



**SSDA**

**SMALL SCHOOL DISTRICTS' ASSOCIATION**

Please visit [www.ssda.org](http://www.ssda.org): For Weekly News Updates

# NEWSLETTER

## SSDA's 29<sup>th</sup> Annual Conference - March 28-30, 2012

**Location:**

**Woodlake Hotel (formally known as The Radisson Hotel) - Sacramento, CA**

### SSDA's 16th Annual Golf Tournament

\$100.00 per participant

March 28, 2012 - Registration - 7:30 a.m.

Shotgun Begins at 8:30 a.m.

Lincoln Hills Golf Club

## TWO PRE-CONFERENCES SCHEDULED

### iPads in Education

Attend this training to experience the latest iPad2 device and explore the possibilities for board members, teachers, and students. All participants will receive a 32GB Wi-Fi iPad2 and smart cover.

Registration Fee: \$700.00

### March 28, 2012

12:30 p.m. - 4:00 p.m.

*Full-Conference  
registration fees  
have been reduced  
visit [www.ssda.org](http://www.ssda.org)*

### Nuts & Bolts of Transitional Kindergarten

This session will provide attendees with an overview and discuss facility issues in addition to the best curriculum and assessment practices to better assist District's with a new program.

Registration Fee: \$150.00

### Keynote Speakers:

Kathy Estes  
San Bernardino COE

Title:  
"A Framework for Understanding  
Poverty"

Kevin Gordon and Jack O'Connell  
School Innovations & Advocacy

Title:  
"Fiscal and Political Backdrop for  
California Schools"

David Walrath  
SSDA Legislative Advocate

Title:  
"Local and Federal Updates"

Salman Khan

Governor Jerry Brown

The Honorable Leon Panetta

### Workshop Topics:

Understanding and Managing The Brown Act  Improving Attendance  Federal Policy Updates  Power Excel for Business Professionals  Mandates Training - Getting Cash Back into the District  Avoiding Ethical Pitfalls and Conflicts of Interest  Updates on Common Core Standards  Building the Governance Team  What's Up with Pension Reform  Google-licious.....just to name a few. Please visit our website at [www.ssda.org](http://www.ssda.org) for updates and registration materials.

## **Fight Back Against the Transportation Cut - Action Needed Now!**

SSDA is fighting to repeal, reverse or restructure the mid-year trigger cut to transportation. For more information, please visit: <http://www.ssda.org/vnews/display.v/ART/4ee92b468673e> for materials you, your district and community may use to fight back against this cut. Included in the website material is the SSDA letter asking the Legislature to restructure this inequitable cut.

Don't just teach  
with technology

Increase student engagement



OnPoint **trainers** begin long-term  
partnerships with small school districts.

**On-site** training sessions are **customized**  
to reach every teacher's classroom goals.

# Education Tax Increases Proposed for November 2012

Submitted by: David Walrath - SSDA Legislative Advocate

There are at least three major tax increase proposals (more than \$5 billion per year) that have been submitted to the Attorney General to start the initiative process to be considered for the November 2012 ballot. There are at least three less ambitious tax proposals (less than \$2 billion per year) also starting the initiative process. Finally, there is the "Think Long" government reform proposal that has not yet started the process. This article will focus on the K-12 school funding provisions of the three major proposals although it is possible that, through negotiations, two of the major proposal proponents will end their separate efforts and join with the Governor's proposal.

## Title: Schools and Local Public Safety Protection Act of 2012

**Main Proponent**  
Governor Brown

### New Tax Revenue

New tax revenue of approximately \$7 billion per year for five fiscal years with the income tax increase operative for calendar years 2012-2016 and the sales tax increase operative for calendar years 2013-17.

**K-12 Statewide Amount** (*See Proposition 98 Comments*)  
Eighty-nine percent (89%) of net amount collected or approximately \$6.25 billion per year.

### Allocation Methodology

Based as an equal percent of the Education Code 42238 revenue limit (or charter school general purpose block grant or Education Code Section 25589 for County Offices of Education) with reductions for basic aid excess property tax.

