggregated, and an annual average is determined for billing purposes. Client districts also have the option to request a particular salary figure for employees assigned to their district, in which case the billing to that district represents total employment costs, including the district-requested wages.

As part of the \$6.50 benefit to our client districts, therapists and psychologists contracted through Mid-Ohio ESC are invited to participate in four, discipline-specific Network Meetings during each school year, where they have the opportunity to access high-quality, school-based professional learning opportunities and to collaborate and network with other therapists to enhance their individual practices.

In the areas of Occupational Therapy, Physical Therapy, and School Psychology, qualified assistants are employed to support the caseloads of the licensed therapists/psychologists. The salaries and employment costs for these assistants are aggregated with those of the licensed therapists in order to create a blended average for billing purposes. This allows additional cost savings to our client districts.

To obtain comparison costs, we contacted Sunbelt, which has provided contracted staff for Mid-Ohio ESC on an as-needed basis in the past. The hourly costs for Occupational Therapy, Physical Therapy, Speech Therapy, School Psychologists for our region as of August 2022. In order to obtain a figure to compare with the full-time equivalent average/district set costs of employing staff from Mid-Ohio ESC, the hourly rate was multiplied by 7.5 hours to establish a daily rate, which was then multiplied by the standard number of days in a school year contract for each discipline. The bill rates listed in the table below include wages, benefits as eligible, and related employment costs such as travel and accommodations allowances.

Projected Annual Full-Time Equivalent Costs to Districts Contracting via Sunbelt Therapy			
Discipline/Contracted Days	Hourly Bill Rate	Daily Rate (Hourly rate X 7.5 hours)	Annual Full-Time Equivalent Costs (Daily rate X Contracted Days) plus Employer STRS
School Psychology - 204	\$105	\$789	\$161,017
Speech & Language – 194	\$101	\$757	\$146,940
Occupational Therapy - 194	\$99	\$745	\$144,612
Occupational Therapy Assistant - 194	\$69	\$518	\$100,374
Physical Therapy – 194	\$99	\$745	\$144,612
Physical Therapy Assistant - 194	\$69	\$518	\$100,541

(#7) Gifted and Talented Coordination Services

Typically, full-time Gifted and Talented Coordinators are contracted through Mid-Ohio ESC for 199 (7.5 hour) workdays per school year. Mid-Ohio ESC offers a competitive wage through placement on a step salary schedule according to employee qualifications and years of experience. A comprehensive benefits package is provided, including membership in STRS/SERS and medical/dental/vision/life insurance. Mid-Ohio ESC also provides its employees with professional development funds, tuition reimbursement options and mileage reimbursement at the current IRS rate; as well as technology equipment and assistance. As opposed to districts employing these positions directly, each school district has the opportunity to contract from Mid-Ohio ESC a select number of Gifted and Talented Coordination service units. The cost of one unit is determined by 1) aggregating the total employment costs of all the coordinators and 2) offsetting the total employment cost by the amount of state funding the ESC receives for Gifted and Talented Coordination services and then 3) dividing the total net cost by the total number of units requested by all districts. For the 2022-23 school year, Mid-Ohio ESC client districts realized a \$5,100 savings for each unit of service purchased.

In conclusion, Mid-Ohio Educational Service Center provided a 30.42%, or \$1,798,979 total cost savings to the districts receiving these seven Primary Services. Our ESC is proud to offer these cost savings measures and high-quality services to our districts.

**FY24 High Performing ESC Cost Savings Table
(Based on FY23 Data)**

PRIMARY SERVICE #1: *School Psychology Services*

Clients	Price Charged to Client by ESC	Cost of providing Primary Services by another Vendor	Calculated Cost Savings
Crestline (.60 FTE)	\$66,114.00	\$96,610.00	\$30,496.00
Highland (.60 FTE)	\$60,378.00	\$96,610.00	\$36,232.00
Hillsdale (.60 FTE)	\$66,114.00	\$96,610.00	\$30,496.00
Lexington (2.00 FTE)	\$220,380.00	\$322,030.00	\$101,650.00
Lucas (.40 FTE)	\$44,076.00	\$64,410.00	\$20,334.00
Madison (1.90 FTE)	\$191,197.00	\$305,930.00	\$114,733.00
Mansfield City (4.60 FTE)	\$421,700.00	\$644,070.00	\$59,774.00
Northmor (.60 FTE)	\$66,114.00	\$96,610.00	\$2,437.00
Plymouth- Shiloh (.50 FTE)	\$55,095.00	\$80,510.00	\$2,962.00
TOTALS	\$1,191,168.00	\$1,803,390.00	\$399,114.00

PRIMARY SERVICE #2: *Speech and Language Pathology*

Clients	Price Charged to Client by ESC	Cost of providing Primary Services by another Vendor	Calculated Cost Savings
Crestview (1.00 FTE)	\$100,630.00	\$146,940.00	\$46,310.00
Galion (1.00 FTE)	\$100,630.00	\$146,940.00	\$46,310.00
Highland (3.00 FTE)	\$301,890.00	\$440,820.00	\$138,930.00
Lucas (.40 FTE)	\$40,252.00	\$58,780.00	\$18,528.00
Madison (4.06 FTE)	\$408,558.00	\$596,580.00	\$18,796.00
Mansfield City (4.40 FTE)	\$442,772.00	\$646,540.00	\$64,714.00
Northmor (1.80 FTE)	\$181,134.00	\$264,490.00	\$18,796.00
Plymouth-Shiloh (1.00 FTE)	\$100,630.00	\$146,940.00	\$13,426.00
TOTALS	\$1,676,496.00	\$2,448,030.00	\$365,810.00

