

WASBO's

# Money Talks

## It's Spring (!) Episode

March 20, 2026

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# Our Panel

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- We're not lobbyists or attorneys, just WASBO colleagues.
- We share non-partisan, veteran perspectives on how to navigate the financial challenges present in your school district.
- Opinions expressed are our own, not necessarily those of our employers (but we're usually right).



**Special Guest: Pete the Predictor**  
**Pete Grender, Verona School District**



# March Topic Train:

- State Budget Surplus
- Declining enrollment report
- Pete the Predictor Returns!
- Summer School Financial Strategy
- Can AI help create useful RFPs?
- Open Records Requests (arggh!!)

# State Budget Surplus Negotiations

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EDUCATION, NEWS

# 68 out of 72 Wisconsin counties saw a decline in public school students

Schools across the state considering closures, consolidation, operational referendums

BY CORRINNE HESS • MARCH 16, 2026 • UPDATED MARCH 16, 2026 at 3:27 PM

- Wisconsin's public schools lost 14,087 students this school year, with 68 out of 72 counties experiencing a decline in student enrollment.
- The recently released data from the Department of Public Instruction shows Wisconsin public schools **lost just under 2 percent** of enrollments for the 2025-26 school year compared to the previous year.
- It's part of a decades-long trend that has left districts across the state considering closing or consolidating schools.
- Be very careful with your September 2026 enrollment estimate in the Revenue Limit Worksheet!



Z13:Z14 fx

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
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1

