

Raise Revenue Ideas

VOLUNTEER IDEAS

Create a citizen & hospitality group that brainstorms ways to attract more tourism business. -Volunteers & Hospitality Group

Sign-up Drive for grocery store rewards programs - each school's PTO to do. Alumni Fundraiser. Need to set up non-profit fund to collect raised funds. (who does this? Volunteers or school admin?) -

All School Auction Fundraiser -

Taste of Yarmouth + Silent Auction -

PTO Auctions working with school principals

Wine Tasting & Auction combined fundraiser

Charity Auction - Art and/or Talent Show

Have a Dance at the Cultural Center as a fundraiser

Jazz or coral concert at cultural center using school talent.

Town-wide yard sale held at J. Simpkins field. Ask for donations. Each person/family who participates either donates all or portion of their proceeds to the fundraiser

Angel investors with interest in the success of the local economy are a possible target for soliciting generous donations. Toyota comes to mind as a company with a local presence and a strong need for public redemption. Companies that cater to tourism are not as likely to invest in public school concerns since we're not their market. Do we have anyone on board with experience soliciting venture capital? -

Hold Town Lottery

Hold "hole in one" contest with \$1mm payout. Each person pays to enter the contest. \$\$ goes towards the school and pays for insurance policy for potential winner. Have much smaller prizes for top3 closest to the hole.

TOWN CLERK

Have golf memberships that are processed through town generate revenue for the town.

BOARD OF SELECTMEN

Utilize John Simpkins field for revenue raising events. Many ideas: “Melody Tent”, afternoon concerts, food festivals, holiday theme festivals (St. Patricks Day, Fourth of July, Winter Holiday Light festival & ice sculptures & First Night celebration), Carnivals, the circus, flea markets, Festivals, “Field Day for Kids” event etc. Combine efforts with help of local businesses

Increase beach fees.

Taste of Yarmouth + Silent Auction -

Prop. 2 ½ override for shortfall.

Attract other industries (computer, web-based businesses) to Yarmouth for increased revenue through taxes.

Hire one person either on the town or school side to head up efforts to raise revenue. This person would plan, organize, coordinate with volunteers, and promote events that would raise revenue .

Develop or provide incentives for business to develop a Yarmouth Convention Center where there could be business functions as well as entertainment/concerts.

Advertising on town website - Sponsor ads, Google Ads, other types of ads (K. Stone would be willing to give some guidance here)

Wind turbines on School/Town property - use Fed Funding for initial setup costs.
Raise rooms/meals tax.

Increase charges for licenses - dogs, yard sales, burning, dump stickers. -

Yarmouth or DY or Cape Cod lottery. Can we do this? Raise \$\$ for the town.

SCHOOL ADMIN

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of July, Winter Holiday Light festival & ice sculptures & First Night celebration), Carnivals, the circus, flea markets, Festivals, etc. -

Hire one person either on the town or school side to head up efforts to raise revenue. This person would plan, organize, coordinate with volunteers, and promote events that would raise revenue . (The revenue raised would undoubtedly be greater than their salary and would thus justify it)

Regional All School Auction Fundraiser working with parent volunteers. -

Allow for anyone to schedule gym time use for pickup basketball games or even private leagues. (at DYRHS or Mattacheese or other gyms) Price it so that it is self-sustaining or turning a profit. -

Advertising on sides of school buses.

Angel investors with interest in the success of the local economy are a possible target for soliciting generous donations. Toyota comes to mind as a company with a local presence and a strong need for public redemption. Companies that cater to tourism are not as likely to invest in public school concerns since we're not their market. Do we have anyone on board with experience soliciting venture capital?

Have a DY Schools Donation Fund each household that has children in DY schools contribute a amount to a school fund on a donation basis - once a year or some other frequency. -

Implement nominal kindergarten registration fee.

Special Education/Needs Co-op for using in unused school areas. Lowell is an example. -

Increase day care fee -

Sponsorship banners at sporting fields - football, baseball, recreation centers, yarmouth sailing center, and more.

Have a monthly donation collection from community and town employees similar to church collection. Example: \$20 x 800 people/month = \$\$192,000 per year.

Need to set up non-profit fund to collect raised funds. (who does this? Volunteers or school admin?)

Wind turbines on School/Town property - use Fed Funding for initial setup costs.

Prepare an online Charitable Giving packet to “give” to Estate Planners for suggesting to their clients who are doing estate planning. Inside would list the benefits of donating to DY Schools and how to do so. Provide incentives and recognition system to highlight large donors.

Parents pay for tutors during Feb vacation break.

Play “hardball” with charter schools. We CAN have what they have that makes them so desirable. -

Use School buses during the summer to take tourists/locals to beaches & historical/tourist destinations, grocery stores, restaurants. Would open up more parking spaces at beaches. Would also allow families with one car to split up to do different tourist activities on the same day. Bus fare could be paid for in the form of bus tickets which could be sold at shops, driving traffic into Yarmouth stores.

Charge small amount for sports and other programs.