### LEA Estimated Amount Per Year

Approximately twenty-two percent of Education Code 42238, 2558 revenue limits or general purpose block grant.

### Increase Proposition 98 Base

Maybe. The initiative allows the tax revenue to be credited as a Proposition 98 expenditure and counted in the Proposition 98 base. The new tax revenue that is greater than the amount owed to K-14 (Proposition 98 minimum guarantee plus maintenance factor) could be used for other purposes.

### School Administrator Provisions

Funds can not be used for administrator salary, benefits or any other administrative costs except the annual audit of the Education Protection Account.

### One-Time Revenue Spike Provisions

None.

## Title: California Funding Restoration Act of 2012

**Main Proponent**  
California Federation of Teachers

### Total New Tax Revenue

Approximately \$6 billion per year permanent.

### Statewide Amount for Education

Sixty percent (60%) or approximately \$3.6 billion for K-University per year.

### Statewide Amount for K-14

Seventy three and one third percent (73.3%) or approximately \$2.64 billion per year.

### Statewide Amount for K-12

Approximately eighty-two percent for the K-14 amount or approximately \$2.16 billion per year.

### LEA Allocation Amount

Equal amount per reported (EC 10601) enrollment or approximately \$350 per enrollment.

### Increase in Proposition 98 Base

No. The funds would be completely outside of Proposition 98.

### School Administrator Provisions

No.

### One-Time Revenue Spike Provisions

No.

## Title: Our Children, Our Future: Local Schools and the Early Education Act

**Main Proponent**  
Advancement Project

### Total New Tax Amount

Approximately \$10 billion per year for 12 years.

### Statewide Amount for Education

100%.

### Statewide Amount for K-12

Eighty-five percent (85%) or approximately \$8.5 billion per year. Remaining funds will be restricted for early childhood education.

### Allocation Process for the 85%

- Seventy percent (70%) as an equal amount per pupil in K-3, 4-8 and 9-12 with the 4-8 amount being 120% of the K-3 amount and the 9-12 amount being 140% of the K-3 amount.
- Eighteen percent (18%) as an equal dollar amount for each student eligible for free meals under the U.S. Department of Agriculture guidelines.
- Twelve percent (12%) as an equal amount per pupil for training, technology and teaching materials.

### Increase Proposition 98 Base

No. The funds would be completely outside of Proposition 98.

### School Administrator Provisions

Cannot be used for district level administrative costs.

### One-Time Revenue Spike Provisions

Yes. If revenues exceed the average annual growth rates, then the amount above the average would be used to reduce state school facility bond debt.

### Conclusion

Governor Brown has clearly stated his willingness to further cut schools in order to balance the state budget if there are not new tax increases. Under the Governor's stated position, the Advancement Project initiative would not prevent state budget cuts (or Proposition 98 suspension) because none of that initiative's new tax revenue could be used to balance other parts of the state budget. The same is true of the California Federation of Teachers initiative proposal. The Governor's proposal, however, would allow using some of the new tax revenue to balance other parts of the state budget.

# Upcoming Legal Deadlines and Requirements for Certificated Personnel Action

Submitted by: Michelle Cannon – Kronick Moskovitz Tiedemann & Girard

The purpose of this article is to remind school districts with average daily attendance of 250 or more of mandatory legal deadlines which must be met if you desire to make certificated personnel changes for the coming school year. Given that 80-85% of most school districts' general fund expenditures are for personnel, if you need to make budgetary cuts, layoffs must be considered. January planning will enable meeting the deadlines. Since each of these actions has legal exposure associated with it; we strongly recommend that you contact legal counsel now regarding analysis of your specific matters to insure compliance with the Brown Act and other relevant laws, and drafting of all board resolutions and notices. The following six actions are discussed below:

- Layoff of Probationary and Permanent Certificated Employees
- Release and Reassignment of Persons in Certificated Positions Requiring an Administrative or Supervisory Credential
- Non-reelection of Probationary Certificated Employees Effective the End of the School Year
- Termination (Release or "Non-reelection") of Temporary Certificated Employees
- Termination of Permanent Certificated Employees for Cause
- Termination of Probationary Certificated Employees During the School Year for Specified Reasons

