Carlton-Wrenshall Board Work Session

Monday, November 9, 2026 6:00 PM
Silver Creek Board Room (1st floor), 207 Pioneer Drive , Wrenshall, MN 55797

I.	**Call Meeting to Order**	**Speaker(s):** Eric Ankrum
II.	**Roll Call**	**Speaker(s):** Eric Ankrum
III.	**Review November 16 Board Meeting Agenda**	**Speaker(s):** Eric Ankrum
IV.	**Financial Review**	**Speaker(s):** Eric Ankrum
V.	**Business**	**Speaker(s):** Eric Ankrum
V.A.	Facility Projects ICS Agreement	
V.B.	Strategic Planning Process	
V.C.	Committee Reports	
V.D.	IT Managed Services Proposals	
VI.	**Adjourn**	**Speaker(s):** Eric Ankrum

Carlton-Wrenshall School Board Work Session

Monday, November 9, 2026 6:00 pm Silver Creek Secondary Board Room

I. Call Meeting to Order

II. Roll Call

III. Review November 16 Board Meeting Agenda

IV. Financial Review

V. Business

   a. Facility Projects ICS Agreement

   b. Strategic Planning Process

   c. Committee Reports

   d. IT Managed Services Proposals

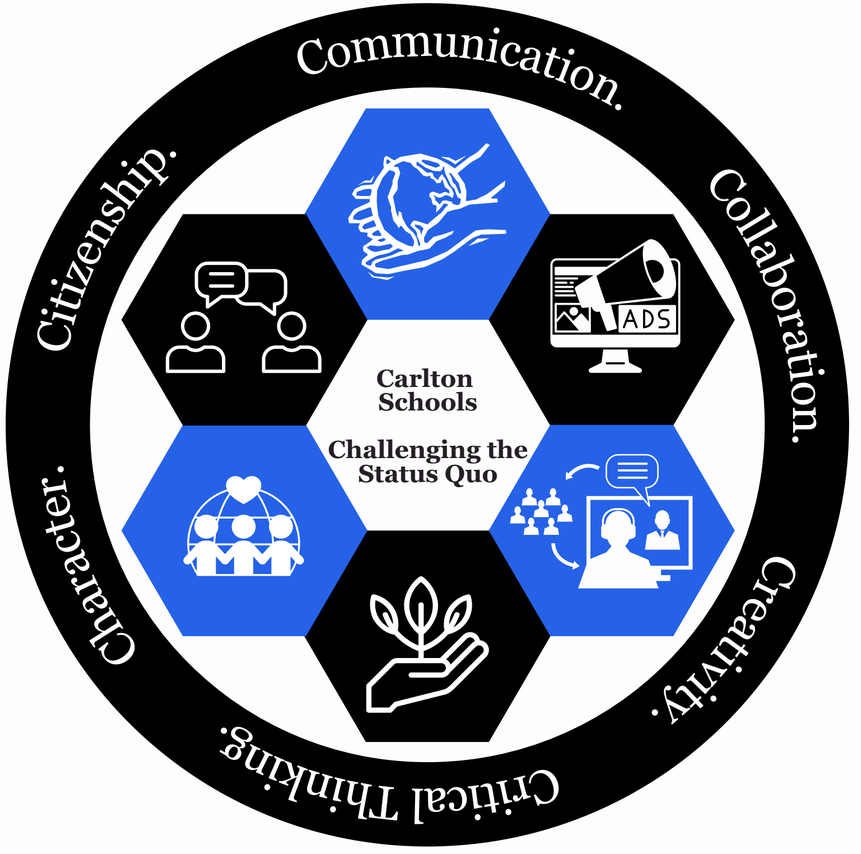
VI. Adjourn

...The Leader in Educational Transformation

