

Budgets, Buildings and Bringing in Technology

Things to Consider When Opening an Excel Center

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Budgets

3 Major Phases (*read investment opportunities*) in opening an Excel Center:

1. Planning Investment
2. Pre-Opening Operational Costs
3. Capital Expenditures

Of the estimated \$1.5MM needed to open a school, \$1.1MM are Capital Items.

Budgets

Capital Expenditures

- Leasehold Improvements \$750,000
- Furniture \$180,000
- Computer & Technology \$200,000

Building cost has varied from \$250k to \$1.5MM to open the Indiana Excel Centers.

Budgets

Assumptions:

- Planned Enrollment of 300 by Year 3, with subsidy from parent Goodwill in Year 1 & 2
- School Director Hired six months prior to opening (Staffing Costs similar to Indiana Market)
- Remaining Leadership Team hired 2-4 months prior to open, with all staff hired 1 month prior to open
- Space is ready for build out/no demo or environmental prep (Occupancy Costs similar to Indiana Market)
- Space is finished, furnished and equipped for 300 students at opening

Buildings

Site Selection

- Occupancy Budget
- Target Area
- Building Size
- Transportation
- Zoning
- Lease vs Own
- Vetting your Landlord

Buildings

Build Out

- Budget
- Model Building Criteria
- Choosing an Architect
- Choosing a Contractor
- Planning and Executing Construction
- Contingency Plans
- Setup

Bringing in Technology

Opening date determined

- Order phone and fax numbers for marketing materials
- Order fiber primary circuit
 - Erate eligible
 - 90-120 days out
 - Plan for roughly 1mb per student bandwidth
- Secondary broadband circuit can be ordered closer to opening

Bringing in Technology

Possession date determined

Vendor partner selection

- Network
 - Hardware
 - Wiring
- AV

Walkthroughs

- Director - Meet with school director to determine needs
- Vendors - Needed for quotes

Bringing in Technology

Hardware selection

Network hardware

- Rack
- Switches
- Firewall
- Router (managed or not?)
- Wireless access points (WAPs)
- Wiring
- Erate eligible

Bringing in Technology

Hardware selection

User hardware - Staff

- Laptops
- Desk set-up (dock, keyboard, mouse, monitor)
- Phones
- Misc

Bringing in Technology

Hardware selection

User hardware - Student

- Windows vs. Chrome
- Desktop vs. Laptop
- Headphones
- Extra mice
- Extra power cords

Bringing in Technology

Hardware selection

User hardware - School/Building

- Printers
 - Admin (Color)
 - General (B&W)
- Fax (Online service?)
- Postage machine*
- Poster printer*
- Laminator*

Bringing in Technology

Technology changes that came with Covid

Students

- Moving to 1:1 with Chromebooks
- Windows devices for certifications

Classroom

- Added better quality cameras
- Using Zoom for classes
- Using Google Classroom

Budgets, revisited

Both the facility and technology require regular additional investment.

- 4 Years - Staff technology refresh
- 5 Years - Building refresh
- 5-7 years - Student technology refresh
- 10 years - Network stack refresh
- 10-15 years - Classroom tech (projector/AV) refresh

Annual Operating Budgets should also plan for maintenance/repair both planned and contingency, where possible.

Thank you for attending!

