HANOVER PUBLIC SCHOOLS FY '19 BUDGET: School Department











February 7, 2018

Presentation Outline

- Budget Approval Schedule
- Identify Budget Development Variables
- Budget History FY 2014 Present
- Review of FY 2018 Spending
- Supporting Strategic Objectives
- Enrollment
- Comparisons to Surrounding Towns and DART
 - Per Pupil Expenditure
 - Student Teacher Ratios
 - Special Education
- Grant Summary
- Revolving Account Summary
- Circuit Breaker
- Budget 1.0 Summary
- What If?

Community Expectations

- Excellent schools have been identified as a top priority by Hanover residents
- High expectations including:
 - Safe schools (innovative security protocols, secure facilities, support from HPD)
 - Strong academics (experienced teachers, quality resources, exceptional college acceptance rate, innovative technology)
 - Student supports (inclusive Special Education, comprehensive counseling/health services, stable class sizes)
 - Excellence in athletics, arts, enrichment, clubs, and activities

FY '19 Budget Approval Schedule

Meeting purpose	Date	Scheduled budget discussion and agenda items
School Committee	Jan 24: Wednesday	FY '19 School Department Budget 1.0 presentation to School Committee
Town Manager Budget due to Board of Selectmen	Feb 5: Monday	Town Manager submits FY '19 Budget to the Board of Selectmen and Advisory Board
School Committee and Advisory Board	Feb 7: Wednesday	Budget: Discussion of Budget with Joint Meeting of School Committee and Advisory Board
School Committee	Feb 28: Wednesday	Budget 2.0 Following Town Manager submission and Advisory Board Meeting
School Committee	Mar 14: Wednesday	Public Budget Presentation Review Budget 3.0 and Vote

Variables Impacting Budget Development

- Time. Five months remain in the current school year
- Town's annual financial capacity to support operating budget (property tax levy limit)
- Variability of state aid (Chapter 70)
- Variability of Circuit Breaker (CB) reimbursement rate
- Variability of state and federal grants
- Unknown obligations: special education tuitions and long-term absences, equipment failure, and legal costs

Budget History FY 2014-Present

		Increase	Percentage
FY 2014 Actual (includes 230K Town Meeting Articles)	\$22,938,399.24	\$1,045,467.08	4.78%
FY 2015 Actual	\$24,083,276.59	\$1,144,877.35	4.99%
Town Meeting Article	\$491,247.54		
FY 2015 Grand Total	\$24,574,524.13	\$1,636,124.89	7.13%
FY 2016 Budget	\$24,920,443.00	\$837,166.41	3.48%
Town Meeting Article	\$500,000.00		
FY 2016 Total Budget	\$25,420,443.00	\$1,337,166.41	5.55%
FY 2017 Budget	\$25,765,115.00	\$844,672.00	3.39%
Town Meeting Article	\$450,000.00		
FY 2017 Total Budget	\$26,215,115.00	\$1,294,672.00	5.20%
FY 2018 Budget	\$27,165,115.00	\$1,400,000.00	5.43%
FY 2019 Budget Projected	\$27,990,115.00	\$825,000.00	3.00%

Town/School Shared Cost History

Cost Center	FY 2016	FY 2017	FY 2018 Budget
Business and Finance	\$197,381	\$197,400	\$246,009
Custodial Services	\$1,057,299	\$1,098,468	\$1,088,121
Heating (Natural Gas)	\$213,757	\$204,603	\$263,833
Electricity	\$456,403	\$448,456	\$418,150
Maintenance of buildings and grounds	\$956,692	\$940,457	\$984,753
School Employer Retirement Contributions and SLBB	\$966,501	\$1,259,624	\$1,451,931
Health/Life Insurance Active and Retired Employees	\$1,792,950	\$1,912,968	\$2,021,784
Property/Casualty and Other Insurance	\$165,748	\$166,821	\$167,623
Grand Total	\$5,806,731	\$6,228,797	\$6,642,204