PRIMARY SERVICE #3: *Occupational Therapy*

Clients	Price Charged to Client by ESC	Cost of providing Primary Services by another Vendor	Calculated Cost Savings
Colonel Crawford (.25 FTE)	\$30,100.00	\$36,150.00	\$6,050.00
Crestline (.60 FTE)	\$61,536.00	\$86,770.00	\$25,234.00
Galion (2.05 FTE)	\$107,688.00	\$151,840.00	\$44,152.00
Highland (.40 FTE)	\$41,024.00	\$57,840.00	\$16,816.00
Mansfield City (4.60 FTE)	\$471,776.00	\$665,220.00	\$193,444.00
Northmor (1.00 FTE)	\$102,560.00	\$144,610.00	\$42,050.00
TOTALS	\$712,124.00	\$997,820.00	\$285,696.00

PRIMARY SERVICE #4: *Occupational Therapy Assistant*

Clients	Price Charged to Client by ESC	Cost of providing Primary Services by another Vendor	Calculated Cost Savings
Colonel Crawford (.45 FTE)	\$12,390.00	\$20,110.00	\$7,720.00
Galion (1.05 FTE)	\$64,060.00	\$100,540.00	\$36,480.00
Highland (.40 FTE)	\$38,436.00	\$60,320.00	\$21,884.00
TOTALS	\$114,886.00	\$180,970.00	\$66,084.00

PRIMARY SERVICE #5: *Physical Therapy*

Clients	Price Charged to Client by ESC	Cost of providing Primary Services by another Vendor	Calculated Cost Savings
Colonel Crawford (.30 FTE)	\$40,248.00	\$43,380.00	\$3,132.00
Crestline (.20 FTE)	\$23,290.00	\$28,920.00	\$5,630.00
Galion (.30 FTE)	\$34,935.00	\$43,380.00	\$8,445.00
Highland (1.20 FTE)	\$58,225.00	\$72,310.00	\$14,085.00
Northmor (.50 FTE)	\$58,225.00	\$72,310.00	\$12,336.00
TOTALS	\$214,923.00	\$260,300.00	\$43,628.00

PRIMARY SERVICE #6: *Physical Therapy Assistant*

Clients	Price Charged to Client by ESC	Cost of providing Primary Services by another Vendor	Calculated Cost Savings
Crestline (.20 FTE)	\$15,844.00	\$20,110.00	\$4,266.00
Galion (.80 FTE)	\$66,240.00	\$80,430.00	\$14,190.00
Highland (1.20 FTE)	\$95,064.00	\$120,650.00	\$25,586.00
Northmor (1.20 FTE)	\$63,376.00	\$80,430.00	\$12,336.00
TOTALS	\$240,524.00	\$301,620.00	\$56,378.00

PRIMARY SERVICE #7: *Gifted and Talented Coordination Services*

Clients	Price Charged to Client by ESC	Cost of providing Primary Services by another Vendor	Calculated Cost Savings
Crestline (1 unit)	\$19,400.00	\$24,500.00	\$5,100.00
Crestview (2 unit)	\$38,800.00	\$49,000.00	\$10,200.00
Galion (2 units)	\$38,800.00	\$49,000.00	\$10,200.00
Highland (2 unit)	\$38,800.00	\$49,000.00	\$10,200.00
Lexington (2 unit)	\$38,800.00	\$49,000.00	\$10,200.00
Lucas (1 unit)	\$19,400.00	\$24,500.00	\$5,100.00
Madison (1 unit)	\$19,400.00	\$24,500.00	\$5,100.00
Mansfield City (2.5 units)	\$48,500.00	\$61,250.00	\$12,750.00
Mt. Gilead (2 unit)	\$38,800.00	\$49,000.00	\$10,200.00
Plymouth-Shiloh (1 unit)	\$19,400.00	\$24,500.00	\$5,100.00
TOTALS	\$320,100.00	\$404,250.00	\$84,150.00

TOTAL COST OF PROVIDING SERVICES TO THE CLIENT BY VENDOR	\$5,913,790.00
TOTAL PRICE CHARGED TO CLIENT BY ESC	\$4,114,811.00
TOTAL COST SAVINGS	\$1,798,979.00
TOTAL COST SAVINGS %	30.42%



Rate Sheet

Please see below for a table estimating our average all-inclusive hourly rates for the services requested. This rate covers everything from administrative costs to onboarding to payroll taxes and unemployment compensation insurance. The below hourly rates will be for Mid-Ohio ESC.

Service Offering	Hourly Rate
Speech Language Pathologists	\$ - \$70-88
Speech Language Pathologists Assistant	\$ - \$60-70
Social Workers	\$ 65- \$78
Occupational Therapists	\$ - \$70-88
Occupational Therapists Assistant	\$ - \$60-70
Behavior Specialists	\$60 - \$89
Physical Therapists	\$70- \$88
Physical Therapists Assistant	\$60 - \$70
Sign Language Interpreters	\$ 60- \$73
Registered Nurses	\$ 69- \$79
School Psychologists	\$80- \$100
Licensed Practical Nurses	\$65 - \$75
Teachers of the Visually Impaired	\$ 80 - \$99
Deaf and Hard of Hearing Teacher	\$85 - \$99
Special Education Teachers	\$69 - \$80
Life Skills Teachers	\$69 - \$79
Counselors	\$68 - \$75
Adaptive Physical Education Teachers	\$ \$60-79
Music Therapists & Orientation and Mobility Specialist	\$70-\$89
Paraprofessional/CAN/ Teachers Aide	\$49 - \$59
Teletherapy Services	Additional +\$5-10.00 to Bill Rate
Direct Hire placement	One-time rate of \$22,500.00

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