## Layoff of Probationary and Permanent Certificated Employees

In order to layoff probationary and permanent (tenured) certificated employees, the superintendent or designee must give the governing board written notice of the recommendation for layoff, the board must adopt a resolution citing the reductions or elimination of services which will need to be made, and the district must provide preliminary written notice of layoff to each affected employee. All of this must occur no later than March 15. (Education Code, §§ 44949, 44955.) Much administrative and legal planning needs to occur long before March 15 in order to successfully accomplish a layoff. If those being affected request it, a hearing conducted by an Administrative Law Judge must be held.

## Release and Reassignment of Persons in Certificated Positions Requiring an Administrative or Supervisory Credential

Education Code §44951 requires that if the district intends to release an administrator and reassign that person, the governing board must take initial action to accomplish that result and give written notice of that initial action to the employee no later than March 15.

The pre-March 15 written notice to the administrator may be given only in either of two very specific ways: (1) postage pre-paid Registered or Certificated U.S. Mail mailed on or before March 15 and addressed to the employee's last known address, or (2) hand delivery and getting the signature of the employee on the district's copy of the written notice. Nothing prevents the district from giving notice in both ways; however, no deviation from the statutorily prescribed method of delivery of the notice is allowed, and failure to give notice properly will result in the employee having the right to continue in the administrative position for the next year.

If the district releases and reassigns an administrative employee to a teaching position, the employee is entitled to request and obtain a written statement of the reasons for the action.

## Non-reelection of Probationary Certificated Employees Effective the End of the School Year

Education Code §44929.21 requires (a) governing board action approving non-reelection of a specific probationary certificated employee and (b) delivery of a written notice of non-reelection to the employee no later than March 15 of the employee's second "complete consecutive school year of employment." Section 44929.21 requires that the written notice of non-reelection be received by the employee by March 15 (not just mailed by the 15th).

While there is no deadline during the first probationary year stated in the law for governing boards' action and notice to the first-year probationary employee, we recommend that the board make that decision and provide the written notice to the employee as early as is administratively feasible.

## Termination (Release or Non-reelection) of Temporary Certificated Employees

There is no requirement that temporary employees whose contract is ending with the school year be notified of the expiration of their temporary contract. However, if they are a "75% er", special re-hiring rules apply to them for all vacant positions must be filled with 75% ers before hiring from outside. However, if you have a temporary employee whose performance or style is not acceptable, you may non-reelect that employee and terminate their 75% ers' rights.

School district governing boards may "release" a temporary certificated employee during the school year prior to the employee having served 75% of the number of days the regular schools of the district are maintained.

## Termination of Permanent Certificated Employees for Cause

District personnel specialists should be aware of special time lines and notices applicable if they intend to seek the dismissal of a permanent (i.e., tenured) certificated employee based upon the causes of "unsatisfactory performance" or "unprofessional conduct."

Education Code §44938 requires that an employee be given written notice by the board or its designee of specific instances of behavior constituting "unsatisfactory performance" at least 90 calendar days prior to the filing of charges for dismissal and conduct constituting "unprofessional conduct" at least 45 calendar days prior to the filing of charges. Since the content of the notice is somewhat technical and legally quite critical, we recommend that you consult with legal counsel in its preparation.

Please note that a §44938 notice of deficiencies can be issued anytime so long as the appropriate performance evaluation is attached to it. If you want to dismiss this year, the notice of deficiencies should be served on or before February 15, 2012 and the notices of unprofessional conduct should be served on or before March 31, 2012. Remember also that even though the §44938 notice can be issued anytime, the board's later action actually initiating the dismissal cannot legally occur between May 15 and September 15. (Education Code §44936.)

There are several other statutory "causes" that may be used to dismiss a permanent certificated employee which do not require a prior Section 44938 notice of deficiencies. See sections 44932.