2 Step 1 Choose your district here:

3     Verona Area

4

5 Step 2 Choose Enrollment Projection Method:

6     Weighted Baseline Avg

7

8 Step 3 Estimate PK, K4 and KG enrollment (yellow cells)

9

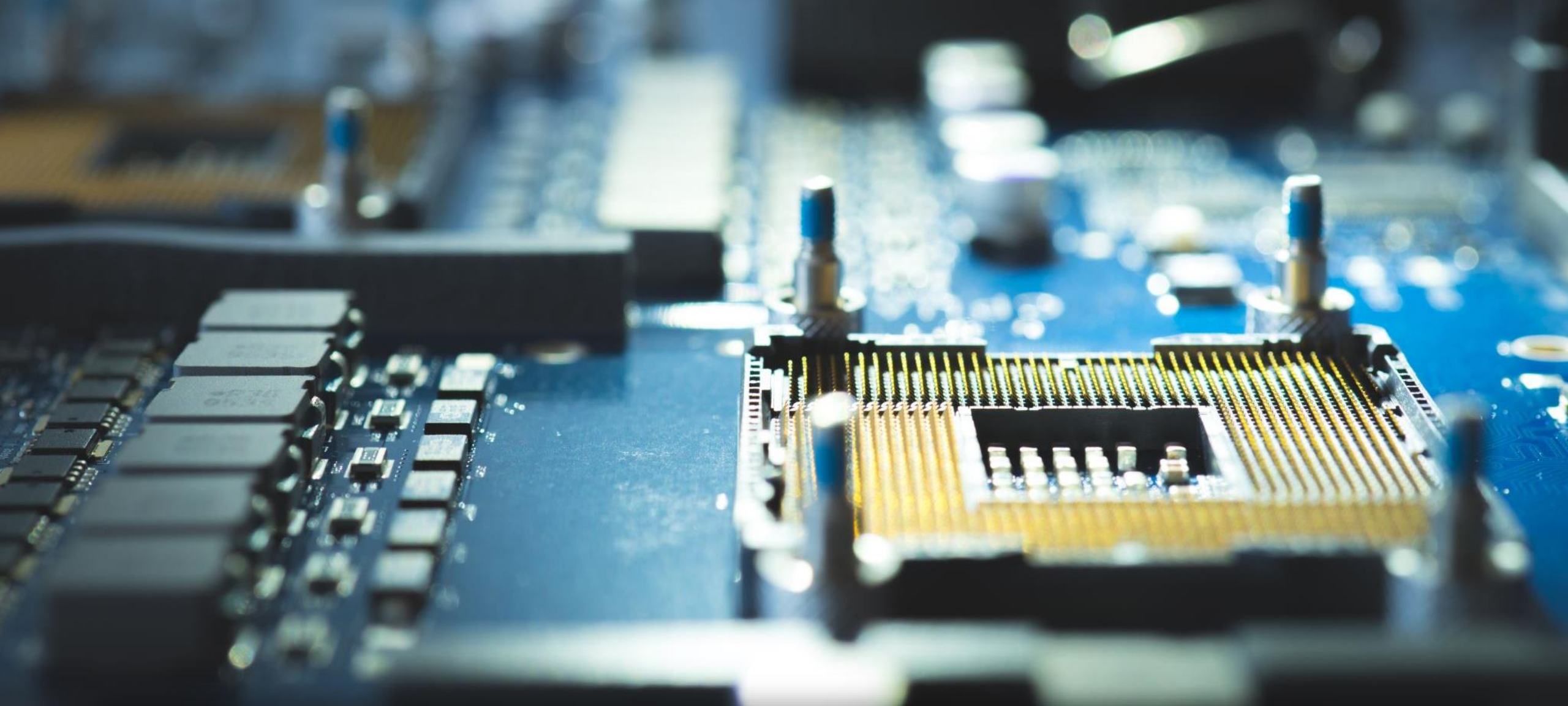
10

**Disclaimer:**  
 These enrollment projections are estimates based on historical cohort trends and current assumptions. Actual future enrollment may vary due to changes in demographics, housing patterns, policy decisions, and other unforeseen factors.

		Historic Enrollment										Current	Projections				
		2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30	2030-31
12	PK	15	14	11	17	16	18	18	16	19	21	15	15	15	15	15	
13	K4	288	313	277	306	336	308	302	281	289	271	213	213	213	213	213	
14	KG	385	375	418	391	435	404	401	370	354	370	325	325	325	325	325	
15	1	385	399	393	426	397	426	394	414	381	369	362	329	329	329	329	
16	2	419	378	410	413	421	395	420	402	413	389	367	364	330	330	330	
17	3	378	414	385	425	413	402	395	430	405	421	381	368	365	331	331	
18	4	391	378	415	391	427	401	404	413	433	405	425	384	370	367	333	
19	5	414	396	381	425	394	408	403	410	419	433	405	426	384	371	368	
20	6	396	424	405	388	435	386	428	437	412	420	439	413	434	392	378	
21	7	367	396	420	405	401	427	401	437	438	425	424	446	420	441	398	
22	8	399	367	404	419	406	397	429	415	442	452	429	430	452	426	447	
23	9	404	422	390	424	430	428	434	458	433	467	477	453	454	477	450	
24	10	396	395	430	390	426	428	433	441	460	435	464	478	454	456	479	
25	11	369	391	395	431	374	412	429	444	438	469	433	463	478	454	455	
26	12	412	368	409	405	430	396	441	459	458	449	484	449	480	495	470	
27	Total:	5,418	5,430	5,543	5,656	5,741	5,636	5,732	5,827	5,794	5,796	5,643	5,555	5,504	5,422	5,322	
28	Change:		12	113	113	85	-105	96	95	-33	2	-153	-88	-51	-82	-100	
29	Percentage:		0.22%	2.08%	2.04%	1.50%	-1.83%	1.70%	1.66%	-0.57%	0.03%	-2.64%	-1.55%	-0.93%	-1.49%	-1.85%	

# Summer School Financial Strategy: **10 Question Challenge**

1. Does enrollment generate enough revenue authority to equal expenditures?
2. What's the impact on your equalization aid?
3. Do you charge summer school fees?
4. Do you provide transportation?
5. Do you run a meal or snacks program?
6. Do you offer credit recovery classes, enrichment classes, or both?
7. Do you offer some form of wrap-around program?
8. What does your summer school calendar look like?
9. Any creative, DPI-approved programming?
10. Do you have enough overall staffing to meet demand?



Can AI help create useful RFPs? (Let's ask it!)

