

BOE Work Session Bond Referendum 101 Presentation September 9, 2019









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DELRAN SCHOOL DISTRICT

AGENDA

- 1. NJDOE School Facilities Funding Options
- 2. BOE Decisions Impact Success
- 3. School District Programming 101
- 4. School District Financing 101
- 5. Bond Referendum Schedule
- 6. Senior Citizen Tax Freeze Program



New Jersey Educational Facilities Construction and Financing Act

The New Jersey Educational Facilities Construction and Financing Act (P.L.2000,c72), enacted on July 18, 2000, launched the New Jersey School Construction Initiative (NJSCI) – a **multi-faceted**, **comprehensive program for the design**, **renovation**, **repair**, **and new construction of primary and secondary schools throughout New Jersey**. The initiative is the largest school construction program undertaken by the State of New Jersey and represents one of the largest school construction programs ever undertaken in the nation.

- 2000 \$8.6 billion was bonded State debt issued by the NJ Economic Development Authority now called the New Jersey School Development Authority.
- 2008 \$3.9 billion was allocated for additional funding for the NJSDA.
- The School Construction Initiative provides for **100% State funding of** approved projects in the 31 "<u>special needs" Abbott</u> districts.
- For approved projects in all other districts throughout New Jersey the State will fund at least 40% of the eligible costs or the district DAP – which means funding of 47.95% for your District.
- The only way the State will help fund school projects today is via **Debt Service Aid**. Districts must incur debt or borrow money in order to get money from the State. Projects funded through the annual school budget are not eligible for State Aid. ROD Grants Round 4 expired in September of 2013.
- The State will not allow school districts to carry over significant money to replace building systems from year to year and has capped the school budget increases so districts cannot easily replace building systems within their annual budgets.
- New construction is penalized by a low State mandated (Educational Facilities Construction and Financing Act) construction dollar value of \$143 per square foot. Actual current new construction cost varies significantly from region to region but is between \$300/SF to \$350/SF. In Addition, the State only pays a maximum of 40% of "eligible costs" based on \$143/SF new construction value.
- Renovation costs are not penalized and can reflect the current market values. The State pays 40% of "eligible costs" based on the architect's construction estimate for all renovations.
- In conclusion, in order to get State money, districts must incur debt because the "one-time legislation" ROD

 Grants expired in September of 2013. The State, because of the funding formula, provides more money to districts that renovate existing facilities vs. new construction.

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BOE Decisions Impact Success

Building a Better Bond Referendum

Before you can start construction, you have to pass a referendum. What factors favor the board?

By Michael Yaple

Two identical districts,	two referendums .	which one will
voters approve?		

DISTRICT 1 DISTRICT 2 Type of District K-12 K-12 Date of Election April December (Annual School Election) \$15,000,000 Amount Requested \$4,988,320 **Projects Requested** Boiler at the high Security and safety school upgrades at the high school (cameras, fire suppression · Roof repairs to system) both elementary schools Artificial turf and lighting for football stadium · Renovations to the middle school · Upgrade science labs at the high school

 New administration building

· New parking lots at the middle and the high school

 Install sidewalks at the high school

· Air conditioning in the middle school gym

 Technology upgrades to the high school

· Solar panels at the middle and the high school

December is the most popular date, but also the least successful at 62%.

Sept is the most successful at 74%...? Others all equal at 69% Passed.

Small dollar amounts seem to play a role in voter approvals. What is the Annual Tax Impact? <\$10M-71%...\$10-30M-68%...>\$30M-62%

Voters respond more positively to additions (61%), renovations and repairs (67%), especially roofs and boilers (92%) than to athletic facilities (27%) and new schools (52%).

Parity: District 2's referendum largely focuses on its high school while disregarding its elementary schools, while District 1 addresses issues in all schools.

Many of District 1's projects were more removed from the classroom (sidewalks, Admin. Building)

Multiple Questions? Q1-68%...Q2-38% 1/3rd each PP, PF, FF



BOE Decisions Impact Success

Since 1997, NJSBA has tracked every school construction referendum in the state - what was requested, when it was held, the cost, and whether it passed. No other state agency or organization provides this service. After analyzing all 506 bond referendums held since 2002 - the first full year that school elections were limited by state law to five specific dates a year - NJSBA found some common threads among successful bond referendums.