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# Federal Court in CA Decides “Religious Banners” Case On First Amendment Rights

Submitted by: David Urban – Liebert Cassidy Whitmore

The U.S. Court of Appeals for the Ninth Circuit, in [Johnson v. Poway Unified School District](#) recently issued a decision that answers numerous questions bearing on the First Amendment free speech rights of high school teachers. At the core of Johnson is the extent to which high school teachers’ expression to students in the course of instruction is protected by the First Amendment.

The facts of *Johnson* are as follows. The Poway Unified School District allowed teachers to place posters and other materials on the walls of their classrooms conveying messages completely of the individual teacher’s choosing. Examples included anti-war materials and posters of rock musicians Nirvana, Bruce Springsteen, and the Beatles. Some of the materials appeared to pertain to religion, including: a 35 to 40-foot long string of Tibetan prayer flags with writings in Sanskrit and images of Buddha; a poster of John Lennon and the lyrics to the song “Imagine” (which at one point asks listeners to imagine a world with “no religion”); a poster of Buddhist leader the Dalai Lama; and posters of Muslim minister Malcolm X.

Bradley Johnson, a math teacher, maintained in his classroom two banners, each approximately seven feet wide and two feet tall. One, striped in red, white and blue, contained the phrases: “In God We Trust,” “One Nation Under God,” “God Bless America,” and “God Shed His Grace On Thee.” A second banner quoted from the Declaration of Independence by stating “All Men Are Created Equal, They Are Endowed By Their Creator,” and placed the word “Creator” in all upper-case letters. Johnson had taught at the school for 30 years. The first banner had been in his classroom for 25 years, and the second for 17 years.

In 2007, the District, concerned about a violation of principles of separation of church and state ordered that Johnson remove the banners. Johnson sued alleging his First Amendment free speech rights had been violated.

The trial court agreed with Johnson. It did so by applying First Amendment “forum analysis,” specifically by determining that once the District had allowed teachers free reign to express themselves through posters and other expression on their classroom walls, the District could not then pick and choose what teachers could express.

The Court of Appeals reversed, however, holding that Johnson had no free speech claim. The Court held that for public high school teachers in this context, “forum analysis” must give way to the specific framework the U.S. Supreme Court has developed for public employee speech claims. That framework asks, among other things, whether the employee spoke as a private citizen rather than a public employee. An employee speaks as a public employee when the speech is made pursuant to “official duties.” In those circumstances, there is no First Amendment free speech claim.

The Court held that Johnson’s banners constituted his speech as a public employee. The Court applied the following standard for making this determination for a teacher, in this particular case: “[Because of the position of trust and authority they hold and the impressionable young minds with which they interact, teachers necessarily act as teachers for purposes of [an “official duties” analysis] when [they are] at school or a school function, in the general presence of students, in a capacity one might reasonably view as official.”

The Court determined that Johnson’s banners were pursuant to his “official duties” under this standard: “An ordinary

citizen could not have walked into Johnson’s classroom and decorated the walls as he or she saw fit, anymore than an ordinary citizen could demand that students remain in their seats and listen to whatever idiosyncratic perspective or sectarian viewpoints he or she wished to share.”

Questions of constitutional law, including questions concerning faculty members’ freedom of expression, typically require legal analysis. Liebert Cassidy Whitmore attorneys are experienced in these issues and available to advise employers.

David Urban ([durban@lcwlegal.com](mailto:durban@lcwlegal.com)) is an attorney at the Los Angeles office of Liebert Cassidy Whitmore, a full-service education (including business and facilities), labor and employment law firm representing California school districts. Dave is also a contributing author to the firm’s California Public Agency Labor & Employment Blog.

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# New CETPA Statewide Purchasing Contract with Microsoft

Submitted by: Fred Brakeman – Infinity Communications & Consulting

By now, I am sure you have seen CETPA's news release to the media that they have signed a multi-year contract with Microsoft and Software House International (SHI) to offer greatly reduced pricing on Microsoft's Educational Enrollment Solution (EES) products to all public and private educational organizations in the state of California. The program is called the Microsoft Strategic Alliance supported by SHI (CAMSA supported by SHI). Just in case you were not aware of this great opportunity to save your district some money, I thought I would use this opportunity to provide some details.