FY '18 Spending Breakdown

Funding Sources for FY '18 (Current Year)	Balance on July 1, 2017	Projected FY '18 Spending	Notes
FY '18 Approved Operating Budget	\$27,165,115	-\$27,165,115	Entire operating budget will be expended
Grant/Revolving Funding	\$1,472,687	-\$1,472,687	Supports Pre-K, Kindergarten, Special Ed, and Athletics
Circuit Breaker: FY '17 carry-over and FY '18 allocation (65%)	\$836,627	-\$666,166	Special Education expenses/encumbrances to date
Totals	\$29,474,429	-\$29,303,968	Projected spending
Projected Circuit Breaker carry-over to FY '19		\$170,461 (Currently need \$100K to balance operating budget for \$70,461 in available rollover)	Changes on a weekly basis due to expected Special Education volatility

Level Services Budget Proposal

- FY '19 Budget Proposal is a conservative level services budget:
 - Supports our educational and operational needs for FY '19
 - Personnel costs have been adjusted/lowered in response to known retirements ("breakage")
 - Requires support of \$65,000 Annual Town Meeting Article for a consolidated server
 - Maintains current staffing levels Pre-K 12 based on projected enrollment and service requirements
 - Provides very limited flexibility/reserves to address programming needs in the event of staff turnover and/or unexpected Special Education costs

Supporting Strategic Objectives

Strategic Need	Description	Budget Impact
1. Transportation	Bids for transportation are due February 12, 2018. Bid docs provide options for the consolidation of Elementary Schools.	\$63,233
2. Substitute Teachers	Allows for a raise for daily substitute teachers from \$75/day to \$85/day.	\$20,000
3. Investment in Student Achievement	We have committed to a data driven, strong coaching model with supports focused on student achievement. These funds are focused on Curriculum Writing at HMS and HHS as well as Special Education and Literacy.	\$27,568
4. Technology	In FY '19, technology continues to be a top priority with evolving personnel needs and the replacement of outdated equipment.	\$77,941

2018-2019 Projected Enrollment (10/1/18)

2017-2018 Current Enrollment (10/1/17)

2016-2017 Previous Year Enrollment (10/1/16)

GD	PK	K	1	2	3	4	5	6	7	8	9	10	11	12	Total
CD	65 65 65	77 58 <i>67</i>	60 75 74	78 73 <i>69</i>	76 74 <i>66</i>	75 69 <i>83</i>									
CN		98 96 120	98 1231 10	127 116 119											
SY					119 120 106	120 1091 22									
MS							177 2142 19	213 2231 80	224 1782 09	181 216 226					
HS											200206179	209 183 219	183 216 192	216 1931 98	
Total	65 65 65	175 1541 87	158 1981 84	205 1891 88	195 194 172	195 1782 05	177 214 2 19	213 223 1 80	224 178 2 09	181 216 226	200 2061 79	209 1832 19	183 2161 92	216 1931 98	2596 2607 2623
	0	+21	-40	+16	+1	+17	-37	-10	+46	-35	-6	+26	-33	+23	-11

Surrounding Town Comparisons

Town	Per Pupil Expenditure								
Surrounding	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016				
State Average	\$13,636.93	\$14,023.09	\$14,520.87	\$14,942.16	\$15,544.92				
Abington	\$11,854.92	\$11,987.57	\$12,986.67	\$13,270.84	\$14,046.97				
Duxbury	\$11,842.78	\$12,497.39	\$12,711.84	\$13,156.23	\$13,607.35				
East Bridgewater	\$10,381.48	\$10,384.38	\$10,322.83	\$10,399.97	\$10,970.94				
Hanover	\$10,857.39	\$11,261.36	\$11,817.93	\$12,473.93	\$13,526.15				
Hingham	\$11,415.46	\$11,430.23	\$11,675.71	\$12,237.63	\$13,009.86				
Marshfield	\$11,003.33	\$11,423.59	\$11,946.50	\$12,709.00	\$12,646.05				
Norwell	\$12,074.47	\$13,332.88	\$14.047.10	\$14,352.38	\$15,117.26				
Pembroke	\$10,484.42	\$10,774.20	\$11,086.47	\$11,467.47	\$12,279.05				
Rockland	\$13,081.06	\$13,477.26	\$13,728.61	\$13,548.91	\$13,899.85				
Scituate	\$12,311.18	\$12,321.30	\$13,308.27	\$13,791.48	\$14,844.32				
Whitman-Hanson	\$10,421.02	\$10,449.68	\$11,126.17	\$11,703.17	\$11,815.45				
Surrounding Average	\$11,429.77	\$11,758.17	\$12,071.10	\$12,646.46	\$13,251.20				
Surrounding Median	\$11,415.46	\$11,430.23	\$11,882.22	\$12,709,00	\$13,526.15				