Timing is Everything What's the best time of the year to hold a referendum? Is it December, when people are in a "giving" mood during the winter holidays? Bah, humbug! December is one of the most common months to schedule a school bond referendum, but it is by far the least successful...with a paltry 62 percent pass rate.

The best time is when school starts. Since 2000, the September referendum date has provided the greatest edge, with a 74 percent success rate. The success rates for the three remaining referendum dates during the year - January and March - hold fairly constant, each at about 69 percent. November is the least successful date.

New vs. Fixer-upper? Most homeowners would say it's more cost effective to fix and expand their existing house rather than buy a brand new home. Similarly, voters respond more positively to school renovations and additions than to new school facilities.

Voters approved 67 percent of questions asking for renovations, and 61 percent of questions asking for additions. But when the question included a request for a new school, the success rate dropped to 52 percent. (Note that ballot questions will often include multiple requests: Funding for a new school and additions/renovations to existing schools.)

Review the Wish List Exactly what a school board requests can play a huge role in how well voters respond. Voters demand that children in their hometown attend warm, dry schools. But the more removed the spending request is from the traditional classroom, the less likely voters are to approve it.

Athletic facilities are the least successful item. These include track and field renovations, artificial turf, gyms, swimming pools, playgrounds and field lighting. Voters only approved 43 percent of questions that included sports facilities. That includes referendum questions that asked for approval for athletic facilities along with academic facilities, such as asking voters to approve a weight room as well as science labs.

But since 2006, voters have approved 92 percent of questions (11 of 12) asking for heating upgrades or boiler repairs. Just don't ask for air conditioning only; the few questions that requested AC in the past three years were rejected.

Voters also respond when it comes to fixing leaky roofs. Since 2002, 77 percent of voters gave the thumbs-up to questions that included roof repairs.

BOE Decisions Impact Success

Security upgrades – such as cameras, alarms and fire suppression systems – generated a 65 percent success rate.

The \$64,000 Question Yes, the dollar amount requested plays a role in referendums. Call it the Wal-Mart effect, but people are drawn to things that appear to cost less - perceiving a product at \$9.99 as more affordable than one costing \$10.00.

Separation Anxiety Should the board offer two separate questions? Some school boards propose a larger, primary question, coupled with one or more separate, smaller questions (often with their approval contingent upon the success of the primary proposal).

Odds are voters will reject the separate questions. Those additional questions have a 38 percent success rate – a fraction of the 68 percent success rate for the primary bond referendum questions. Perhaps voters view the main request for what's needed, while the smaller requests are simply for amenities.

Referendum Wildcards NJSBA has studied factors that can be measured, but there are other immeasurable ingredients that impact a referendum vote.

For instance, vocal and organized opposition can undermine a school board's best efforts to pass a referendum. While the public's concerns are valid and need to be addressed, school officials often find greater success when they focus their energies on mobilizing the 'yes' vote, rather than trying to change the minds of the hardened opposition.

Rumors can spread wildly, so boards need to act quickly to stamp out hearsay. In one local district, for instance, a number of voters reported to NJSBA staff that they had rejected the district's referendum because they heard each student would receive a laptop computer to take home and keep - something not even remotely on the ballot.

However, some ballots have such vague wording that it's difficult to determine what is being requested. A school board might want to review the ballot language to make sure it accurately describes the proposal without locking the district into an unwanted restriction (for instance, don't promise a school for grades 3 to 6 if there is a chance that it might end up being used for high school students).

A split board can signal to voters that there are divisive issues with the school-construction proposal. Most consultants recommend that the board present a unified front in its support of any construction plan. And boards should present accurate information to citizens, and deal openly and honestly with their questions.

The board has control over many aspects of the bond proposal. But when it comes to the less tangible wildcard factors, boards should always be cognizant of the cardinal rule of referendums: Never give citizens a reason to vote 'no.'

