



# NEOnet

Prompt. Courteous. Knowledgeable.

Support *you* deserve.

# LGCA GENERAL ASSEMBLY

October 27, 2023

# Core Ideology

- Purpose: to improve student education through the use of technology
- Mission: to provide internet, network, and application service and support

# Core Values

- Courteous
- Helpful
- Knowledgeable
- Prompt
- Concerned



NEOnet

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# By the Numbers

Formed 1995  
18 School Districts  
28,000 ADM  
\$850K Budget  
13 Employees

## NEONET

Owners

Entities

Employees

ADM

Revenue

Cash Reserves

## JULY, 2023

55

191

87

190,000

\$21M

\$4.0M

## JULY, 2024

69

210

100

230,000

\$25M

\$5.0M

**“It is the specific purpose of the merger to leverage the combined knowledge, assets, and resources of both entities to provide more diverse and efficient services to all members.”**

- Members – 14
- Employees - 10
- \$3.2M Budget
- 21,000 ADM
- Concord, OH
- Entities - 28
- Traditional – 19
- Non-Pub – 3
- Career Center – 1
- ESC – 1
- Community Schools - 1
- Local Government – 3

- NEOnet provides LGCA districts Fiscal & INFOhio support
- LGCA hardware & system infrastructure supported by NEOnet
- Currently support Infinite Campus Student Information System
- LGCA and NEOnet utilize the same network providers
- LGCA has \$1.4M in cash reserves to offset system upgrades
- Both organizations have successful financial and SOC1 audits
- In the process of consolidating the LGCA datacenter
- Solution & professional development center in Concord, Ohio

## Membership

- Auburn Career Center
- Beachwood City
- Berkshire Local
- Cardinal Local
- ESC Western Reserve
- Fairport Harbor
- Geauga iSTEM
- Kenston Local
- Kirkland Local
- Madison Local
- Painesville City
- Perry Local
- Riverside Local
- West Geauga Local

# Benefits

- Local Presence in Lake and Geauga Counties
  - Facility in Concord – Long Term Lease with Auburn Career Center
  - Local Professional Development Opportunities
  - Western Reserve ESC partnership
- Cost Savings
  - Data Center Consolidation
  - De-Duplication of effort
  - Economies of Scale – Group Purchasing
- Diversification of services or products
  - Advanced Technologies
  - Multiply software solutions
  - Robust professional development opportunities
- Risk Mitigation
  - Stabilization of resources and fees
  - Staff Retention and advancement
  - Fiscal health of the counsel
- Track Record of Success Mergers

# Timeline

**7.1.23 to 10.31.23**

Discovery Phase  
Feasibility Study  
Alignment of Services



**12.15.23**

Implementation Phase  
LGCA Approval of the  
Acquisition Agreement  
Post 470



**7.1.24**

Complete



**11.6.23**

MRSC/NEOnet Assembly Meeting  
Approval to move forward  
Acquisition Agreement Committee



**5.6.24**

MRSC/ NEOnet Assembly Meeting  
Approval of Acquisition Agreement





**Assembly**

**Board of Directors**

Chair – Brian Poe – Superintendent, Copley-Fairlawn City Schools  
 Vice-Chair – Andrew Hill – Superintendent, Wadsworth City Schools  
 Assembly At-Large – John Knapp – Superintendent, Mogadore Local Schools  
 Assembly At-Large – Kathym Powers -Superintendent, Twinsburg City Schools  
 Assembly At-Large – Jeff Ritz – Superintendent, Willard City Schools  
 Technology Committee Chair –Marc Clendaniel – Technology Director, Cuyahoga Falls City Schools  
 Treasurer Committee Chair – Jennifer Knapp – Treasurer, Buckeye Local Schools  
 Treasurer Committee Co-Chair – Stephanie Hagenbush – Treasurer, Norton City Schools  
 Treasurer Committee Co-Chair – Mark Pepera – Treasurer, Brunswick City Schools

**Receptionist**  
 Gabriella Hart  
 Diane Leicy

**Customer Advocate**  
 Walter Davis

**Executive Director**  
 Matthew Gdovin

**Finance Committee**  
 Chair - John Wheadon, Treasurer, Copley-Fairlawn City Schools

**Fiscal Officer**  
 Bonnie Manchester

**Business Manager**  
 Jason Smith

**Director of Software Services**  
 Jennifer Cottrill

**Human Resources**  
 Michele Baker

**Assistant Director -**  
 Christopher Zolla

**Chief Information Officer**  
 Andy Melick

**Educational Technology Coordinator**  
 Tamra Dugan

Roxanna Bennett  
 Alyssa Green

**Fiscal Services Support**

Teresa Bichsel  
 Deb Burrell-Horn  
 Carolyn Cline  
 Tammy Hamilla\*  
 Michelle Ingesol  
 Austin Kendrick  
 Chelsea Kerr  
 Larry Lifer  
 Lisa Nash\*  
 Susanne Searl  
 Neal Stefanko  
 Vacant