DART Town Comparisons

Town	Per Pupil Expenditure									
DART	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016					
State Average	\$13,636.93	\$14,023.09	\$14,520.87	\$14,942.16	\$15,544.92					
Foxborough	\$13,634.63	\$13,774.51	\$14,287.63	\$15,206.93	\$16,057.56					
Groton-Dunstable	\$12,260.68	\$12,848.90	\$13,087.93	\$13,253.86	\$14,247.22					
Hanover	\$10,857.39	\$11,261.36	\$11,817.93	\$12,473.93	\$13,526.15					
Longmeadow	\$13,109.97	\$13,695.04	\$14,008.39	\$14,385.39	\$14,856.02					
Lynnfield	\$12,214.99	\$12,614.87	\$13,447.56	\$13,899.53	\$14,501.95					
North Reading	\$12,498.40	\$13,471.04	\$13,291.02	\$14,137.48	\$14,503.96					
Pentucket	\$11,821.13	\$12,237.19	\$12,860.73	\$13,869.36	\$14,804.52					
Reading	\$11,051.37	\$11,281.35	\$11,807.31	\$12,519.75	\$13,284.57					
Wayland	\$15,902.28	\$16,176.94	\$16,445.27	\$17,652.41	\$17,426.23					
Westwood	\$14,197.49	\$14,826.90	\$15,337.11	\$15,853.36	\$16,712.99					
Wilmington	\$13,320.91	\$14,049.37	\$14,663.95	\$15,501.99	\$16,337.49					
DART Average	\$12,806.29	\$13,294.32	\$13,732.26	\$14,432.18	\$15,114.42					
DART Median	\$12,498.40	\$13,471.04	\$13,447.56	\$14,137.48	\$14,804.52					

Surrounding Town Comparisons

Town	Teacher Student Overall Ratios								
Surrounding	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017				
State	13.5	13.6	13.3	13.2	13.2				
Abington	16.4	15.3	15.4	14.9	14.7				
Duxbury	13.8	13.9	13.9	13.3	13.2				
East Bridgewater	18.3	17.8	16.9	17.2	17.7				
Hanover	14.5	14.0	13.2	12.6	13.5				
Hingham	15.8	15.3	15.1	14.5	14.7				
Marshfield	13.8	13.7	12.9	13.1	13.1				
Norwell	15.1	14.0	14.0	13.4	13.4				
Pembroke	16.2	16.2	16.6	15.7	14.7				
Rockland	15.1	15.6	15.8	15.7	15.0				
Scituate	14.7	13.6	12.6	12.6	12.3				
Whitman-Hanson	17.9	17.5	16.9	17.3	15.8				
Surrounding Average	15.6	15.2	14.8	14.6	14.4				
Surrounding Median	15.1	15.3	15.1	14.5	14.7				

DART Town Comparisons

Town	Teacher Student Overall Ratios							
DART	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017			
State	13.5	13.6	13.3	13.2	13.2			
Foxborough	13.4	13.1	13.0	12.6	12.7			
Groton-Dunstable	14.7	15.0	15.7	14.1	13.8			
Hanover	14.5	14.0	13.2	12.6	13.5			
Longmeadow	12.4	12.4	12.2	12.2	12.1			
Lynnfield	13.9	13.5	13.2	13.7	13.5			
North Reading	13.2	13.5	13.2	13.2	12.7			
Pentucket	14.3	13.4	12.5	12.1	12.3			
Reading	14.5	14.0	14.1	13.9	13.9			
Wayland	13.7	13.5	13.0	12.8	12.8			
Westwood	14.2	14.1	13.8	13.5	13.5			
Wilmington	12.8	13	12.7	12.6	12.4			
DART Average	13.8	13.6	13.3	13.0	13.0			
DART Median	13.9	13.5	13.2	12.8	12.8			