School District Programming 101

Facility Evaluation - Programming

- Conduct a comprehensive inventory of the facilities, document the expected and extendable life of systems and materials
- Preparation of a Building Program to meet the defined Facility needs
- Review Building Program with the Board
- Finalize Building Program based on the Board's decisions
- Preparation of conceptual schematics and accurately dimensioned floor plans of all interior spaces
- Review of all options with the Board
- Preparation of conceptual plans based on the chosen scope of work
- Review of conceptual plans with the Board
- Presentation to the public and other interested constituencies to gain support

NJ DOE Document Preparation

- Prepare a NJ DOE Project Application(s), Schematic Drawings and Cost Estimates
- Negotiate Eligible Costs with the NJ DOE for Debt Service Aid
- Assist the BOE in accepting the PEC Establish Final Eligible Costs

Long Range Facilities Plan

Modify and update the LRFP in accordance with the Approved Referendum Program



School District Financing 101

Prior to Referendum Day

- Determine Total Project Cost and the State Percentage of Project Cost
- Assemble financing professional team
 - Bond Counsel
 - Prepare Referendum Question and other documents/resolutions in connection with special election
 - Assist with Obtaining State approvals for Extension of Credit and Maturity Structure (DOE and LFB)
 - Attend Public Forums on Referendum
 - Financial Advisor
 - Prepare preliminary tax impact analyses and investment strategy analyses
 - ✓ Calculate Extension of Credit and other related items for necessary State approvals
 - Assist with Obtaining State approvals for Extension of Credit and Maturity Structure (DOE and LFB)
 - Attend Public Forums on Referendum
 - > Auditor
 - Prepare Supplemental Debt Statement



1. Traditional Methods

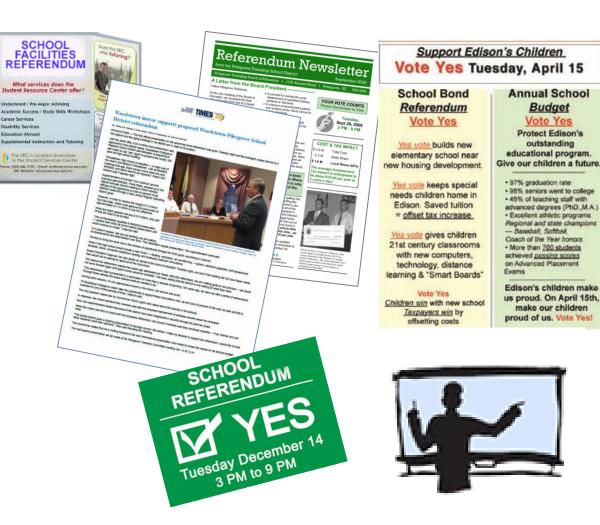
Newsletters Q & A Sheets **Flyers**

News Releases Letters to the Editor

Lawn Signs Display Advertisements

Back-to-School **Presentations Table-Top Displays**

Facility Tours Koffe Klatches/Cocktails



09-04-19

Annual School

Budget

Vote Yes

Protect Edison's

outstanding

educational program.

. 98% seniors went to college

advanced degrees (PhD.,M.A.)

 Excellent athletic programs Regional and state champion. - Baseball, Softball,

Coach of the Year honors

More than 700 students

achieved passing scores on Advanced Placement

Edison's children make

us proud. On April 15th,

make our children

proud of us. Vote Yes

+ 45% of teaching staff with

97% graduation rate

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DELRAN SCHOOL DISTRICT

2. Non-Traditional Means



Social Networking 2.0

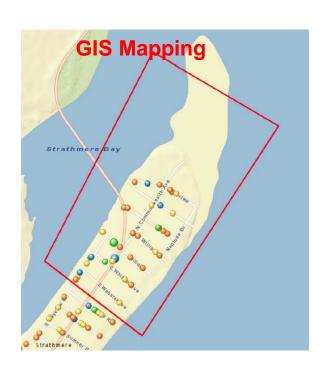
Web pages
Facebook & Twitter
Graphic Email / Listserv
On-line Surveys
Telephone Messaging
Blogs & Community Forums
Recruitment Pages
Videos & Slide Presentations
Local Cable Network



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3. Enhanced Outreach





"I advise you to apply to all those whom you know will give something; next, to those whom you are uncertain whether they will give anything or not, and show them the list of those who have given; and, lastly, do not neglect those who you are sure will give nothing, for in some of them you may be mistaken."

