

**Demographic and School Utilization
Planning Services
for
Raytown C-2 School District,
Missouri**

Submitted by:

Cropper GIS Consulting, LLC

P.O. Box 1308

Delaware, Ohio 43015

(614) 451-1242 office

mcropper@croppergis.com

Contact: **Matthew Cropper, President**

Cropper GIS

(Must be included in sealed envelope)

SCOPE OF WORK FORM

Firm Price for Entire Project Demographic & Enrollment Study: \$78,000

Knowing that the District would like an accurate and thorough study as soon as possible, what is the guaranteed completion date (month/day/year) based on the figure provided above. (The District would like to have the most recent/upcoming enrollment data which is available utilized as part of historical data and for calculating projections).

Month/Day/Year Completion Date: April 1, 2025

Authorized Signature: 

Date Signed: 10/28/2024

Printed Name: Matthew Cropper

Title: President

Company Name: Cropper GIS Consulting, LLC

Number of Years Doing Business with the Company Name: 19 Years

Mailing Address: 35 South Liberty Street, P.O. Box 1308

City, State Zip: Delaware, Ohio 43015

Phone #: 614-451-1242 Fax #: _____

E-Mail Address: mcropper@croppergis.com

Payment Terms: Net 30 days

Detail payment terms, if different from normal Raytown C-2 School District procedures (It is normal procedure to settle all outstanding accounts within thirty business days of receipt when the project is complete).

(Must be included in sealed envelope)

FEDERAL WORK AUTHORIZATION PROGRAM ("E-VERIFY") ADDENDUM

Pursuant to Missouri Revised Statute 285.530, all business entities awarded any contract in excess of five thousand dollars (\$5,000) with a Missouri public school district must, as a condition to the award of any such contract, be enrolled and participate in a federal work authorization program with respect to the employees working in connection with the contracted services being provided, or to be provided to the District (to the extent allowed by E-Verify). In addition, the business entity must affirm the same through sworn affidavit and provision of documentation. In addition, the business entity must sign an affidavit that it does not knowingly employ any person who is an unauthorized alien in connection with the services being provided, or to be provided, to the District.

Accordingly, your company:

- a) Agrees to have an authorized person execute the attached "Federal Work Authorization Program Affidavit" attached hereto as Exhibit C and deliver the same to the District prior to or contemporaneously with the execution of its contract with the District;
- b) Affirms it is enrolled in the "E-Verify" (formerly known as "Basic Pilot") work authorization program of the United States, and are participating in E-Verify with respect to your employees working in connection with the services being provided (to the extent allowed by E-Verify), or to be provided, by your company to the District;
- c) Affirms that it is not knowingly employing any person who is an unauthorized alien in connection with the services being provided, or to be provided, by your company to the District;
- d) Affirms you will notify the District if you cease participation in E-Verify, or if there is any action, claim or complaint made against you alleging any violation of Missouri Revised Statute 285.530, or any regulations issued thereto;
- e) Agrees to provide documentation of your participation in E-Verify to the District prior to or contemporaneously with the execution of its contract with the District (or at any time thereafter upon request by the District), by providing to the District an E-Verify screen print-out (or equivalent documentation) confirming your participation in E-Verify;
- f) Agrees to comply with any state or federal regulations or rules that may be issued subsequent to this addendum that relate to Missouri Revised Statute 285.530; and
- g) Agrees that any failure by your company to abide by the requirements a) through f) above will be considered a material breach of your contract with the District.

Signature: _____



Printed Name and Title: Matthew Cropper, President

Principal Owner: Matthew Cropper

For and on behalf of (Company Name): Cropper GIS Consulting, LLC

(Must be included in sealed envelope)

EXHIBIT A

FEDERAL WORK AUTHORIZATION PROGRAM AFFIDAVIT

I, Matthew Copper, being of legal age and having been duly sworn upon my oath, state the following facts are true:

1. I am more than twenty-one years of age; and have first-hand knowledge of the matters set forth herein.
 2. I am employed by Copper GIS Consulting (hereinafter "Company") and have authority to issue this affidavit on its behalf.
 3. Company is enrolled in and participating in the United States E-Verify federal work authorization program with respect to Company's employees working in connection with the services Company is providing to, or will provide to, the District, to the extent allowed by E-Verify.
 4. Company does not knowingly employ any person who is an unauthorized alien in connection with the Services Company is providing to, or will provide to, the Raytown C-2 School District.
- FURTHER AFFIANT SAYETH NOT.

By: [Signature] (individual signature)

For: Copper GIS Consulting (company name)

Title: President

Subscribed and sworn to before me on this 28th day of October, 2024

NOTARY PUBLIC My commission expires:

August 31, 2025 [Signature]



Christina Marie Evans
Notary Public, State of Ohio
My Commission Expires:
August 31, 2025

Demographic and School Utilization Planning Services

From:

Matthew Cropper
President
Cropper GIS Consulting, LLC
(614) 451-1242 phone
mcropper@croppergis.com

Date:

October 28, 2024

This proposal has been developed as a response to the Raytown C-2 School District's (district) request for demographics and school utilization planning consultation services. This project will be completed by **Cropper GIS Consulting, LLC (Cropper)**. The project will be directed by Matthew Cropper, will be actively involved in direct communication with the district as work is being done regarding research and development of reports to support our findings, and presenting our findings to the School Board.