Surrounding Town Comparisons

Town		Special Education						
Surrounding		% SpEd S	Students		% SpEd Teachers			
	2015	2016	2017	2018	2015	2016	2017	
State	17.1	17.2	17.4	17.7	12.02	12.10	11.50	
Abington	13.2	13.2	13.9	14.4	NA	10.05	9.56	
Duxbury	13.6	14.5	14.0	13.9	18.6	10.36	10.61	
East Bridgewater	17.4	17.6	18.1	19.1	14.4	10.19	NA	
Hanover	18.1	18.9	19.3	19.2	18.2	15.64	16.34	
Hingham	13.3	12.8	12.4	12.2	12.3	12.12	12.33	
Marshfield	16.5	15.6	16.1	16.7	12.91	13.72	13.11	
Norwell	14.5	15.0	14.1	15.7	12.59	12.63	12.67	
Pembroke	12.2	12.9	13.0	13.4	10.22	10.72	9.91	
Rockland	16.0	17.0	12.3	17.7	NA	NA	NA	
Scituate	14.4	14.2	13.8	13.3	14.41	12.43	12.62	
Whitman-Hanson	14.2	14.5	14.3	14.9	8.66	7.80	9.34	
Surrounding Average	14.9	15.1	14.7	15.5	13.6	11.6	11.8	
Surrounding Median	14.4	14.5	14.0	14.9	12.9	11.4	12.3	

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DART Town Comparisons

Town		Special Education							
DART		% SpEd S	Students		% SpEd Teachers				
	2015	2016	2017	2018	2015	2016	2017		
State	17.1	17.2	17.4	17.7	12.02	12.1	11.5		
Foxborough	16.3	17.4	18.4	18.2	9.94	10.06	7.60		
Groton-Dunstable	14.8	15.6	16.0	16.5	10.48	11.99	9.01		
Hanover	18.1	18.9	19.3	19.2	18.2	15.64	16.34		
Longmeadow	17.6	18.0	18.0	18.5	16.98	16.46	14.27		
Lynnfield	15.9	16.5	17.5	17.3	17.28	16.41	15.44		
North Reading	17.7	17.2	17.9	18.9	11.92	12.03	15.06		
Pentucket	17.5	17.8	19.1	20.0	19.1	20.11	19.32		
Reading	17.3	17.4	16.6	16.7	17.46	17.52	17.74		
Wayland	19.0	19.2	18.5	19.2	15.32	15.74	15.57		
Westwood	16.6	17.8	16.7	16.7	NA	NA	NA		
Wilmington	16.5	17.5	18.7	19.4	14.13	13.64	13.65		
DART Average	17.0	17.6	17.9	18.2	15.1	15.0	14.4		
DART Median	17.3	17.5	18.0	18.5	16.2	15.7	15.3		

DESE DATA REPORTS

For more information on comparisons from town to town visit:

DESE School and District Profiles

Grant Summary

Grant	FY '15	FY '16	FY '17	FY '18	FY'19 Est.
Title 1 (Reading)	\$61,496	\$64,010	\$64,227	\$63,363	\$63,363
Title 2a (Improv. Educator)	\$32,295	\$32,530	\$31,823	\$37,621	\$37,621
SpEd Entitlement (240)	\$547,532	\$546,814	\$568,611	\$565,900	\$565,900
Early Education Preschool (262)	\$32,311	\$32,703	\$33,233	\$32,046	\$32,046
Sped Improvement (274)	\$21,733	\$21,470	\$21,470	Not Funded	???
SpEd Early Education (298)	\$5,600	\$4,250	\$4,250	Not yet Funded	???

Revolving Account Summary

Account	FY 2016				
	Beg. Bal.	Receipts	Payroll	Expenses	End. Bal.
Food Services	\$45,434.97	\$972,840.01	\$516,324.89	\$451,972.42	\$49,977.67
Athletics	\$42,556.33	\$250,733.40	\$9,931.50	\$248,022.81	\$35,335.42
FACE	\$145,650.63	\$891,825.60	\$694,420.77	\$186,589.18	\$156,466.28
Gifts/Grants	\$36,629.89	\$72,643.81	\$0.00	\$62,873.38	\$46,400.32
Lost Books	\$12,498.63	\$1,341.38	\$0.00	\$1,365.24	\$12,474.77
Library (Scholastic)	\$25,472.77	\$35,657.33	\$0.00	\$43,166.69	\$17,963.41
SpEd Revolving	\$24,983.63	\$0.00	\$0.00	\$3,163.72	\$21,819.91
Full Day Kindergarten	\$160,016.58	\$412,706.50	\$364,645.26	\$20,664.77	\$187,413.05
PreSchool	\$20,234.44	\$44,700.00	\$28,133.26	\$8,941.61	\$27,859.57
Transportation	\$3,043.00	\$16,260.00	\$0.00	\$18,000.00	\$1,303.00
Grand Total	\$516,520.87	\$2,698,708.03	\$1,613,455.68	\$1,044,759.82	\$557,013.40