-Ben Franklin



Bond Referendum or Ballot Question Proposed Schedule

	Responsible Party			le Party				
Event	Architect	School District	Bond Counsel	Other	Minimal Critical Timing	Bond Referendum Date	Ballot Question Date	Bond Referendum Date
Building Program/Scope Schematic Design Update LRFP	•	•				August 2019 – March 2020	August 2019 – May 2020	August 2019 – June 2020
Architect submits to NJ DOE	•				N/A	April 2020	June 2020	July 2020
LRFP Revise and Resubmit	•				N/A	April 2020	June 2020	July 2020
NJDOE Issues PEC Offer	•	•	•		N/A	May 2020	July 2020	August 2020
NJDOE issues FEC					N/A	June 2020	August 2020	September 2020
Board Approves Special Election		•			60 Days	July 31, 2020	September 4, 2020	October 9, 2020
Filing of Supplemental Debt Statement				Auditor	60 Days	July 31, 2020	September 4, 2020	October 9, 2020
Co-Muni Clerk, Board of Elections Notice		•			60 Days	July 31, 2020	September 4, 2020	October 9, 2020
Planning Board Submission/Meeting	•	•			55 days	August 5, 2020	September 9, 2020	October 14, 2020
Publication of Vote by Mail Notices			•	Clerk	50 days	August 10, 2020	September 14, 2020	October 19, 2020
Certified Proposal (Questions) Statement to County Clerk		•	•		21 Days	September 8, 2020	October 13, 2020	November 17, 2020
Publication and Posting of Notice of Special Election			•	Board of Elections	10 Days	September 19, 2020	October 24, 2020	November 28, 2020
Furnishing of Sample Ballots			•	Clerk	8 Days	September 21, 2020	October 26, 2020	November 30, 2020
Obtain Certification of Grade Level Instruction			•		1 Day	September 28, 2020	November 2, 2020	December 7, 2020
Special Election				Board of Elections		September 29, 2020	November 3, 2020	December 8, 2020

Senior Freeze (Property Tax Reimbursement)

Benefits under the new Homestead Property Tax Credit/Rebate Program are in addition to the State's other property tax relief programs. The Senior Freeze (Property Tax Reimbursement), the property tax deductions for senior citizens and veterans, and the property tax deduction/credit on the State income tax return.

Property Tax Reimbursement Eligibility Requirements

You may be eligible for a reimbursement of the difference between the amount of property taxes you paid for the base year (the year you first became eligible) and the amount paid for the year for which you are applying for a reimbursement if you met all the following requirements for the base year and for each succeeding year, up to and including the year for which you are claiming the reimbursement:

- 1. You are age 65 or older or receiving Federal Social Security disability benefits; and
- You have lived in New Jersey continuously for at least the last 10 years, as either a homeowner or a renter; and
- You have owned and lived in the home for at least the last 3 years; and 3.
- You have paid the full amount of property taxes that were due on your home for the base year and for 4. each succeeding year, up to and including the year for which you are claiming the reimbursement;
- You meet the income limits for the base year and for each succeeding year, up to and including the 5. year for which you are claiming the reimbursement.

2016 Income Limits: ALL INCOME received during the year — with very few exceptions — must be taken into account when determining eligibility. This includes income that you do not have to report on your New Jersey income tax return such as Social Security benefits, disability benefits, and tax-exempt interest. Applicants are eligible only if their total income was \$70,000 or less (the original limit was \$87,007), and they meet all the other program requirements. Eligible applicants whose income was over \$70,000 but was \$87,007 or less did not receive a reimbursement but established eligibility for future years with their applications.

•Call the Property Tax Reimbursement Hotline at 1-888-238-1233