**EMIS Support Specialists**

Renee Eckstine  
 Mary Dolis  
 Yvonne Fisher  
 Alexandra Holowatyj  
 Darlene Neel  
 Emily Roberts  
 Beth Sanfrey  
 Sara Skraba  
 Sandy Sparr  
 Catherine Wright\*

**Student Services Support Specialists**

Julie Combs  
 Lori Conrad  
 Janet Hayes  
 Bethany Ladich  
 Denise Marrali  
 Kathy Peters  
 LuAnn Trumpower  
 Leslie Wiseman

**District Technology Services**

Ethan Avers  
 Lee Boring  
 Sarah Burkett  
 Adrian Burns  
 Cody Crano  
 Riley Davis  
 Anthony Dipane  
 John Gill  
 Brandon Farley  
 Tyler Huendorf  
 Matt Linder  
 Cody Lyons\*  
 Jarrod Murrey  
 Zachary Newell  
 Matt Olah  
 Allen Puckett  
 Anthony Schulmeister  
 Darcy Sentowsky  
 Jacob Schafer  
 Marcus Schmidt  
 Eric Spencer  
 Dustin Stoll

**Project Management**

Aly Powell

**Technical Support Specialists**

Mark Banks  
 Mark Baughman  
 Ben Claussen  
 Nate Coffey  
 Cyrus Elder  
 Justice Jones  
 Jay Milliron  
 Joe Prekop  
 Tyler Reinel  
 Tristan Smith  
 Tim Tracy \*  
 Vacant