Revolving Account Summary

Account	FY 2017				
	Beg. Bal.	Receipts	Payroll	Expenses	End. Bal.
Food Services	\$49,977.67	\$992,210.27	\$568,460.68	\$471,584.03	\$2,143.23
Athletics	\$35,335.42	\$242,701.75	\$15,149.00	\$244,053.75	\$18,834.42
FACE	\$156,466.28	\$970,364.98	\$805,649.73	\$237,981.51	\$83,200.02
Gifts/Grants	\$46,400.32	\$49,406.73	\$1,989.92	\$60,036.18	\$33,780.95
Lost Books	\$12,474.77	\$1,413.01	\$0.00	\$885.50	\$13,002.28
Library (Scholastic)	\$17,963.41	\$29,735.51	\$0.00	\$38,267.76	\$9,431.16
SpEd Revolving	\$21,819.91	\$105.00	\$0.00	\$19,359.36	\$2,565.55
Full Day Kindergarten	\$187,413.05	\$465,957.61	\$575,009.48	\$21,668.53	\$56,692.65
PreSchool	\$27,859.57	\$57,950.00	\$48,991.97	\$17,697.23	\$19,120.37
Transportation	\$1,303.00	\$20,519.00	\$0.00	\$21,822.00	\$0.00
Grand Total	\$557,013.40	\$2,830,363.86	\$2,015,250.78	\$1,133,355.85	\$238,770.63

Revolving Account Summary

Account	Second Q	Second Quarter FY 2018 as of 12/31/17				
	Beg. Bal.	Receipts	Payroll	Expenses	Q2 Bal.	
Food Services	\$2,143.23	\$438,780.30	\$193,098.05	\$175,764.15	\$72,061.33	
Athletics	\$18,834.42	\$181,354.33	\$15,065.00	\$137,047.11	\$48,076.64	
FACE	\$83,200.02	\$443,600.53	\$400,970.89	\$118,543.21	\$7,286.45	
Gifts/Grants	\$33,780.95	\$33,144.87	\$130.00	\$32,100.72	\$34,695.10	
Lost Books	\$13,002.28	\$145.00	\$0.00	\$0.00	\$13,147.28	
Library (Scholastic)	\$9,431.16	\$17,439.95	\$0.00	\$13,864.02	\$13,007.09	
SpEd Revolving	\$2,565.55	\$0.00	\$0.00	\$1,180.43	\$1,385.12	
Full Day Kindergarten	\$56,692.65	\$180,188.91	\$156,360.11	\$8,806.60	\$71,714.85	
PreSchool	\$19,120.37	\$49,900.00	\$1,000.00	\$2,223.34	\$65,797.03	
Transportation	\$0.00	\$23,696.00	\$0.00	\$7,200.00	\$16,496.00	
Grand Total	\$238,770.63	\$1,368,249.89	\$766,624.05	\$496,729.58	\$343,666.89	

FY '18 Special Education Funding Out of District Tuitions

(***SEE NESDEC REPORT FOR MORE DETAIL)

- Total Budget \$1.6M
 - Operating Budget
 - Projected to spend entire \$489,436
 - 240 SpEd Grant
 - Projected to spend entire \$539,833
 - Circuit Breaker
 - Projected to spend \$666,166

