



MID-ATLANTIC
CATHOLIC
SCHOOLS
CONSORTIUM

*Presentation to the
Archdiocese of Baltimore
Parish/School Management In-Service Day
March 6, 2008*



Mission

To make Catholic Schools the schools of choice for Catholic children and families, and all who may desire an education rooted in the Catholic tradition and Gospel values.

Mid-Atlantic Catholic Schools Consortium



Snapshot

- **Six (arch)dioceses**
 - Arlington
 - Baltimore
 - Richmond
 - Washington
 - Wheeling-Charleston
 - Wilmington
 - **Four States and the Federal City**
 - Delaware
 - Maryland
 - Virginia
 - West Virginia
 - District of Columbia
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Strategic Goals

1. Articulate and strengthen the **vital role of Catholic schools** in faith formation, evangelization and academic excellence.
 2. To **strengthen and improve management processes and governance models** of schools in the Mid-Atlantic dioceses to enhance academic excellence.
 3. To **ensure government, private and church support** for Catholic schools in the Mid-Atlantic dioceses.
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Strategic Goals

4. To build and maintain **effective communications** and broad support for the Consortium.
5. To **develop a strong, credible and sustainable Consortium** capable of achieving the mission.



Affordability Strategy

- Gain every public benefit
- Increase philanthropic support
- Increase support from the Church and all beneficiaries of Catholic education

AND

- Leverage the purchasing power of the 6 dioceses through strategic procurements
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Collaborative Efforts

- **Share Best Practices**
 - Formalize opportunities
 - **Benefit From Experience**
 - Contracts, Project Management
 - **Share Resources and Professional Opportunities**
 - School and Parish Marketing Workshop
 - E-Rate Training
 - Grant Opportunities
 - Heidi Hayes Jacobs Workshop
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Federal Programs Project

- **Federal Dollars Program Project**
 - Determine current level of Catholic school participation in NCLB programs
 - Determine potential amount of unused funds designated under NCLB for nonpublic schools
 - Oversee efforts to access unused federal funds
 - Build diocesan-level capacity to identify, secure and leverage federal benefits
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Federal Programs Project

- Administered survey to all 320+ principals
 - Reviewed consolidated applications
 - Conducted diocesan-level briefings
 - Initiated capacity- building efforts
 - Wrote formal report
 - Held Dissemination Conference
 - Will participate in legislative efforts
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E-Rate Pilot Project

Goal: To complement current AOB efforts and increase amount of E-Rate dollars in each diocese

- Provided training for all principals
- Special assistance for schools w/highest need
- Evaluate and share results
- Increase capacity long-term



Strategic Procurement

- **Strategic Procurement**
 - Identify procurement opportunities which leverage the shared buying power
 - Evaluate proposals for volume purchases of goods and services
 - Negotiate best terms and conditions
 - Implement pilot programs
 - Develop capacity to offer back office services
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Goals for members

- **Best prices**
- **Good customer service**
- **Efficient purchasing**
- **Raise awareness of Catholic schools**
- **Encourage contemporary business practices**



Strategic Procurements

- Goods and supplies
 - Utilities
 - Oil – Master Contract
 - Cooperatives for Electricity & Natural Gas
 - Telecommunications
 - Future: Benefits, Textbooks, Uniforms
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U.S. Communities



Government Purchasers Saving You Money

Founding Co-Sponsors



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U.S. Communities

National Collaborative Purchasing Program

- Operates on the same principles as local and regional co-ops
 - National structure for public agencies to aggregate collective purchasing power
 - Improve the overall effectiveness of their purchasing processes
 - Nonprofit Organization
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US Communities

- **Competitively solicited contract by a lead public agency**
 - **No cost to agencies to participate**
 - **Best government pricing**
 - **Optional and non-exclusive contracts**
 - **No minimum spending requirements**
 - **22 Vendors**
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Office Depot

Member benefits include:

- 10% discount on lowest Internet pricing
- 500 core high-use items at special set prices (up to 85% off retail)
- Earn up to 6% rebate on purchases
- Discounts for in-store purchases with procurement card
- No minimum order
- Free overnight shipping

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AT Conference

All our members, affiliates, schools, partners and friends get:

Phone Conference Calls:

(5 ¢ per person per minute)

- No contracts, commitments, set-up fees.
- On-Demand Reservation-less Conferencing 24/7.
- Toll & Toll Free Dial in access number
- Confidential and secure
- No size limits
- Record calls and more

Web Conferencing:

(10 ¢ per person per minute)

- No contracts, commitments, set-up fees.
 - On-Demand Reservation-less Conferencing 24/7.
 - PowerPoint Presentations
 - Multiple real-time application sharing
 - Multiple presenters – remote control
 - Features such as Web Tours, Total Control Chat, Polling
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CQI Associates

Long-term provider in Archdiocese of
Baltimore

Electricity Co-operative

Lower costs

Greater stability in budgeting

Energy conservation

Natural Gas – next opportunity

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Next Opportunities

- Oil master agreement
- Textbooks
- In-school payment management
- Trash
- Evaluation of telephone bills
- What are your suggestions??



Other Initiatives

- **Leadership Institute**
 - Superintendents
 - Pastors and principals
- **Catholic Identity Project**
- **Legislative Affairs**
 - Support for BOAST, Teacher Tuition Tax Credit
 - Reauthorization of No Child Left Behind
 - Local initiatives – transportation



Our Purpose

To make Catholic Schools the schools of choice for Catholic children and families, and all who may desire an education rooted in the Catholic tradition and Gospel values.



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Thank you

- Please visit our website
- Consider and participate in our programs
- Contact us with your suggestions

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