



*East Side Union School  
District has 13 High  
Schools in their district  
located in San Jose,  
California*

## Access to data drives policy changes and \$1 million increase in facility revenues

**Client:** East Side Union High School District; San Jose, California

Like many districts across the country, East Side Union High School District and its CBO Marcus Battle were facing challenging budget cuts and were looking to the facility use program for possible additional funds. In the first year alone, **revenue from community use of district facilities jumped from \$450 thousand to over \$2 million** as a result of a new focus on the program and access and efficiencies created by the Facilitron partnership.

"I needed to increase revenue, so I came in and basically asked Facilitron, how can we maximize and get this number from \$2 to \$3 million?" said Battle.

Data gathered by Facilitron had already allowed the district establish relative benchmarks for overall approval rates, and further analysis by Facilitron helped identify district schools whose rates were out of line with others in the district. The analysis also revealed another area of leakage – fee adjustments on rentals discounted from school board mandated rates. Current district policy allowed individual admins at each school to manage and approve external rental requests leading to inconsistency.

"Access to the data allowed us to change our policies for administering community rental requests occurring after school hours and bring the responsibility for those requests back to the district so we could drive more revenue."

In just a few months, this data-driven policy adjustment has resulted in reduced fee discounting, higher approval rates and a reduction in approval inconsistencies across schools.

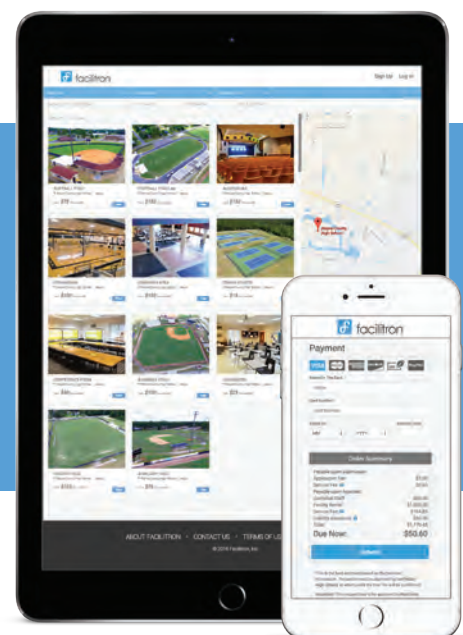


*"Access to the data allowed us to change our policies for administering community rental requests...so we could drive more revenue."*

– Marcus Battle, Chief Business Officer,  
East Side Union High School District



FACILITRON® is a leading provider of Facility Management and data solutions for public schools and colleges. Its one-of-a-kind District Operating System helps districts find solutions to optimizing building use, building rentals, and facility maintenance – all while giving districts full control over when and how they want to use their facilities.





*Napa Valley Unified  
School District has 29  
schools in Napa County,  
California*

## Napa Valley Unified unknowingly subsidized community programs through facility use fees

**Client:** Napa Valley Unified School District

**Challenge:** Find ways to more effectively manage facility use amid budget crunch

Facing budget reductions and layoffs, Napa Valley Unified School District turned to their facility use program in search of revenues and ways to alleviate the crunch. Utilization reports and cost analysis by Facilitron using data from just one year on the reservation and scheduling platform allowed the district to more clearly understand the actual cost of using district's facilities - whether by school programs or the community. The analysis revealed that had actual costs been recovered by the district for community use an additional \$2.2M in revenues would have been received. Consequently, the district was *unknowingly subsidizing community programs* with taxpayer money – ***money that can now be reallocated to the classroom.***

"During a period of teacher job reductions and budget cuts, we simply can't afford to allow the district and taxpayers to subsidize non-school related programs conducted by community groups," said Ken Spencer, Director of General Services.

*"...we simply can't afford to allow the district and taxpayers to subsidize non-school related programs conducted by community groups."*

*- Ken Spencer, Director of General Services,  
Napa Valley Unified School District*



FACILITRON® is a leading provider of Facility Management and data solutions for public schools and colleges. Its one-of-a-kind District Operating System helps districts find solutions to optimizing building use, building rentals, and facility maintenance – all while giving districts full control over when and how they want to use their facilities.