Earlier this year management at Microsoft Corporation contacted Steve Carr, President of the Board of Directors at CETPA, to see if CETPA would consider being the lead agency to provide a statewide purchasing contract for Microsoft EES products. After a thorough review of the proposal, the CETPA board decided to go forward with this project. At that time, they contacted Infinity to see if our firm would be interested in taking the lead to develop the RFP and manage the bidding process. Mr. Mark Williams, partner at the law firm of Fagen Friedman and Fulfrost ("F3") was also engaged to ensure that all California bid laws were followed and to help negotiate the contract with Microsoft and the Microsoft Large Account Reseller (LAR). The RFP was posted on our Infinity website in late June and in late July, we received three proposals. A team consisting of CETPA Executive Board Members, Executive Director Andrea Bennett and myself then interviewed all three vendors. Based on the proposals and final interviews, the interview team recommended to the CETPA board that Software House International (SHI) be chosen. The contract was signed in early September.

Steve Carr stated "The CETPA board is excited about announcing this new program and we hope that you will find both savings and value in this initiative. Many of our CETPA members representing their respective districts already understand the benefits of the EES licensing program. The problem was that only medium to large districts were eligible based on FTE (full time equivalent) staff counts. Now with this alliance Microsoft lowered the minimum FTE count to 25 so that most schools and districts can participate. Additionally, all organizations enter into the program at Level C pricing which represents the 10,000 FTE discount level." Rebecca Smith at SHI stated "SHI is appreciative for the opportunity to work with both CETPA and Microsoft on this innovative new contract that will save California's schools a great deal of money."

Brian Bratonia CA K20 Education State Alliance Manager for Microsoft stated, "The California K12 space represents one of the largest, if not the largest, systems preparing the next generation of students to be successful members of their society. Prior to the creation of the strategic alliance between CETPA and Microsoft a consortium purchasing program for Microsoft software did not exist for education in California which resulted in inefficiencies in the procurement of 21<sup>st</sup> century tools other states have benefited from in recent years. The strategic alliance between CETPA and Microsoft will be a tremendous benefit to California schools in light of the current economic conditions. By leveraging the aggregated purchasing power of California schools all K12 institutions will now be eligible for price point only a handful of California schools previously would have qualified for. Additionally, due to the rigorous nature of the RFP process which CETPA undertook in selecting SHI as the supporting reseller, California schools will be able to save management and administration time by leveraging the relationship CETPA has established with Microsoft knowing they have

secured the lowest academic pricing available for California schools. Phase I of the Strategic Alliance between Microsoft and CETPA is focused on increasing access to technology through the creation of the statewide purchasing framework. In phase II, CETPA and Microsoft will focus on working to ensure schools are leveraging best practices to become more efficient as an organization and that technology tools within the classroom are amplifying and accelerating both professional and student learning."

Here are some of the other benefits:

Great Pricing! See below:

## Example A:

### School ABC

1,000 computers  
750 Faculty & Staff  
Purchased 1,000 Microsoft Office Pro & Windows 7 Upgrade Licenses under Select  
Cost for School ABC: **\$131,690.00**

### School ABC

1,000 computers  
750 Faculty & Staff  
Purchased under the CETPA Microsoft SHI contract using the FTE count of 575  
Microsoft Office Pro Plus, Windows 7 Upgrade and IT Academy  
Cost for School ABC: **\$20,991.73**

**SAVINGS for School ABC: \$110,698.27**

.....continued on page 8



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.....continuation from page 7

**Example B**

**School XYZ**

6,000 computers  
7,000 Faculty & Staff  
Purchased under the Microsoft Select Program  
6,000 licenses of Office Pro Plus and Windows 7 Upgrade  
School XYZ cost: **\$790,140.00**

**School XYZ**

6,000 computers  
7,000 Faculty & Staff  
Purchased under the CETPA Microsoft SHI Contract using the FTE count of 4,500  
Microsoft Office Pro Plus, Windows 7 Upgrade and IT Academy  
Cost for School XYZ: **\$155,187.48**