**Technical Application Support**

Michael Hoffman\*  
 Steven Foster  
 Spencer Zolla  
 Vacant

**Data Cabling**

Mitchell Rockwood  
 Christian Walker

**Educational Technology Services**

Noah Himes  
 Ryan McLaughlin  
 Dan Niessen

**Treasurers Operating Committee**

**Business Managers Advisory Committee**

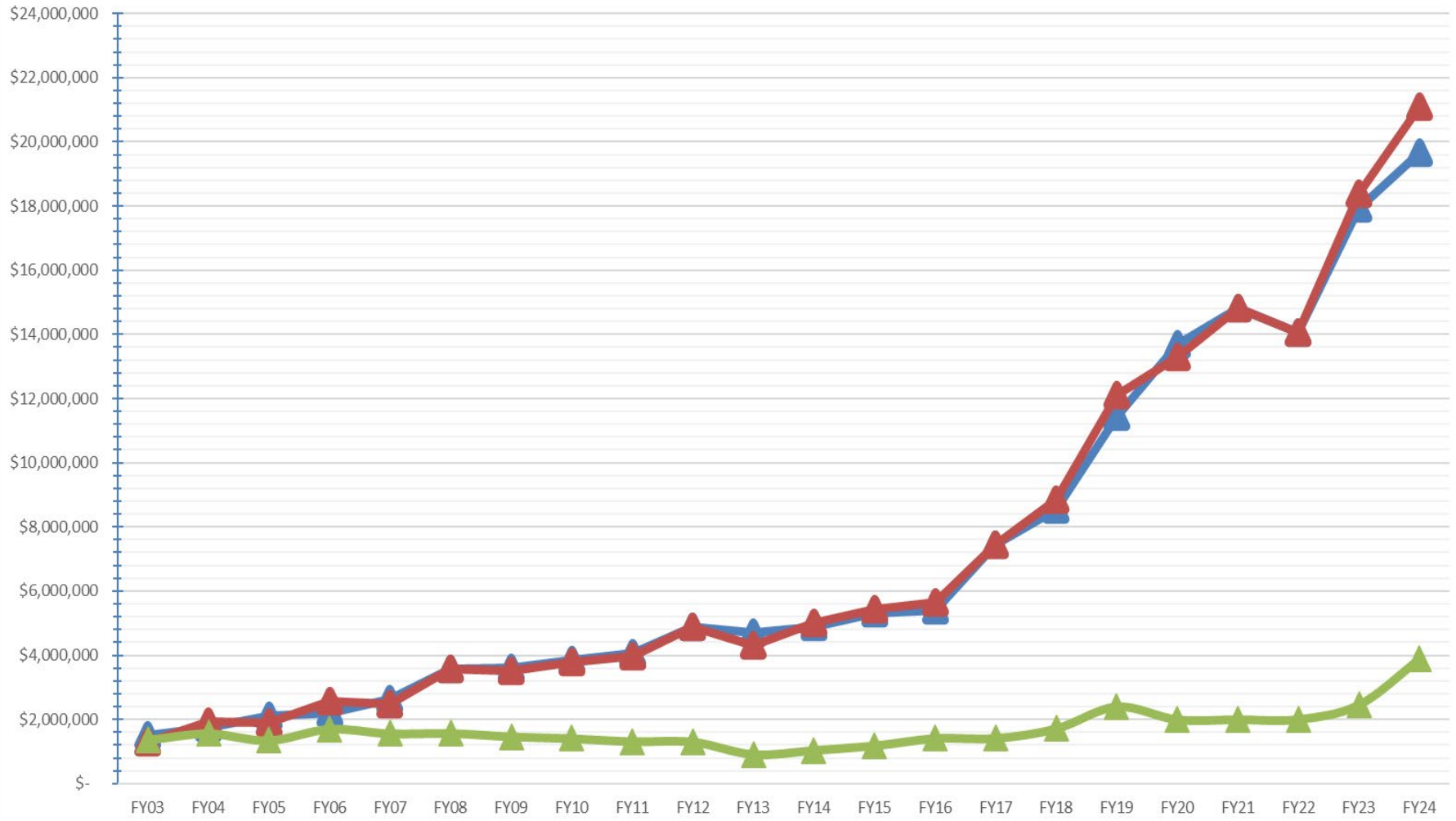
**Educational Operating Committee**

**Technology Advisory Committee**

**Media Services Operating Committee**

\* Coordinators

## Financial History



**Metropolitan Regional Service Council**  
Three Year Forecast

	Historical			Current	Projected		
	2021 General	2022 General	2023 General	2024 General	2025 General	2026 General	2027 General
<b>GENERAL FUND</b>							
<b>Revenues</b>							
Charges for Services	14,377,224	13,611,947	14,154,664	19,086,790	19,730,217	20,075,496	20,426,817
Intergovernmental	429,974	446,884	451,873	608,728	613,750	620,000	620,000
Earnings on Investments	-	-	6,259	-	1,000	-	-
Transfers In	-	-	-	1,400,000	-	-	-
<i>Total Cash Receipts</i>	<b>14,807,198</b>	<b>14,058,831</b>	<b>14,612,796</b>	<b>21,095,518</b>	<b>20,344,967</b>	<b>20,695,496</b>	<b>21,046,817</b>
<b>Expenses</b>							
Employee Wages (100)	3,271,167	3,658,129	\$ 3,853,290	\$ 5,695,361	\$ 6,315,800	\$ 6,505,274	\$ 6,700,432
Benefits (200)	1,107,332	1,165,702	\$ 1,302,202	\$ 1,967,150	\$ 2,091,899	\$ 2,131,899	\$ 2,161,899
Professional Services (400)	3,948,494	3,209,502	\$ 3,000,818	\$ 3,790,998	\$ 3,628,025	\$ 3,664,305	\$ 3,700,948
Software and Supplies (500)	2,226,733	2,201,191	\$ 2,117,179	\$ 2,522,540	\$ 2,608,310	\$ 2,634,393	\$ 2,660,737
Capital Outlay (600)	4,179,908	3,752,134	\$ 3,889,020	\$ 5,583,700	\$ 5,583,700	\$ 5,639,537	\$ 5,695,932
Dues, Audit, Insurance (800)	71,099	67,979	\$ 62,462	\$ 112,170	\$ 111,880	\$ 112,999	\$ 115,259
Transfer Out	-	-	-	-	-	-	-
<i>Total Cash Disbursements</i>	<b>14,804,733</b>	<b>14,054,637</b>	<b>14,224,971</b>	<b>19,671,919</b>	<b>20,339,614</b>	<b>20,688,407</b>	<b>21,035,207</b>
<i>Excess of Receipts Over (Under) Disbursements</i>	2,465	4,194	387,825	1,423,599	5,354	7,089	11,610
<b>Net</b>	2,465	4,194	387,825	1,423,599	5,354	7,089	11,610
<i>7/1 GF Cash Balance</i>	2,001,005	2,003,470	2,007,664	2,395,489	3,819,088	3,824,441	3,831,530
<i>6/30 GF Cash Balance</i>	2,003,470	2,007,664	2,395,489	3,819,088	3,824,441	3,831,530	3,843,140

# FORWARD SCOUT



## 2023 AND BEYOND

MULTIPLY SOFTWARE  
OFFERINGS

STUDENT DATA  
PRIVACY

DATA ANALYTICS

THIRD-PARTY SOFTWARE  
INTEGRATION

CYBER AND PHYSICAL  
SECURITY

ARTIFICIAL  
INTELLIGENCE

JOINT DIRECTORS  
MEETINGS

INTEROPERABILITY  
OF APPLICATIONS

# Facilities

- Cuyahoga Falls – Headquarters
- Mansfield – Heartland Office
- Medina – ESC Partnership
- Concord – LGCA Partnership
- Willoughby – District Partnership