Real World Authentic Opportunities

Voice & Choice

Community Partnerships



Welcoming, Inclusive, Safe, & Secure Environment

Student & Staff Growth

Strong Fiscal Management

Carlton School District

Pathways to Success

BUSINESS COURSES

LIBERAL ARTS COURSES



HEALTHCARE COURSES

STEM COURSES

Possible Exploratory Options

Carlton School
Educating • Empowering
Inspiring All Learners

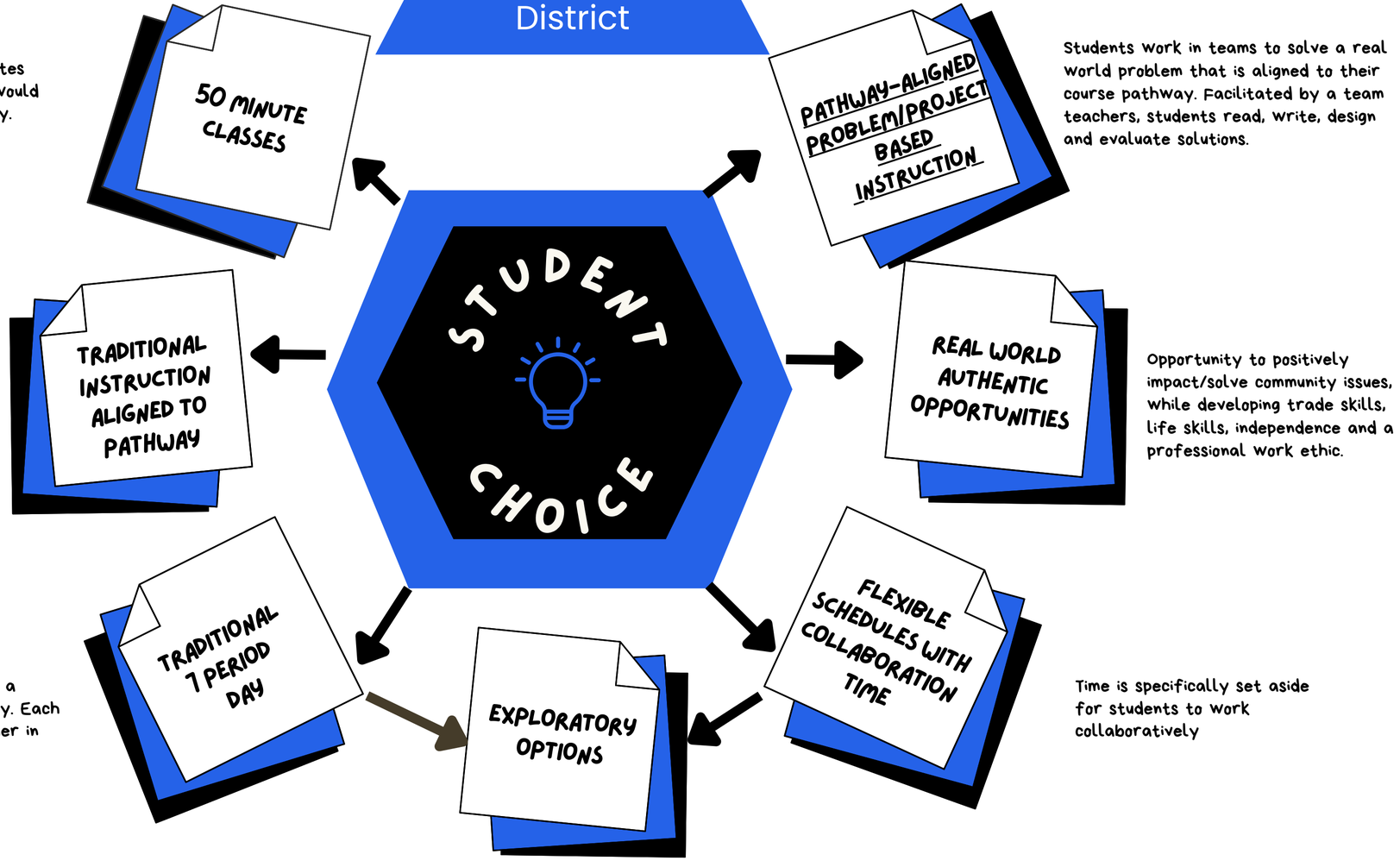
Track One: Traditional Instruction with Course Pathways

Courses are traditional 50 minutes class periods. Chosen courses would align with their course pathway.

Traditional scheduling of instruction with teacher presenting differentiated resources to teach core content

Students move through a traditional 7 period day. Each class led by the teacher in each content area

Carlton School District



Track Two: (Futures Academy) with Course Pathways

Students work in teams to solve a real world problem that is aligned to their course pathway. Facilitated by a team teachers, students read, write, design and evaluate solutions.