We have extensive experience in providing the services that have been requested and are knowledgeable of the aspects that affect demographics and facility planning.

We are confident that you will find our team to be a good fit for this project, as we have a wealth of relevant experience and have performed these services to many other satisfied clients. We thank you for the opportunity to submit this proposal for the district and look forward to working together.

Sincerely,

Matthew Cropper
President
Cropper GIS Consulting, LLC

FIRM PROFILE

Cropper GIS Consulting (Cropper) have worked together with clients on various demographic and school utilization studies over the past 17 years. The majority of clients served by **Cropper** are school districts, and all studies have met/exceeded our client's expectations. Our firm's expertise is in demographic studies, K-12 school boundary studies, long-range facility planning, and GIS Implementation/Training.

Some of our more recent clients include:

- Springfield City Schools, Missouri
- CCSD59, Illinois
- Elmhurst District 205, Illinois
- Winnetka Public Schools, Illinois
- Unit 5 Schools, Illinois
- Champaign Community Unit Schools #4, Illinois
- Marion Community Unit Schools #2, Illinois
- Valparaiso Community Schools, Indiana
- Plymouth Community Schools, Indiana
- South Bend Community Schools, Indiana
- Billings Public Schools, Montana
- Missoula Public Schools, Montana
- Gaston County Schools, North Carolina
- New Hanover County Public Schools, North Carolina
- Union County Public Schools, North Carolina
- Brunswick County Public Schools, North Carolina
- Aiken County Schools, South Carolina
- Pickens County Schools, South Carolina
- Charleston County Public Schools, South Carolina
- Richland One School District, South Carolina
- Providence Public Schools, Rhode Island
- Cranston Public Schools, Rhode Island
- Barrington Public Schools, Rhode Island
- Cumberland Schools, Rhode Island
- Exeter-West Greenwich Schools, Rhode Island
- Newport Public Schools, Rhode Island
- Lexington Five Schools, South Carolina
- Atlanta Public Schools, Georgia
- Cobb County Schools, Georgia
- DeKalb County Schools, Georgia
- Akron Public Schools, Ohio
- Hamilton City Schools, Ohio
- Lakota Local Schools, Ohio
- South-Western City Schools, Ohio
- Westerville City Schools, Ohio
- Wellesley Public Schools, Massachusetts
- Nantucket Public Schools, Massachusetts
- U.S. Department of Justice, Civil Rights Division
- Baltimore County Public Schools, Maryland
- Frederick County Public Schools, Maryland
- Henrico County Public Schools, Virginia
- Buffalo Public Schools, New York
- Baton Rouge Parish Schools System, Louisiana

Geographic Information Systems will be used extensively to analyze demographic and facility data and **Cropper** are experts in the use of the software. **Cropper** are licensed consultants and resellers of ESRI GIS technology, which is utilized by the district and various local governments. Mr. Cropper has written multiple articles and presented at conferences across the country on GIS in educational planning. He is a pioneer in integrating new technology with age-old planning processes to refine and enhance accuracy of data when planning.

KEY PERSONNEL

The team working with the district consists of 3 key individuals. These individuals are:

1. *Matthew Cropper – Project Manager.* Mr. Cropper will be the primary point of contact with the district. Mr. Cropper will coordinate requests, meetings, and project specifics with the district and coordinate all of the work that is done for the project. Mr. Cropper has extensive experience in managing projects of this magnitude and strives to ensure that all communication is maintained in a clear and concise manner. Mr. Cropper's technical background and use of technology is far superior to competitors, and he is considered a pioneer in integrating new technology with K-12 planning. He will ensure that all data is provided in the formats (GIS, written, tabular) as requested by the district.
2. *Zoran Stojakovic – Demographer.* Mr. Stojakovic has been working with Cropper GIS Consulting since 2017 and has worked on many projects of this same magnitude. He is very skilled in technical aspects of the job and GIS analysis, and has a master's degree in applied Demography. Mr. Stojakovic will be the lead in developing enrollment forecast and will assist with demographic analysis and forecasting components of the project.
3. *James Cooper – Planning Analyst.* Mr. Cooper has been working with Cropper GIS Consulting as an analyst since 2019 and has worked on many projects of this magnitude. Mr. Cooper will work with Mr. Cropper to help facilitate meetings and prepare materials.

The team has some of the best technology available in the K-12 school planning industry. **Cropper** are business partners with both Microsoft and ESRI, the world leader in GIS. **Cropper** leverages all of the latest technology available to assist with the project, including most recent GIS technology. Technology is moving to an online form of delivery (aka The Cloud) and **Cropper** is at the forefront of this movement.

Statements and Assurances

We affirm that Cropper GIS Consulting complies with all State and Federal Laws and Regulations to do business with the district. We also affirm that Cropper GIS Consulting will adhere to all insurance requirements and other requirements requested by the district.

