

NIA Service Rates

2022-2023



NIA

THE NORTHWESTERN
ILLINOIS ASSOCIATION

Financial Update

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"THE PLANNED RESULT OF LOWERING FY21 SERVICE RATES ACROSS THE BOARD IS THAT NIA CURRENTLY PROJECTS A PLANNED \$450,000 BUDGET DEFICIT FOR FY22."

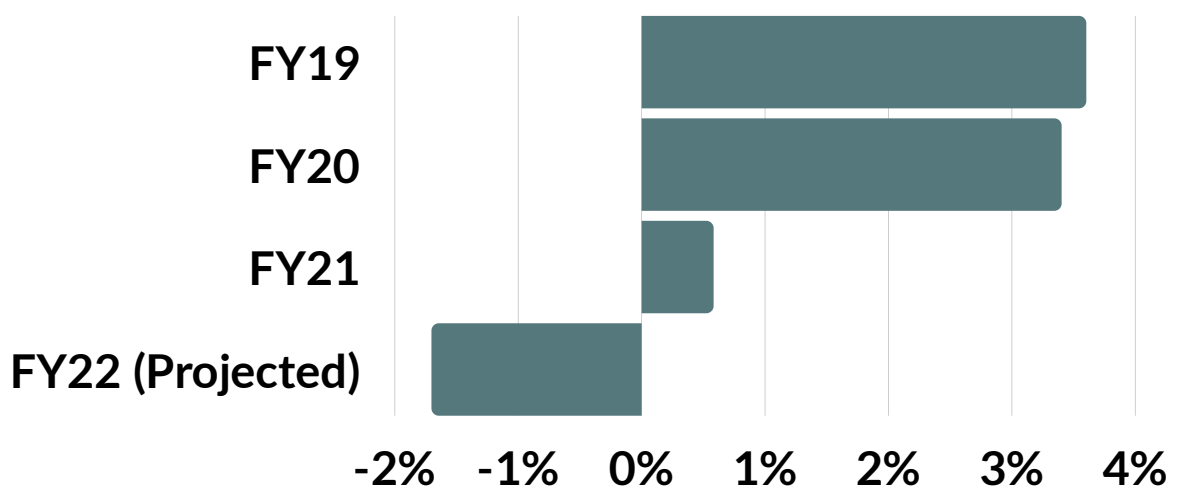


CHART: SURPLUS/DEFICIT - % OF OPERATING EXPENSES

NIA seeks to create "unmistakable value" for our partners by using partner feedback to improve our processes and by providing hard-to-find, specialized services.

We hope this high-level financial information is useful to our partners in working with their stakeholders to make decisions about how and where to procure Special Education services in the future.

The cooperative's audited financials showed small surpluses for FY19 and FY20. At the onset of the COVID19 Pandemic, the NIA Executive Board committed to spending a portion of the fund balance in FY22 by providing modest relief to partners through lowered service rates. The planned result of lowering FY21 service rates across the board is that NIA currently projects a planned \$450,000 budget deficit for FY22.

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Service Rate Creation

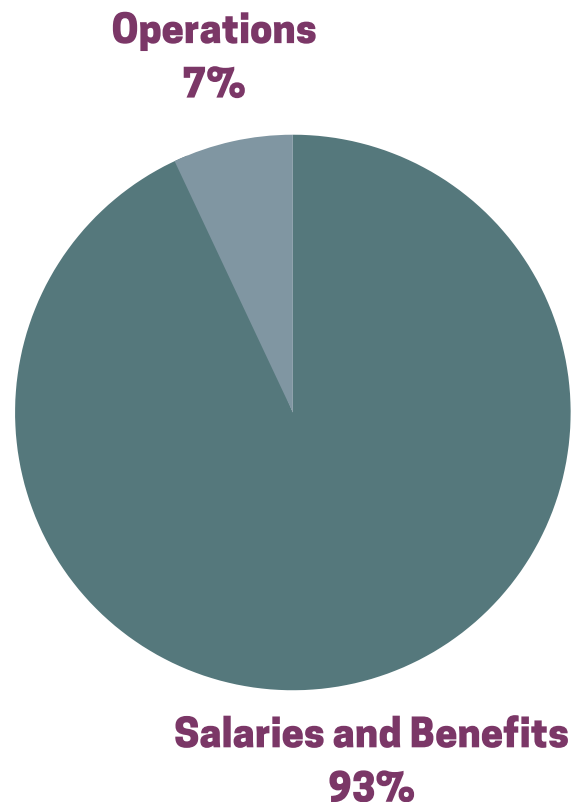


Every winter NIA develops service rates for the upcoming school year based on a forecasted budget. All member partners must make service requests for the upcoming year by March 30th. This timeline allows the cooperative to follow applicable Reduction In Force (RIF) rules when service needs are reduced.

"NIA SPENDS 93% OF ITS ANNUAL BUDGET ON SALARY AND BENEFITS."

Service rates are impacted by several parameters, by far the largest being compensation for service providers. NIA spends 93% of its annual budget on salary and benefits.

Our primary goal is to be a reliable source of service for our partners. In order to do this, NIA reviews salary and compensation plans regularly and adjusts to market conditions, including those present in our member districts and neighboring districts



Impact of Annual Raises

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"Services that sell fewer days experience wider fluctuation than services selling at a larger volume."

Because compensation makes up over 90% of NIAs annual expenses, annual wage increases have the largest impact on the cooperative's service rates from year to year. While we do our utmost to make operations more efficient, it is not possible to have static service rates from year-to-year without jeopardizing our ability to recruit and retain service providers. Services that sell fewer days experience wider fluctuation than services selling at a larger volume.