	Circuit Breaker 2012 - Present						
Fiscal Year	Eligible Students Claimed	Total Eligible Expenses	Total Foundation (4X state average per pupil)	Net Claim (above and beyond Foundation)	Reimburse ment % of net claim	Total Reimb	Total CB Funds Received
example		\$1,000,000		\$300,000		\$219,000	
REVENUE			0 = \$700,000 + \$		•	X .73 = \$219,000)	
2018	19	\$1,614,818	\$818,786	\$796,032		\$517,421	
					Audit*	<u>-296</u>	_
					total adj.	\$517,125	\$517,125
2017*		May 2017		Extraordi	nary Relief		\$237,013
2017	19	\$1,250,696	\$813,960	\$436,736	73.15%	\$319,502	\$319,502
2016	18	\$1,197,814	\$754,992	\$442,822	75%	\$332,117	\$332,117
2015	17	\$1,183,519	\$662,528	\$520,991	73.5%	\$383,247	\$383,247
2014	17	\$1,063,980	\$627,936	\$436,044	75%	\$327,033	\$327,033
2013	22	\$920,597	\$622,656	\$297,941	74.50%	\$222,254	\$283,701
2012	26	\$1,507,485	\$950,700	\$556,785	68.71%	\$382,556	\$396,164

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Circuit Breaker Funds Spent

2018	\$666,166 (Projected)
2017	\$484,731
2016	\$400,683
2015	\$148,368
2014	\$467,882
2013	\$457,611
2012	\$83,096

FY '19 Budget 1.0 Summary

Cost Center	FY '18 Budget	Projected FY '19	Projected Change
Operating Budget: Salaries	\$23,158,667	\$23,746,571	\$587,904
Operating Budget: Expenses Circuit Breaker 240 Grant FACE SubTotal	\$5,198,281 (640,000) (539,833) (12,000) \$4,006,448	\$5,394,544 (600,000) (539,000) (12,000) \$4,243,544	\$196,263 \$40,000 \$833 \$0 \$237,096
Total Proposed Operating Budget 1.0	\$27,165,115	\$27,990,115	\$825,000 (3.00%)

What If...

We have been asked to provide a list of areas to be considered for budget reductions in the event the town cannot support a 3% budget increase for the School Department. We have <u>not</u> been formally asked to cut from the projected \$825,000 increase. However, we have been asked to show the areas we would <u>evaluate and consider</u> in the event that cuts are necessary.

Assumptions:

- There would be no reductions to Special Education services.
- Contractual obligations for salaries and benefits would be met.
- A fair contract settlement for transportation will be complete.
- Chapter 70, Special Education Grants, and Circuit Breaker will be at least level funded for FY '19.
- Three categories for potential reductions: Revenue, Salaries, and Expenses.

What If...

Increase Revenue	Reduce Salaries	Reduce Expenses
 Eliminate Athletic User Fee and Family Cap Increase Athletic User Fees by 25% back to 2014 levels Introduce Student Activity Fees at HHS Increase HHS Transportation Fee Introduce Transportation Fee for Grades 7 and 8 Increase Full Day K Tuition Increase lunch prices Introduce Transportation Fee for grades 1-6 for those who live within 1.5 miles 	 Do not replace retirements beginning with general education teachers Reduction in support staff not required to meet IEPs Eliminate low enrollment courses, including AP Reduce specialist time with students (Art, Music, PE) Issue pink slips to all non PTS teachers and strategically reduce positions at each level 	 Cut projected substitute teacher rate increase Reduce expense budgets by 10% - 30% (30-90K) Eliminate new funding for technology Cut Professional Development by 50% Eliminate Virtual High School Reject all new equipment requested at all levels (Chromebooks, instruments, replacement furniture, etc.) Eliminate Massasoit Dual Enrollment Program

Securing Sustainability...

Budget Category	Projected for FY '19	Funding Source	Multi-Year Sustainability Issues
Personnel	\$23,746,571	Local Funding and Chapter 70	Sustainability and growth dependent upon: 1) revenue capacity of Hanover, 2) community value placed on education, 3) increasing levels of state aid (Ch. 70 & CB).
Operating Expenses	\$4,243,544	Local Funding and Chapter 70	Sustainability and growth dependent upon: 1) revenue capacity of Hanover, 2) community value placed on education, 3) increasing levels of state aid (Ch. 70).
Consolidated Server	\$65,000	Special Town Article	Consolidated Server is needed for the security of the network.
Total Grants/Revolving	\$1,487,591	Grants/User Fees	This funding is subject to volatility related to state, federal, and local economic and political conditions.
Circuit Breaker	\$600,000	State Aid	Over the past three years, these funds have been sustained, not guaranteed and only reimbursed at 65% for FY '18.

Discussion and Questions