Cropper GIS Consulting is in excellent financial standing. We hold \$0 in debt and have posted profits since the company was formed in 2005. If the district wishes, Cropper GIS Consulting can provide further evidence of our good financial standing.

None of our staff have criminal backgrounds and have clean legal records.

There are no pending legal disputes towards Cropper GIS Consulting.

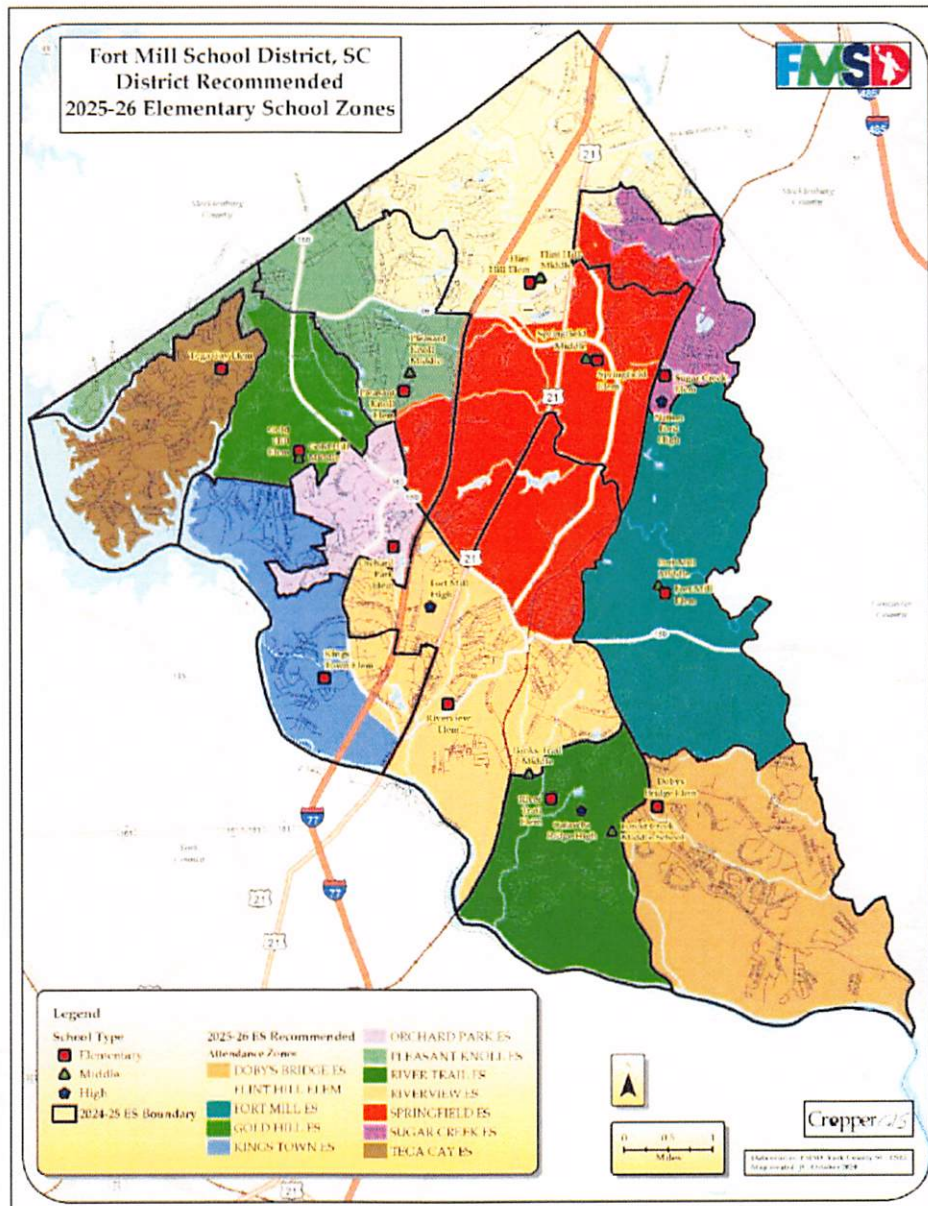
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Prior Projects

Per the RFP request, here are some projects that we have recently completed or that are currently underway:

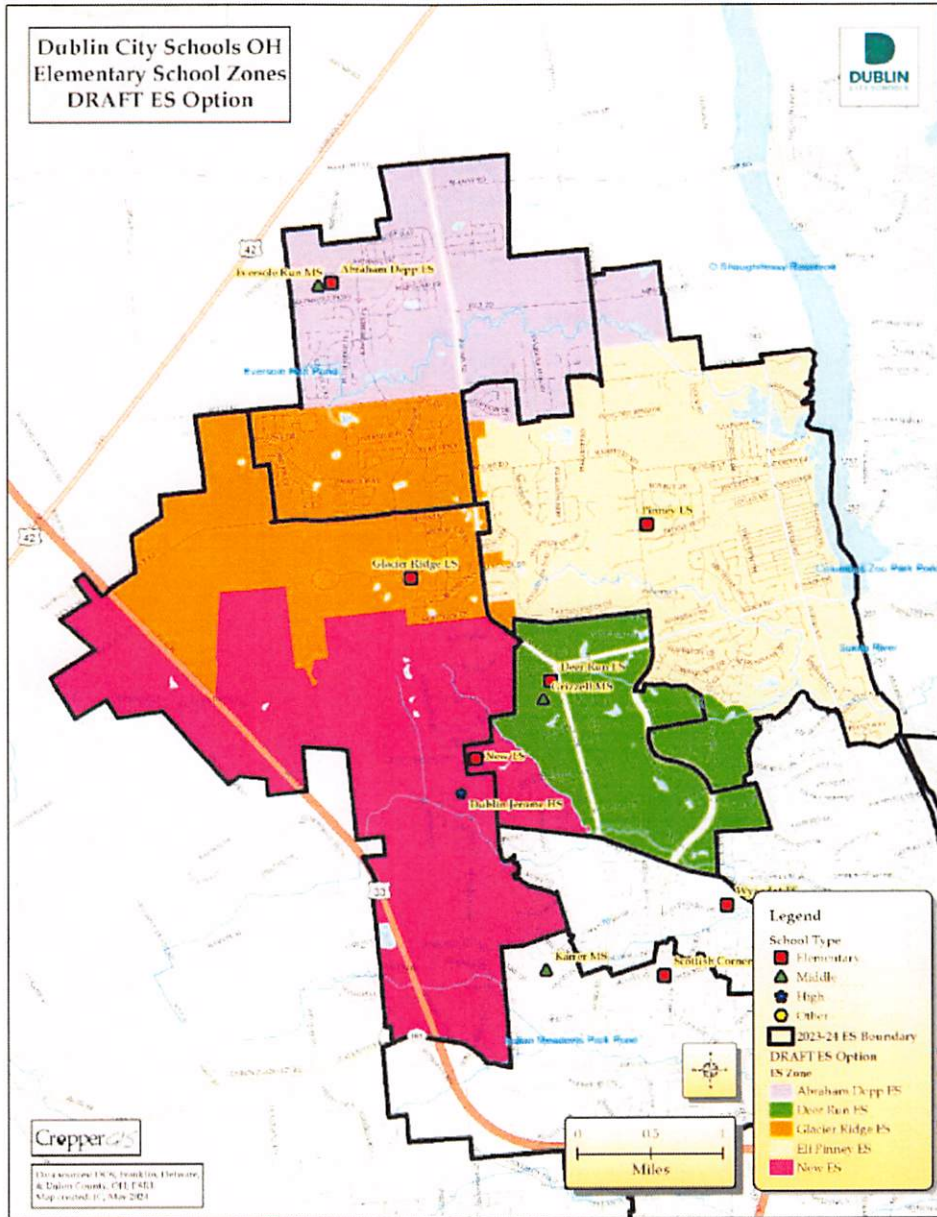
REDISTRICTING EXPERIENCE

Fort Mill School District, South Carolina: School redistricting to include new Elementary and Middle School planned for Fall 2025. Work included the development of redistricting options for the district's elementary and middle schools. Options impacted an estimated 2,000 total students. Redistricting recommendations were provided to the district in September 2024, and are currently being considered by the school board. For further information, contact Joe Romenick at RomenickJ@fortmillschools.org.