SAVINGS for School XYZ: **\$634,952.52**

**Example C**

**School RST**

500 computers  
300 Faculty & Staff  
Purchased under the Microsoft Select Program  
500 licenses of Office Pro Plus and Windows 7 Upgrade  
School RST cost: **\$65,845.00**

**School RST**

500 computers  
300 Faculty & Staff  
Purchased under the CETPA Microsoft SHI Contract using the FTE count of 230  
Microsoft Office Pro Plus, Windows 7 Upgrade and IT Academy  
Cost for School RST: **\$9,196.18**

SAVINGS for School RST: **\$ 56,648.82**


- For small schools, they will see even greater savings.
- Pricing is guaranteed for 12 month increments.
- The minimum FTE count is 25.
- One and three year contracts are available.
- Depending upon the success of this program, if the FTE count for all combined CETPA orders raises to 25,000+ in the first year of the program, next year the program will automatically increase to Level D pricing.
- A dedicated team at SHI that can help school district personnel through the entire process including understanding the Microsoft products, developing quotes, helping with the ordering process, delivering the products and keys and assisting district staff with after sale services. For program details go to [shi.com](http://shi.com) or call (800) 535-5210.
- The EES program also allows staff to download the programs onto their personal computer at home at no additional cost.
- The contract has a "piggyback" clause to make it easy for educational organizations to purchase these products. If your Chief Business Official has questions on the procurement process, contact CETPA and they will send your CBO a copy of F3's legal review.
- If you need to order different products later on in the fiscal year onto your original contract you can do so and it does not need to be the same FTE as your original order.
- CETPA, SHI and Microsoft all have dedicated links on their websites that provide more detail.
- SHI will provide for school districts, free of charge, reporting tools to help keep inventory of all Microsoft products.
- There is no cost to join this program.

- SHI is a privately held corporation and has been under current ownership since 1989. SHI has done business with California schools for many years.

Since Infinity was involved in this process, we made sure that the selected LAR had extensive background in not just Microsoft products but also with the Erate and Microsoft Voucher programs. If your educational organization has a high enough Free & Reduced lunch count and wants to apply for Microsoft products as an Erate basic maintenance service, you can do so by filing your own Form 470 and then using your standard procurement process to receive maintenance services quotes. We also confirmed with the California Department of Education that you can also receive Microsoft Voucher monies on the portions of the project that Erate does not pay. For those educational organizations that don't qualify for Erate monies, all Microsoft products including these EES services are eligible for Microsoft Voucher monies.

As the President of Infinity, I want to publically thank the CETPA board for taking the lead to establish this new program in the state of California. In these tough economic times, schools are looking under every rock to find cost savings for their districts and to continue to offer better services for their students, staff and parents. This could be a huge cost savings for California schools! It was an honor and a pleasure to work on this project.

Fred Brakeman is President of Infinity Communications & Consulting, Inc., a full service consulting firm including Erate/CTF and Microsoft Ed Tech K-12 consulting, technology design services, and low voltage construction management and inspection services serving approximately 20% of all the school districts and county offices of education in California. Infinity Communications & Consulting is located in Bakersfield, California with field offices in Fresno, Hollywood and Emeryville. He may be reached at [fbrakeman@infinity-comm.com](mailto:fbrakeman@infinity-comm.com), office phone (661) 716-1840, or via mail at P.O. Box 6069, Bakersfield, California 93386. Please visit [www.infinitycomm.com](http://www.infinitycomm.com).



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# iPads In Education



## Topics include:

- ~ syncing multimedia content (audio, images & video)
- ~ Accessing online resources
- ~ Exploring apps to benefit personal and professional productivity
- ~ Investigating apps to benefit student learning

## SSDA Presents "iPads In Education"

PRE-CONFERENCE WORKSHOP

MARCH 28, 2012 - 12:30 P.M. - 4:00 P.M. AT THE SSDA 29<sup>TH</sup> ANNUAL CONFERENCE

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**Governor Signs SB 2X into Law:  
Increases California Renewable Energy Mix  
From 20% to 33%**

Submitted by:  
Jamie Bonner - Salas O'Brien Engineers, Inc.