Opportunity to positively impact/solve community issues, while developing trade skills, life skills, independence and a professional work ethic.

Time is specifically set aside for students to work collaboratively

CW2918 Strategic Planning Process

Proposed Board and Facilitator Workflow

Superintendent and Board establish the path and timeline.

1. Review sample plans

Review 10 successful strategic plans.

2. Narrow the options

Incoming/outgoing Board selects 3-5 preferred formats and ranks complexity.

3. Set interview scope

Facilitator interviews at least the incoming Board; options expand to outgoing Board, district leaders, students, parents and community. Prepare an updated District Profile; surveys may supplement.

4. Establish Board norms

Learn and agree to use the Fist to Five consensus process.

5. Select plan format

Use Fist to Five to choose one example or blend features of multiple formats.

6. Complete initial template

Board fills in the known sections of the selected strategic plan template.

7. Identify key goals

Use District Profile findings to select initial big-rock goals for SPV 1.0.

8. Finalize SPV 1.0

Facilitator prepares the polished, district-branded strategic plan.

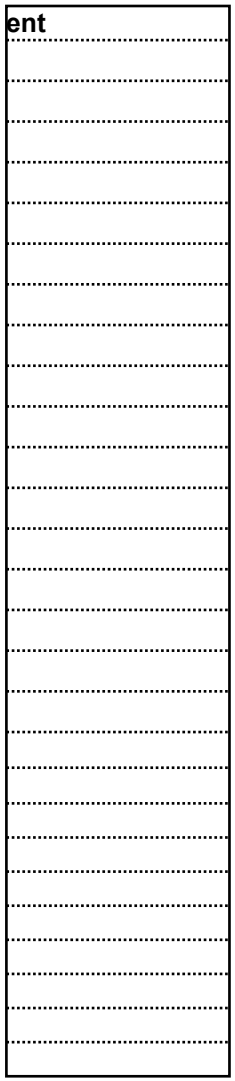
9. Schedule the next review

Board selects a date to revisit SPV 1.0 and develop SPV 2.0.

Expected timeline and responsibilities

- Basic 1-3 year SPV 1.0: approximately two dedicated Board work sessions.
- Facilitator completes interviews, District Profile, template and final draft between meetings.
- A more detailed 3-5 year plan requires additional time.
- Facilitator available in November; November 9 attendance may be in person or via Zoom.

Committee		#of board mem	Alternate	Mission	Timelines	Staff involvem
AIPAC	Sam	2	Eric			
Athletics + Activities	Ryan, Mary,	2	Laura			
Budget + Grants	Eric, Jon	2				
B&G/ Facilities/ Referendum/ POC	Eric, Ryan	2	Laura(POC)			
Community Education Advisory	Ashley	1				
Legacy(transition)/ Alumni	Ashley, Laura	2				
Marketing	Ryan, Mary, Laura	2				
Meet and Confer	Eric, Sam	2			Quarterly per statute	
Negotiations 1 - Teachers & ESP	Eric, Sam	2				
Negotiations 2 - AFSCME/Teamsters + ASP	Ryan, Jon	2				
Negotians 3? Administration	Mary, Laura	2				
Northern Lights/Special Education	Ashley, Jon	1				
PIE + Booster	Ashley	1				
Policies	Mary, Laura	2				
Safety	Ryan, Jon	1				
Achievement Civic Readiness Plan/	Mary, Sam	2				
Strategic Planning	Full Board					
Technology	Jon, Eric	2				
Wellness	Ashley	1				
Other needs fall to Ad hoc committees as needed						
CTE Project Approval Procedure						