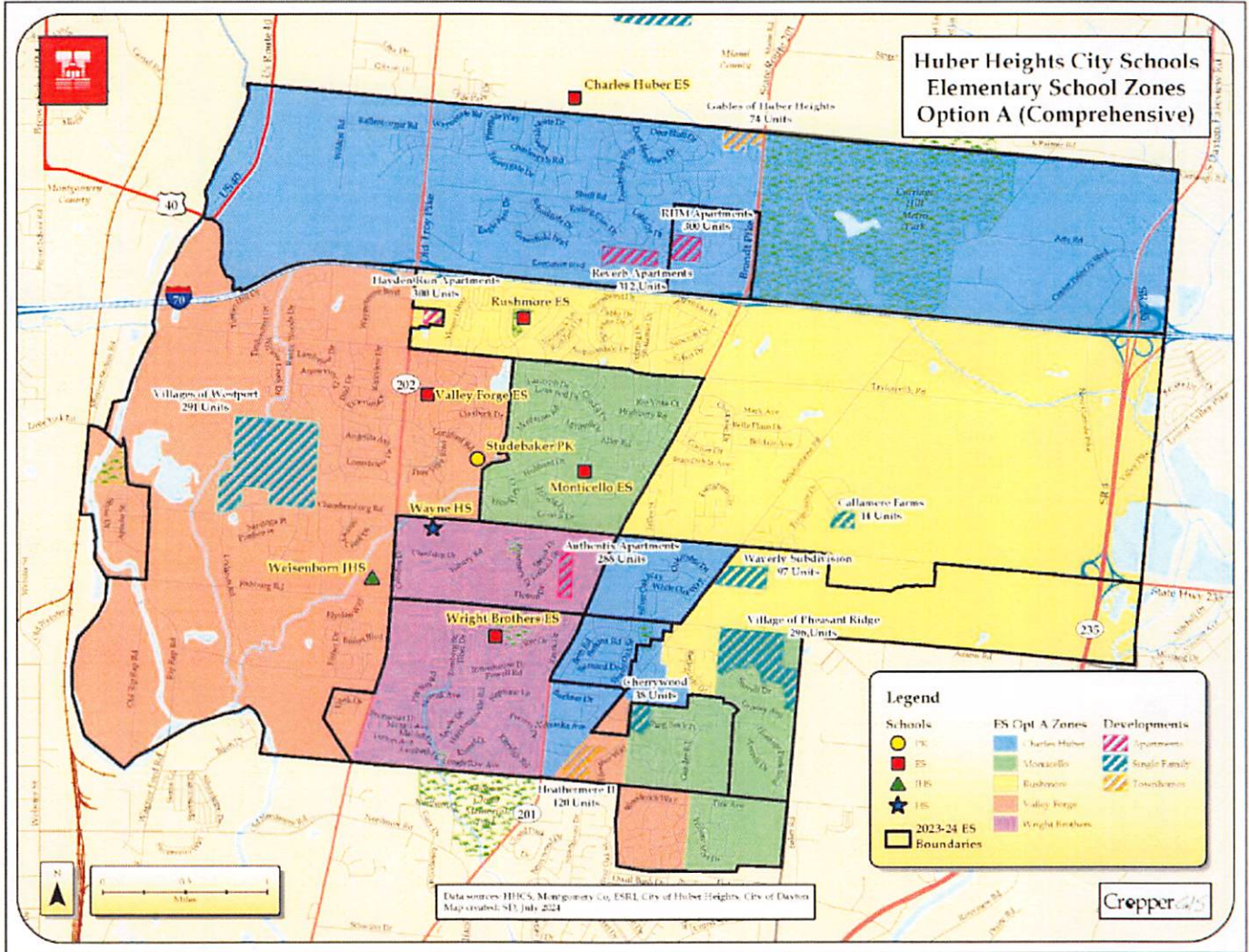
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Dublin City Schools, Ohio: School redistricting study to include a new elementary school planned for Fall 2025. DRAFT maps were shared with the public in September 2024 and input is still being received. The options impact an estimated 1,500 students. Refer to project webpage that we manage at www.dcsredistricting.com for more details about project scope. For further information, contact Scott Gill at gill_scott@dublinschools.net.



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Huber Heights City School District, Ohio: School redistricting study to balance enrollment while maintaining demographic diversity of schools. Options were shared with the public in October 2024, which impact between 300 and 600 students. Refer to project webpage that we manage at www.hhcsredistricting.com for more details about the project scope and materials developed. For further information, contact Jason Enix at jason.enix@myhhcs.org.



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DEMOGRAPHIC STUDY EXPERIENCE:

Below is a listing of recent forecasts that were developed along with an assessment of their accuracy:

District	State	2023-24 Forecast Enrollment, Adjusted (K-12)	2023-24 DOE Enrollment (K-12)	Forecast Error
Fall River	MA	10,043	10,207	-1.61%
Westerville	OH	14,227	14,182	0.32%
Kings Local	OH	4,783	4,755	0.59%
Queensbury	NY	2,971	2,953	0.61%
Cumberland	RI	4,692	4,750	-1.22%
Middletown	RI	1,932	1,938	-0.31%
Pawtucket	RI	7,634	7,597	0.49%
Union County	SC	3,589	3,549	1.13%
Huber Heights	OH	5,622	5,678	-0.99%
Arlington	NY	7,552	7,563	-0.15%

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Below are some references that can attest to the quality of work done by Cropper GIS Consulting.

Paul L. Taylor, Jr., AIA
Director, Office of Strategic Planning
Department of Facilities Management and Strategic Planning
Baltimore County Public Schools
9610 Pulaski Park Dr., Suite 204
Baltimore, MD 21220
Phone: (443) 809-0383
Email: ptaylor6@bcps.org



Work performed: Boundary planning consultation, GIS Services, 2006-current

Joe Romenick
Assistant Superintendent for Facilities and Operations
Fort Mill School District
2233 Deerfield Drive
Fort Mill, SC 29715
Phone: (803) 548-2527
Email: RomenickJ@fortmillschools.org



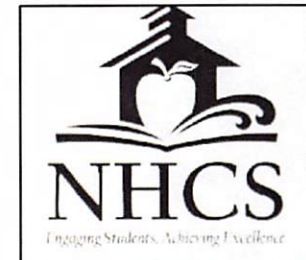
Work performed: Redistricting planning consultation, 2024

Jon Milleman, Ph.D
Superintendent
Lebanon Community School Corporation
1810 N. Grant Street
Lebanon, IN 46052
Phone: (765) 482-0380
Email: millemanj@leb.k12.in.us



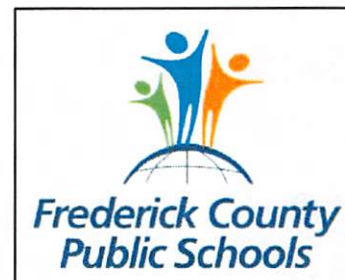
Work performed: Demographic Study, redistricting, facility planning, 2020 - current

Eddie Anderson
Assistant Superintendent for Operations
New Hanover County Public Schools
6410 Carolina Beach Road
Wilmington, NC 28412
Phone: (910) 254-4242
Email: Eddie.anderson@nhcs.net



Work performed: Demographic and Realignment planning consultation, 2017-current

Wayne Lee
Coordinator of Planning and Development
Frederick County Public Schools
1415 Amherst Street
Winchester, VA 22601
Phone: (540) 662-3888 ext. 88249
Email: leew@fcpsk12.net



Work performed: Facility and Redistricting planning consultation, 2018-current

Project Approach

The district would like to have **Cropper** perform a series of tasks for the district. The following details the scope of services and project approach, so the district can understand the various components of work.