**What Can K-12 School's Expect?**

(SB 2X) requires California energy providers to buy 33 percent of their energy from clean, renewable energy sources by 2020.

Previously the law required investor-owned utilities to procure 20 percent of their energy from renewable resources. Existing law also, "capped" the amount of renewable energy that the Public Utilities Commission can order a utility to buy or build at 20 percent. SB 2X removed the cap and now requires utilities to acquire at least 33 percent of their energy from renewable resources by 2020.

**Today, renewable energy cost the utilities \$100 to \$150 per Megawatt to purchase while more traditional power generation cost \$30 to \$40 per Megawatt.**

The shift in energy mix means significant increases in California energy rates are almost certain. Salas O'Brien Engineers, with six offices throughout California, is an energy engineering and planning firm practicing in California since 1975. Salas O'Brien CEO, Darin Anderson stated that the new minimum for renewable energy will likely drive rates up 70% between now and 2020. Anderson further recommended that energy-planning efforts need to be created or revised to address the fundamental shift in supply costs, or districts will be caught with even more strained operating budgets.

Many schools today are looking at power purchase agreements (PPA's) to reduce their dependency on utilities, produce energy at a lower cost and be strategic in their facility investments. Additionally, schools are conducting energy audits to pinpoint the most effective places to focus on savings efforts. Finally, schools are establishing comprehensive energy plans to insure staff and students are a vital part of their energy solution.

With budgets being slashed today, school districts are choosing to defer facilities projects, but that does not have to be the case even if cash flows are tight.

Salas O'Brien and other similar energy planning firms offer school districts a tool chest of resources to leverage. Financing assistance, facilities planning consultation, self generation planning, negotiating utility rebates and evaluating utility rate schedules and options. Unique to Salas O'Brien is the ability to also provide design and trouble-shooting services which are linked to clean energy.

"Clean energy opportunities have a uniquely positive impact on the learning environment" reports Carl Salas, PE, and Founder of Salas O'Brien. "Today, we can simultaneously reduce a classroom's carbon footprint while improving the health, productivity and comfort of its environment. Even better, is to integrate clean energy opportunities into emergency repairs, and preventative maintenance. For the same dollars, the District can achieve significant savings." There are many companies out there pushing product solutions to schools. Our advice is to make sure schools work with an energy engineering firm that is completely product agnostic. In this way, schools protect their interests with a holistic approach to facilities as opposed to a more myopic, product oriented approach."

**Comparison of Economic Indicators**

Submitted by:  
David Walrath - SSDA Legislative Advocate

The Department of Finance forecast of economic indicators appears to be more on the low range of possible forecasts while the Legislative Analyst is more in the mid-range. What is surprising is that the Department of Finance 2011-12 General Fund revenue forecast is about \$1.2 billion higher than the LAO forecast.

My revenue forecast and economic indicator forecast is better (\$500 million in 2011-12 and \$1 billion in 2012-13) than both the Department of Finance and the Legislative Analyst. We will know who is more accurate at the May Revision.

Comparison of Department of Finance (DOF), Legislative Analyst's Office (LAO), and Dave Walrath Projections of Economic Indicators.

**CALIFORNIA**

Unemployment Rate	2011	2012
December DOF	12.0%	12.0%
November LAO	12.0%	11.8%
Dave's Projection		11.5%
<b>Salaries and Wages (year to year % change)</b>		
December DOF	4.9%	3.8%
November LAO *	6.0%	4.1%
Dave's Projection		4.3%
<i>*LAO Forecast of Personal Income</i>		
<b>New Housing Units</b>		
December DOF	46,400	52,200
November LAO	46,000	61,000
Dave's Projection		54,000
<b>UNITED STATES</b>		
<b>Real Gross Domestic Product (year over year % change)</b>		
December DOF	1.8%	1.7%
November LAO	1.8%	2.1%
Dave's Projection		2.4%



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