

## **Explanation of Exhibits**

**Main Bullet Points** - John Stype's statement to the NY Education Reform Commission

**NYSEBPAS** – John Stype's report on (NYSEBPAS) NYS Education Best Practices Accounting Standards for Schools

**Exhibit # 1** – This is my schools budget that is sent out to the public. It only compares the changes in the amount of spending from prior year to the current year. It does not show me how much was spent by line item from the prior year.

**Exhibit # 2** - This is an Insurance Industry example of a Profit and Loss Analyses. On page 3, table 1, Group 1, this column could be the average for all schools within your budget range. Group 2 column could be the average for all schools within your student population range. Group 3 column could be the average for all schools within your population of your community. Group 4 column would be your school numbers. The Pro-forma is what your overall goal should be. You can also show your schools percentage difference of each column.

You want to be able to show how your school is doing by line item with schools of the same type of demographics. This is the true test of how efficient your school is being run.

The general ledger codes would have to be changed to apply and be relevant to school districts. I did give you an example of these major categories in the NYSEBPAS above.

**Exhibit # 3** – This is an Insurance Industry example of a compensation survey. Our industry has surveys on many topics to give us a quick reference guide to be able to check out specific numbers and indicators. We use this to make sure we are in line with the industry averages.

**Exhibit # 4** – This is an Insurance Industry example of building a strong balance sheet survey. School Districts might already have key indicators to look at from a financial/balance sheet point of view. I do not know. But this survey can help pin point items that need to be always looked at.

**Exhibit # 5** - This is a complete Best Practices report for a certain revenue range of Insurance Agencies. A report like this can be done on a school within a budget range and obviously the items would reflect school concerns. You can then look at the categories and compare your school with more detail and explanation. In the NYSEBPAS report above, under the Survey Data Report (non P & L), you will see the categories that could be used in Exhibit # 5 for schools.

**Marsh Berry** is a National Consulting firm which Agencies can subscribe to for this information.

**Best Practices** reports are from the Independent Insurance Agents National Association.