These components are:

1. Data Collection, Development, and Analysis
2. Population/Enrollment forecasting
3. Utilization Study

Scope of Services

The following detail the various components of work that have been identified above:

1: Data Collection, Development, and Analysis

Cropper will collect data from local sources such as the county auditor/assessor's office to support the upcoming planning work. In addition to GIS data, **Cropper** will collect enrollment data from the district, as well as a current year student database for mapping. Other parts of this phase include:

- o Perform research of local area, including characteristics that will affect population and enrollment.
- o Collection of information from city, county, school district, census bureau
- o Conversion of datasets into GIS format
- o Development of Census demographic profiles per school

2: Population/Enrollment forecasting

Work in this phase includes:

- o Development of school level maps analyzing student migration patterns (Where kids live vs. attend school)
- o Creation of 10-year population and enrollment forecasts by school by grade
- o Development of report that identifies the forecast assumptions, depicts maps used to assist in the study, and interprets the population and enrollment forecast findings.

3: Utilization Study / Master Planning Work

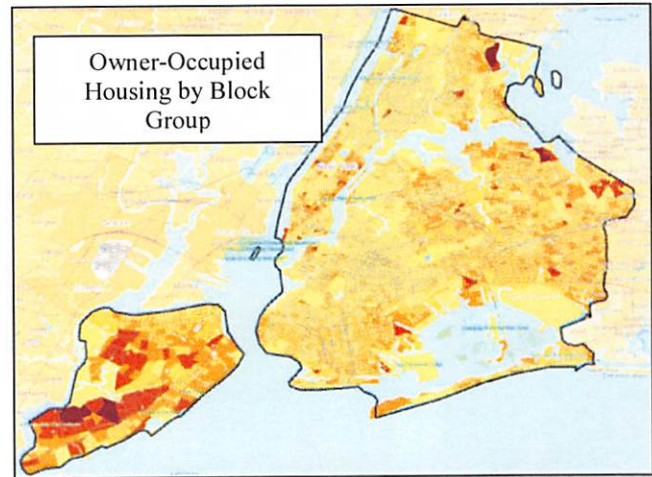
Cropper will work with the district to study the district's community dynamics and enrollment trends in relation to location and size of schools within the district. If necessary, **Cropper** will run a series of boundary options to help further balance building utilization, demographics, and transportation. As requested in the RFP, the recommendations could include changes in school use (closure, additions, new construction). These recommendations will be based on the demographic study and analysis of the population, but additional considerations will need to be accounted for prior to determining changes to facilities (such as building condition).

The following pages provide detail to our planning approach and process. The timeline and fees are at the end of the proposal.

Population / Enrollment Forecasting Methodology

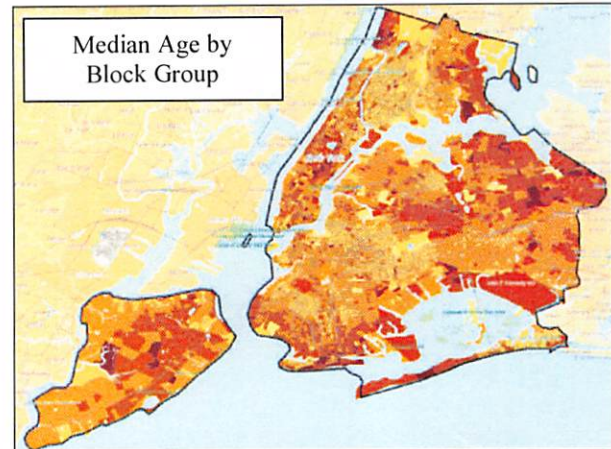
Below is the process that Cropper uses to develop a demographic study, which utilizes the best methods that are proven to have the best results.

To truly understand the complex enrollment patterns of any school district, an examination of the past, present and future demographic trends of the area is required. This does not mean just examining the school district in question, but also all of the surrounding area. In demographic terms, (as well as economic terms) no geographic area stands alone. Each area's demographic trends are interwoven with the trends in all of its neighboring areas. Furthermore, the historical trends of the number of children in each school grade have little or no effect on the future trends of a district's enrollment. The only way to accurately ascertain what the future enrollment patterns of a district be is to be able the projection the trends of the total population. Consequently, our forecast method is a three-step procedure that examines the demographic trends of both the district under study and all of its geographical areas under study.



