



economics | strategy | insight

November 6, 2020

Dr. Christine Ackerman, Superintendent
Chappaqua Central School District
66 Roaring Brook Road
Chappaqua, NY 10514
email: ChAckerman@ccsd.ws

Proposal for Chappaqua School District Analysis

Dear Dr. Ackerman,

Econsult Solutions, Inc. (ESI) is pleased to submit this proposal to the Chappaqua Central School District. We understand that the hamlet of Chappaqua is changing its zoning code, which may allow approximately 1,000 new one to two-bedroom apartment units. The School District would like to understand better the implications of the rezoning on enrollment. Below you will find our scope of work by task.

Scope of Work

Task 1: Creation of Multipliers

We will create customized multipliers to estimate the number of school-aged children in potential developments. We will provide multipliers for children attending public schools, as well for all children regardless of type of school. We will use ESI's state of the art Community Data Analytics (CDA) framework to calculate the expected number of new public-school children from a development. The CDA framework uses the most current Public Use Microdata Sample (PUMS) Census information as its data source, and identifies comparable developments in demographically similar areas to measure population and school children per unit type. Accordingly, our estimates will be based on similar geographies and on the most available data. Our analysis will include and account for new families that might 'backfill' existing single-family dwellings that are vacated by empty nesters downsizing and moving to the new apartment units. Our work will include a short write up of our findings, intended for a general audience.

Task 2: Enrollment Projection

ESI will prepare independent enrollment projections for the school district. The projections will be by grade level for the next ten years. We will use current enrollment data, as well as data on population growth and household change, to determine overall likely enrollment.

Task 3: Fiscal Impact Analysis

ESI will prepare a fiscal impact analysis for the Chappaqua School District. The population and school children analyses from the CDA in Task 1 feed into larger fiscal impact analyses for the School District. In this analysis, we identify the incremental revenue to the School District from the development, which in this case is primarily property tax. We also identify incremental costs, such as additional teachers, support staff, equipment, as well as potential expansion, based on the School District budget, conversations with School District officials, and additional data from the School District, to calculate the net fiscal impacts on the School District.

Presentations

ESI will present its findings to the School Board, or to whichever venue the School Board selects.

Timeline

ESI is prepared to begin this engagement immediately, and anticipate completion within four weeks, assuming timely receipt of data and other information from the School District.

Fees

ESI proposes the following fee schedule for this engagement:

- **Task 1:** \$4,000
- **Task 2:** \$17,000
- **Task 3:** \$10,000 (which assumes Task 1 and 2 are selected, and is a discount from our usual fee of \$15,000 for this analysis)
- **Presentations:** Assuming all three tasks are selected, two virtual presentations are included in the fee. Additional virtual presentations will be charged based on the hourly rates indicated below. The fee for the first two in-person presentations will be \$1,000, plus expenses. Additional in-person presentations will be \$2,000 plus expenses.

ESI is also available for other tasks beyond this scope of work. For these tasks, we will charge our hourly billing rates, which you can find in the below chart.

Title	Hourly Rate
Principal	\$300
Associate Principal	\$275
Director of Strategic Initiatives	\$250
Director	\$200
Associate Director	\$175
Senior Analyst	\$145
Analyst	\$130

We propose the following payment schedule:

- 40% at time of contract signing and notice to proceed
- 60% upon submission of the final report, plus any additional expenses or fees.

We will invoice monthly for additional work, if any.

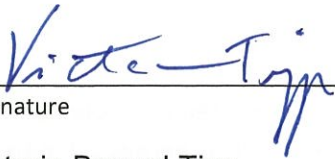
This proposal is good for 30 days from the date of our signature. If these terms are acceptable to you, please return one copy of this letter with the appropriate signature and retainer, and the signed letter will constitute our contract. If you wish to discuss any aspect of this proposed contract, please call me at 215-717-2777.

Best regards,



Peter Angelides,
President and Principal

Accepted



Signature

Victoria Bayard Tipp

Name

President, Board of Education

Title

Chappaqua Central School District

Organization

11/9/2020

Date

LIELSNER@CCSD.WS

Email address for bills

Accepted



Signature

Peter Angelides

Name

President & Principal

Title

Econsult Solutions, Inc.

Organization

November 6, 2020

Date

Signature of the party responsible for paying the invoices, if different from above:

Signature

Name

Title

Organization

Date

Email address for bills

Terms and Conditions

Local Law

This contract shall be governed by the laws of Pennsylvania.

Billing Terms

ESI will bill monthly for hourly projects and according to the billing schedule for fixed fee projects. All bills are due upon receipt. If questions arise regarding the hours or reimbursable expenses submitted under any bill, the Client shall notify ESI in writing within 10 days of the billing's date of any questions. ESI will acknowledge receipt of notice within 10 days of receipt and respond to the Client within 30 days of the date of the original bill. Any adjustments to the bill will be reflected in the following month's billing as a credit and shall not be deducted from the payment of the bill being questioned. In the event that the response from ESI is unacceptable to the Client in whole or in part, the disputed amount may be deducted from the following bill and the parties shall confer and attempt to amicably resolve any outstanding invoices. If the parties are unable to amicably resolve the same, each party is left to their respective remedies under the law. ESI reserves the right to cease any and all work and withhold work in progress if payment is overdue in ESI's opinion.

Unpaid invoices will be subject to a 1½ percent monthly interest charge, commencing 30 days after the date of billing. In addition, Client will pay for direct expenses and for time spent on collection efforts for invoices unpaid 30 days after the date of billing. Time for collection efforts will be billed at ESI's standard litigation rates in effect at the time of the collection effort.

If ESI has submitted a draft or final report and not received comments within four weeks from the date of transmission to the client, the report is deemed to be final and accepted as is, and ESI will bill the remainder of the fees for the project.

Confidentiality

It is understood that it may be necessary for Client to provide documents and share information that is relevant to the preparation of our analysis of this matter. All such documents and information will be considered confidential.

Hours and Expenses

ESI will bill for out-of-pocket expenses without markup. Expenses will not exceed \$1,000 without prior authorization. All hourly rates are subject to increases from time to time after prior notice to Counsel.

Term

This Agreement will remain in force until the project is complete. Either party can terminate upon 15 days written notice. Client shall be responsible to pay for all services performed by ESI up to the date of termination and the Client shall be entitled to the work product that has been generated or prepared by ESI for the benefit of the Client up to that date.