DYRHS PRINCIPAL JENKS & WOODBURY

Charge parking fee for one spot. Allow student to (tastefully) decorate the spot for additional or same fee. -Rental charge for uniforms - sports, band, color guard, etc.

Implement summer school charge for residents.

Sports sponsors. There are so many they are being turned away. Pat Armstrong announced this at the end of the basketball season.

Cost Reduction Ideas

SCHOOL ADMIN

Shut down Mattacheese and leave elementary schools as is. Have less frequent movement from one school to another. Move grades 7 & 8 to High School, keeping them separate from grades 9-12. Lease Mattacheese or sell or repurpose for different town use. -

Students to pay tuition for after school extra-curricular programs. -

Cut sports from school budget - rely on recreation dept - partner with community. -

Combine bus routes. Reduce or eliminate afterschool buses or have an extra fee for such buses.

Become specialized place on the Cape for special education children and designate certain school for them such as the high school, the old W. Yarm Firehouse, or any other place that has excess space.

If we could make sure that all town buildings have all LED lights—as well as stop lights, street lights—as CFL lights will be history soon. The goal would be to replace every single light and then we could go on to other measures as total insulation, Maybe we could get grants!

Selectmen and schools discuss cost cutting ideas offline, not on TV, to foster good cooperation.

Keep students here! To superintendent.

Redistricting to create K-4 at Station Ave Elementary and ME Small. Yarmouth Grade 5 into MMS, Grade 8 into HS from Dennis to Yarmouth. To school committee.

Freeze professional development. To school committee.

Currently, our students move to a new school every 2, 3 or 4 years. Would it be possible to reorganize the elementary grades and go back to a neighborhood school approach where we have students attend one elementary school k-6? That would be followed by moving grades 7 and 8 into the high school. It would be important to ensure grades 7 and 8 are separated from the 9-12 graders. Perhaps we can do that by rearranging classrooms so grades 7 & 8 have their own corridor or section of the HS building. Seventh and eighth graders should have a separate entrance, as well as be provided their own lunch, PE, music, and art periods (i.e., completely separated from the 9-12 grades but in the same building). That would allow the district to close Mattacheese Middle School for cost savings, we have closed enough elementary buildings. The district could also look into leasing or directly selling the MMS building. The Lighthouse Charter School is currently looking for a new building where they can expand. MMS might be perfectly suited for their needs.

the school district should look into adding small-scale wind turbines and solar panels to provide electricity. While there would be initial costs for purchase and installation of this equipment, state and federal programs end up providing funding for approximately half these costs. Depending on scale, this could significantly reduce one of the costs most likely to contribute to annual budget increases - electricity and heat. By using a “green” solution, not only can the district realize real cost savings, but also provide for a more sustainable future for Yarmouth and Dennis students.

PRINCIPALS & SUPERINTENDANT

Teacher incentives for increased attendance. Reduced “call-ins”/ sub pay. To principals.

Change lightbulbs (power saving bulbs). To principal.

Review each vendor for lower prices. Put each contract out to bid. (paper towels, soap, food, drinks, pencils, paper, etc everything!) Be like Walmart - every year they tell their suppliers they Must lower their price. To schools: principals and administration.

TOWN & SCHOOL ADMIN

Wage freezes for police, fire, teachers. (Union) To school/town.

Employees pay more for benefits. To town/school.

Push wind turbines and solar panels. To energy committee, Brian Bradington Smith.

Establish “Rainy Day Fund” to fund during good times to help during tough times. Or an “School District Endowment” like colleges have to which people can donate funds when doing estate planning. Do a mailing to DY Alumni to seek donations.

TOWN

Sell Old Firestation in w. yarmouth. -

Review all vendor relationships and, in the style of Walmart, advise them that they need to cut their cost or we’ll need to put their contract out to bid. -

Community/School Connection Ideas

DYRHS PRINCIPAL JENKS

Have a rotating group of high school student leaders visit the Yarmouth Senior Center once a week to present DY School news and upcoming events. -

Have high school students who earn the privilege through a social studies class, get to leave school for one hour to attend the “Current Events Discussion” at the Yarmouth Senior Center 508-394-7606. It’s at 11am once a week. Not sure of the exact day. -

SCHOOL PRINCIPALS

Have a “grandparents day” and/or “Bring a Neighbor to School Day” event!!! .

Create Mentor program or just start with “Mentor Day” where senior citizens(or any citizen) is matched up with a HS student. The mentor could share their experience to help the student. -

Have a “Students Helping Seniors” program where HS students would get school credit or recognition for helping senior citizens with things like getting their groceries, cooking a meal, help with yardwork, or other help. -

Get people into the schools: tours, visiting classes, lunch; send students into community to sing, help, teach; have a band concert, sell stuff, volunteer at the senior center. There is a free lecture at the Cultural Center on March 19 on Music as a part of core education--nice if the whole community knew it was playing. -

SCHOOL ADMIN

Send Newsnotes on schools. Start a PR fund to cover costs. (I will donate to start fund

VOLUNTEERS

Have people listen to WXTK radio and call in to make comments. Needs someone to lead a group to counteract negative school talk.