The first step is to overlay the district's geographical boundaries (i.e. attendance areas) with Census Bureau's 2020 TIGER maps. This allows us to identify which census tracts and blocks make up each geographical area. Once this is established, the detailed 2020 Census information can be downloaded, creating a demographic and economic profile of each individual area.

This data, which can be attained at the block or block group level, forms the base information that will be used later in the construction of the population forecast models. The variables obtained from the Census Bureau include, but are not limited to, age, gender, race, ethnicity, median family and household income, household composition, home value, median rent, age of householder, number of owner and renter households and group quarters populations.



The second step is to calculate a total population forecast for all geographic areas under study (in this case school attendance areas). This forecast allows us to find how differences and changes in each area's fertility, mortality and migration rates will affect the composition of the area's future population.

Issues examined include but are not limited to the following:

1. The number of women in childbearing age in both the district and the surrounding area. Changes in the number of women 20-29 years old in an area have a far greater impact on the number of births than changes in the overall fertility rate.
2. Changes in the area's Mortality rates. Significant moves up or down in the mortality rate indicate that much of the local population change is due to factors relating to the elderly population and not to young families that would have school age children.
3. The magnitude and prevalence of out migration patterns by age. Typically, most school districts have a large amount of out migration in the 18-21 age groups as these students leave their parent's home and go to college. Other major out migration patterns that need to be identified is young college graduates moving to cities to start their careers (ages 22-26), young families go to the suburbs (25-35), people buy "move up" houses (33-50), and the "downsizing" movers (ages 50-85).

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4. Conversely, the magnitude and prevalence of the area's in migration patterns. For people who changes households each year, the majority of new residences are within a 30 mile radius of the old residence. Further the rate of existing home and new home sales in each area is used as a primary variable to establish both the magnitude and population composition of the in and out migration flow. This is especially key given that the current national average of existing homes to new homes sold is 8 to 1.

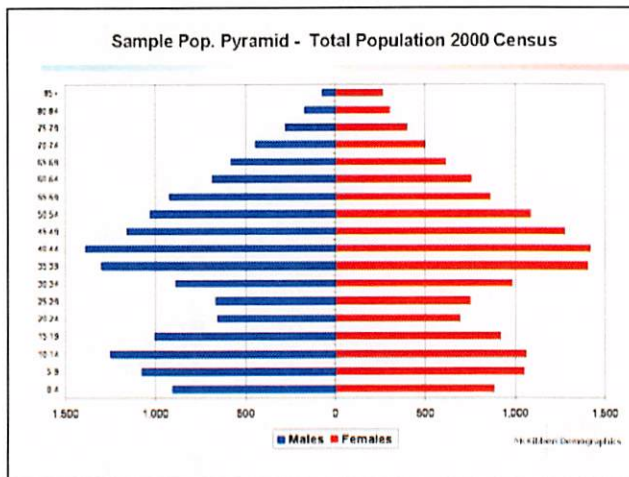
5. All of the geographic areas within the District have their own unique characteristics and demographic trends. To ensure that as many neighborhood social, economic and demographic factors are included in the projections modeling procedure, field research will be conducted throughout the entire district to ascertain the impact of housing changes, planned construction, infrastructure status and neighborhood dynamics.

The population forecasts are developed by using the Cohort-Component Method of population forecasting. Five data sets are required to generate population and enrollment forecasts. These five data sets are:

- a base-year population (here, the 2020 Census population for the district and all of its geographical areas i.e. school attendance areas);
- a set of age-specific fertility rates for each attendance area to be used over the forecast period;
- a set of age-specific survival (mortality) rates for each attendance area;
- a set of age-specific migration rates for each attendance area;
- Historical enrollment figures by grade for all facilities to be forecasted.
 - Historical enrollment databases will also be used to calculate student populations by attendance area regardless of where they attend.

State	Migration to Champaign County 2005 to 2006 From	Number of Households	Number of People	Persons Per Household
IL	Champaign Count Tot Mig-US	5,689	8,994	1.58
IL	Champaign Count Tot Mig-US	4,973	8,211	1.65
IL	Champaign Count Tot Mig-Sam	2,635	4,198	1.59
IL	Champaign Count Tot Mig-Dif	2,338	4,013	1.72
IL	Champaign Count Tot Mig-For	716	783	1.09
IL	Champaign Count Non-Migrant	61,554	126,763	2.06
IL	Cook County	472	692	1.47
IL	Vermilion County	268	489	1.82
IL	Piatt County	154	256	1.66
IL	Mclean County	150	233	1.55
IL	Douglas County	129	222	1.72
IL	Ford County	129	215	1.67
IL	Du Page County	102	140	1.37
IL	Coles County	94	158	1.68
IL	Sangamon County	87	135	1.55
IL	Macon County	80	133	1.66
IL	Will County	74	118	1.59
IL	Peoria County	62	104	1.68
IL	Iroquois County			
IL	Kankakee County			
IL	Lake County			
IL	Kane County			
CA	Los Angeles County	39	71	1.82
IL	Jackson County	33	51	1.55
MO	St Louis County	33	47	1.42

Sample IRS Migration Data used for study



The population forecasts are calculated using a cohort-component method with the populations divided into male and female groups by five-year age cohorts that range from 0-to-4 years of age to 85 years of age and older (85+). Age- and sex-specific fertility, mortality, and migration models were constructed to specifically reflect the demographic characteristics of the individual attendance areas and the total school district.