# 30 seconds later...

## REQUEST FOR PROPOSALS (RFP) High School Regulation Basketballs

RFP No.: 2025-\*\*-BBALL

Issue Date: March 20, 2025

Proposal Due: \_\_\_\_\_ (local time)

Contact: \_\_\_\_\_ (Name, Title, Email, Phone)

### 1. Introduction & Background

The District invites qualified vendors to submit proposals to furnish and deliver one hundred (100) NFHS-approved, regulation size high school basketballs for use in district athletic programs. The District intends to award a single contract; however, it reserves the right to make multiple awards if in its best interest.

### 2. Scope of Work

Vendor shall:

1. Supply brand-new basketballs meeting the specifications in Section 3.
2. Deliver items to the District warehouse or designated school sites, FOB Destination, inside delivery.
3. Provide all warranties, product documentation, and NFHS-approval markings.

### 3. Technical Specifications

- Quantity: 100 units.
- Approval: National Federation of State High School Associations (NFHS) approved and marked on ball.
- Size: 7 (Men's / Official High School), circumference 29.5 inches (approx. 74.0 cm).
- Weight: Approximately 22 ounces (per manufacturer spec for Size 7).
- Recommended Inflation: 7.5-8.5 PSI; ship deflated or inflated per manufacturer guidance. Include inflation recommendation on packaging.
- Cover Material: Premium composite leather or equivalent indoor game cover rated for hardwood courts (indoor use).
- Construction: Deep-channel design for control; butyl bladder with nylon windings for air retention and shape.
- Color: Traditional orange (unless District-approved alternate).
- Brand/Model: Offer Wilson Evolution, Spalding TF-1000 (Legacy/Precision), Baden Perfection Elite, or equal NFHS-approved models.
- Marking/Logos: Balls must display NFHS authentication mark. District logo imprinting (one-color) is requested as an optional line item.

### 4. Delivery, Acceptance & Schedule

- Required delivery: within \_\_\_\_ calendar days after receipt of order (ARO). Proposer shall state firm delivery in days ARO.
- Delivery location(s): District Warehouse, \_\_\_\_\_, or as specified at time of order. Inside delivery required.
- Acceptance subject to inspection for compliance with specifications and absence of defects or damage.

### 5. Warranty & Support

- Manufacturer's standard warranty, minimum one (1) year against defects in materials and workmanship.
- Replace any ball that fails due to seam failure, bladder failure, or manufacturing defect during warranty period.

### 6. Vendor Qualifications & Submittals

- Company profile and years supplying NFHS-approved basketballs.
- At least three (3) K-12 or collegiate references within the last three years.
- Proposed brand(s) / model(s) data sheets confirming NFHS approval and specifications.
- Sample(s): The District may request up to two (2) sample balls for evaluation at no cost.

### 7. Pricing

- Unit price per ball (delivered).
- Extended price for 100 units.
- Optional: 1 reprinting setup and per-ball imprint price (one-color District logo).
- Optional: Ball carts/bags and ball pumps/gauges.
- Any volume discounts, rebates, or cooperative pricing (e.g., Sourcewell, NASPO) available to the District.

### 8. Evaluation & Award

Award will be made to the responsible proposer whose offer is most advantageous to the District, considering price, delivery, demonstrated quality, warranty, references, and NFHS compliance. The District reserves the right to reject any or all proposals, waive informality, and accept the proposal deemed to be in the District's best interest.

### 9. Proposal Instructions

- Submit proposals electronically in PDF to the Contact listed on the cover page by the due date/time.
- Clearly identify RFP No. 2025-\*\*-BBALL in the email subject line.
- Questions must be submitted in writing by \_\_\_\_/\_\_\_\_/\_\_\_\_ at \_\_\_\_ local time.

### 10. Terms & Conditions (Summary)

- FOB Destination; title passes upon acceptance by the District.

- No substitutions after award without prior written approval.
- All pricing firm for at least 90 days from proposal due date.
- Comply with all applicable laws and NFHS rules for high school play.

— End of RFP —

# Open Records Requests:



# ENJOY THE FIRST WEEKEND OF SPRING!

**Next Time:**

**Friday, April 24th**