The below example illustrates the impact on daily rates by showing how compensation builds over time with annual increases, which are standards in surrounding markets and inside our member districts. An example service provider making \$361 per day in Year 1, earns an additional \$10 in Year 2, \$11 in Year 3, and \$11 in Year 4. To the extent that this pattern is replicated across a service cost center, the service rates must rise to cover the increased cost over time.

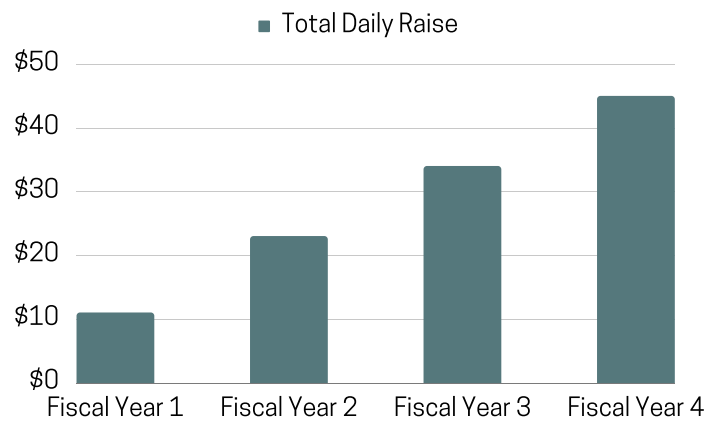
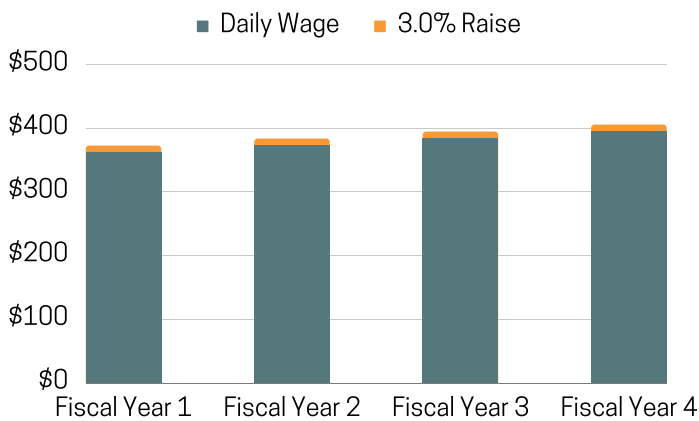


CHART SCENARIOS BASED ON \$65,000 SALARY AND 3% ANNUAL INCREASE OVER 4 YEARS. TOTAL DAILY RAISE OVER 2 YEARS=\$22

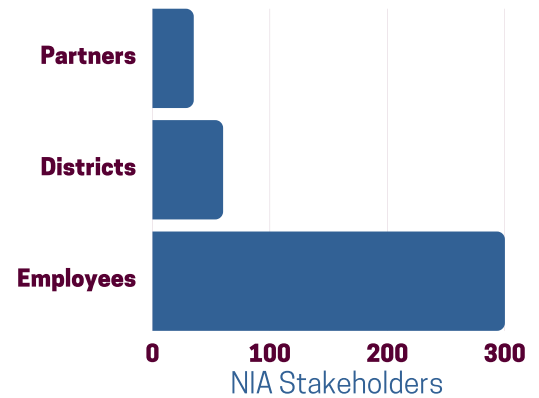
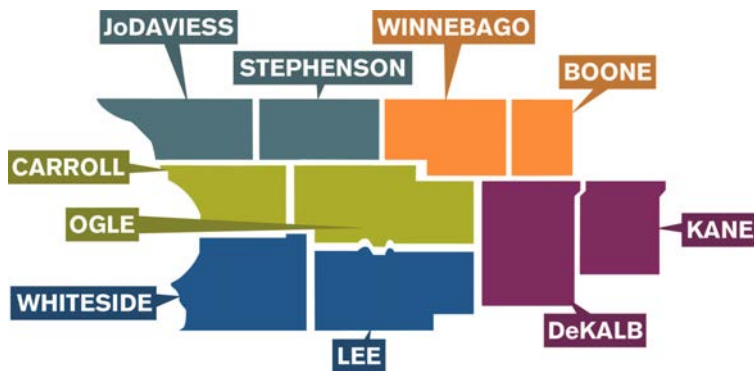
Service Rates

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	FY23 RATE	DIFFERENCE FROM FY21
DHH Supervision	\$ 786	\$ 48
Vision Supervision	\$ 796	\$ 62
OT/PT Supervision	\$ 710	\$ 87*
Speech Supervision	\$ 710	\$142*
Audiological Support Service	\$ 709	\$ 30
Audiology Equipment Rental	\$ 709	\$ 30
Occupational Therapy	\$ 620	\$ 21
Physical Therapy	\$ 620	\$ 21
Speech/Language Therapy	\$ 596	\$ 28
DHH Teaching	\$ 625	\$ 0
Vision Teaching	\$ 567	\$ 0
Orientation and Mobility Service	\$ 567	\$ 0
Sign Language Interpreter Service	\$ 395	\$ 16
Autism/Low Incidence Support	\$1025	-\$ 38

*RATE NOT PREVIOUSLY CALCULATED FROM TRUE OPERATIONAL EXPENSES

Providing Unmistakeable Value



A SPECIAL EDUCATION COOPERATIVE PARTNERING WITH SCHOOL DISTRICTS TO SERVE STUDENTS WITH UNIQUE NEEDS



Audiology Services



Hearing Services



Deaf & Hard of Hearing Services



Vision Services



Occupational & Physical Therapy



Speech Therapy



AT & Autism Technical Assistance



Workshops & Continuing Education