Chamber of Commerce

Meeting with business community -

Board of Selectmen

Backyard BBQ - More of community event and only charge for food -

Volunteers

Yard sale -inside DY's track field - Volunteer

Wiffle Ball Tournament 5 -7 players - Volunteers & Principals

Have an author, singer or athlete come do a benefit performance - charge ticket price and have the performer donate their talent - someone who might have a Dennis or Yarmouth connection

Networking to get citizens to support override

Get the word out - write letters and articles to newspaper/online. Write about positive things that are happening in our school.

Know businesses of students' parents and relatives. Create partnership there first. Host events. Give-aways, etc to connect businesses with schools.

Write letters to alumni telling them about the great things DY is going and solicit donations (part community/ part revenue

Channel 17 - support our school services - DYSOS - Dick McGarr and Phil Wick

Our students, where are they working, whom are they working for. Any of the kids in the police and fire dept? Try and help gap the bridge. These kids will be our future nurses, police officers, fireman and woman.

Principal Jenks

Corp of HS students to volunteer work for town, Perhaps make a requirement to graduate to do some type of community service. - could be helped with community/parent volunteers.

DYRHS concerts at cultural center (raise \$ and community)

Our students, where are they working, whom are they working for. Any of the kids in the police and fire dept? Try and help gap the bridge. These kids will be our future nurses, police officers, fireman and woman. Is it possible to utilize these connections somehow for creating harmony between all town groups. Example: Students who work/volunteer with police, hospital, fire dept - perhaps they could be recognized at a "Community Connections" type of event that shows the valuable connections between our students and our community services.

Principal Jenks, Music Teacher, Pam -Senior Center, Bob Nash Cultural Center

April 6 DYHS open House including concert & highlight all schools - get residents other than parents to attend

Gets students out into community especially with seniors - music and art shows -

Principals & Senior Center

Plant flowers with the seniors at the senior center (middle/HS students)

Principals

Advertise plays, musical performance to senior center

Get word out immediately about the importance of filling out census - this gives legislators some of the information they need when deciding school funding

SCHOOL ADMIN

Use Community Health Center in High School as a selling point, similar to Barnstable

Form letter that can be emailed, mailed or fax to legislators to change funding formula

Radio announcements - local radio stations

SCHOOL COMMITTEE

Feature different school program at school committee mtgs on a regular basis.

Form letter that can be emailed, mailed or fax to legislators to change funding formula

School Choice Campaign-DY Schools Are Great

SCHOOL ADMIN

Have public service announcements on local access TV (which is FREE) that highlight and promote DY schools and activities.

Find out why people are leaving DY Schools. Have calling campaign to follow up with families who left a year ago or more to see if they would like to return. (Volunteers willing to help:

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Create a form that any teacher or coach could use to fill out to highlight a star performing student whether in academics, art, music, sports, community, student government, etc. The form would be sent to School Admin and School Admin would have a set process for sending it to multiple media outlets as a press release.

Each school could have a student of the week/month wall just inside the front door. Visitors would see the picture and paragraph stating what they did to be recognized.

Do more to attract top students to stay in district. Not just courses, but a change in attitude - so much effort is put into kids who have high needs.

Invest some new money in innovative program ideas. Examples - elementary foreign language, high school international baccalaureate, magnet schools, specialized after-school programs.

District-wide newsletter quarterly sent to every home. Needs fundraising. -

(give people option/incentive to receive via email to save \$\$) -

Extend school day for an optional hour. Could be used for phys ed, sports, extra help. Would set DY apart from other schools as being unique on Cape Cod. This would

be free and would be something the teachers would do for same salary. Would help working parents.

Lets get a big ad in the paper outlining all the advantages at DY as a first-choice school, the great statistics of our graduates, course offerings, social and service clubs, sports, etc. because we are proud of the results our children achieve with the help of our teachers and staff! -

SCHOOL ADMIN & Principal Jenks & PRINCIPALS

“DY Schools Are Great” Open House - large scale community event. Promote what is happening in each school. Highlight “greatness” while appreciating parents and students. “School Fair”

Invite public to school events: concerts, music, open houses, theater, spelling bees, debates, sports, etc. -

Provide volunteers with “bragging rights” sound bites which they could then spread on blogs, websites, radio. Examples: List of colleges graduates going to, number of students in the band, blurbs about student leadership groups, sports accomplishments, academic accomplishments, more

Send more updates to The Register beyond PTO updates that include student accomplishments and programs.

VOLUNTEERS & Principal Jenks

Interview students on local radio & local access TV. Could be produced by the students. Could also partner with the DYSOS group that has a TV show already (contact: Dick McGarr dysos.wordpress.com)

VOLUNTEERS

DY Schools are Great business cards to hand out. -

Twitter & Facebook campaigns.

Bumper Stickers: “DY Schools Are Great!” -

Find top school review websites and have parents enter reviews

Positive letters to the editors of CCTimes and The Register -