In the third and final step enrollment forecasts are calculated using a modified average survivorship method. Average survivor rates (i.e., the proportion of students who progress from one grade level to the next given the average amount of net migration for that grade level) over the previous five years of year-to-year enrollment data are calculated for grades two through twelve.

The survivorship rates are modified, or adjusted, to reflect the average rate of projected migration of 5-to-9 and 10-to-14 year olds to each of the attendance areas for the first 5-year period. These survivorship rates then are adjusted to reflect the projected changes in age-specific migration the district should experience over the next five years. These modified survivorship rates are used to forecast the enrollment of grades 2 through 12 for the 2nd 5-year period. The survivorship rates are adjusted again to reflect the predicted changes in the amount of age-specific migration in the districts for the period. Since the method doesn't depend on historical rates change it will more accurately reflect the current and future demographic situation as it relates to school enrollment.

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Historical birth and death data are obtained from the State Department of Health. Net migration values are calculated using Internal Revenue Service migration reports. The data used for the calculation of migration models come from the United States Bureau of the Census and the models are assigned using an eco-demographic system.

Other locally obtained variables (Obtained via City Planning and Dept. of Economic Development) that will be used in the construction of the population forecast models include but are not limited to: sales of existing housing units, construction of new housing units, housing price, housing tenure, household size, household composition and planned infrastructure improvements. Other internet-based resources will be leveraged for housing sale/cost analysis including sources such as RealtyTrac and Zillow.

The forecasted enrollments for kindergarten and first grade are derived from the 5-to-9 year old population of the age-sex population projection at the attendance area and school district level. This procedure allows the changes in the incoming grade sizes to be factors of projected population change and not an extrapolation of previous class sizes. Given the potentially large amount of variation in kindergarten enrollment due to parental choice, changes in the state's minimum age requirement, and differing district policies on allowing children to start kindergarten early, first grade enrollment is deemed to be a more accurate and reliable starting point for the projections.

Utilization Analysis / Master Planning Options Development

Cropper will work to analyze facility utilization and, if necessary, create alternative boundary options for the district. These options will be developed to balance school building utilization across the district along with accounting for other common factors (demographics, transportation, feeder patterns). Also, **Cropper** will identify where additional and/or less capacity is needed in the district as the planning team works to provide long-term facility recommendations.

When the planning work begins, **Cropper** will establish the best method to estimate enrollment with district officials. Once the DRAFT options are developed, **Cropper** representatives will meet with district staff to review and evaluate the potential boundary plans.

The scope is being developed with the utmost efficiency in mind, which keeps cost as low as possible. This proposal suggests to start with 2-3 options for the district's consideration along with a meeting to discuss the options and findings. It is always recommended to engage with the public to get further input on the maps that are being considered, so a public information session is included in the scope of this project. We will work with the district to establish a process that works best for them and aligns with best practices.

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Timeline

Cropper are providing a general timeline for this draft of the proposal. Once we discuss further details with the district regarding meeting structures and timelines, we can put together a much more concise schedule.

The demographic study work typically takes 12 weeks to complete once all data is provided by the district (enrollment data and maps).

The utilization planning work takes 4-6 weeks to prepare the data for redistricting and develop options. Once data is prepared for analysis after around 4 weeks period, planning meetings can begin to occur. All planning meetings are expected to be held virtually and can be facilitated/hosted by Cropper.

The anticipated timeline for the project is:

Demographic Study - December 2024 to February 2025

Utilization Planning and Boundary Options Development - January 2025 to March 2025

Fees

Below is an itemized timeline and fees for each planning component:

Population / Enrollment Forecasting (Demographic Study): \$20,000 including expenses. Costs include a virtual presentation of results to board of education.

Facility Utilization and Boundary Options Development: \$58,000 including expenses. Cost includes:

- Development of 3 options and 3 revisions,
- Up to 4 online meetings with the team to review the drafts,
- 1 public information session to share DRAFT maps with the public, and
- 1 presentation to the school board

The grand total scoped in this proposal is \$78,000.

If more options are requested/needed, the cost will be \$2,500 per additional option, which covers the time and cost to study/develop the option and report it in a handout for the study team.

Additional virtual meetings beyond the 2 that are scoped will be \$500 per meeting. On-site meetings or presentations, such as meetings with the public and/or school board, will cost \$2,500 per meeting which includes travel expenses.

Any work outside of the scope will be billed using hourly rates for Matthew Cropper of \$225 per hour. Analysts working on the project are billed at \$187 per hour. No hourly work beyond what is scoped will be done unless it is cleared with the district and everyone is of the understanding of the added cost.

We take pride in the services that we provide for our clients and always ensure client satisfaction. Please don't hesitate to contact us if you have any further questions or need anything else. Thank you for the opportunity to provide this proposal, and we look forward to the opportunity to work together!