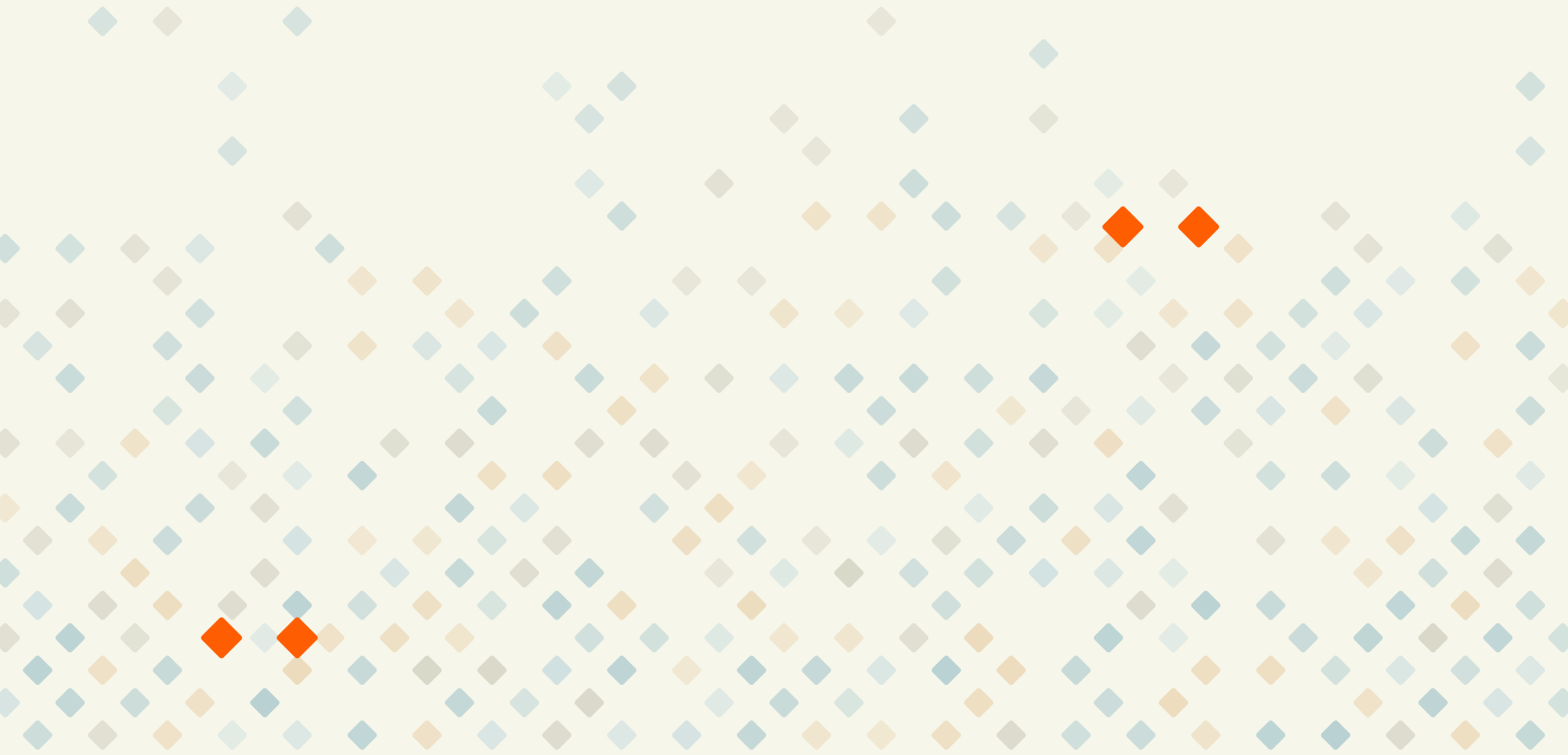

ent

Litix | Carlton-Wrenshall Public School District

MINNESOTA FOUNDING COHORT

Bringing collective bargaining intelligence to Minnesota

A FOUNDING PARTNERSHIP WITH A SMALL GROUP OF MINNESOTA DISTRICTS



NOW FORMING

A small group of Minnesota districts will shape what comes next.

Founded by school administrators, Litix supports districts across Massachusetts and California with compensation benchmarking, health benefits analysis, proposal modeling, forecasting and decision support. We are now bringing that work to Minnesota, and we are looking for a small founding cohort of districts to build it with us, with Carlton-Wrenshall among them.

WHAT WE HAVE LEARNED

01

Proven success

More than 400 districts across Massachusetts and California rely on Litix, and 97% renew. Leaders gain confidence knowing their numbers and position before negotiations begin.

02

No two states bargain alike

Salaries and benefits are universal. Funding formulas, bargaining calendars, unit structures and local practices are not. Minnesota tools should reflect how Minnesota districts actually negotiate.

03

Start with a small cohort

Working closely with a few districts first means local leaders' knowledge shapes the data, benchmarks and tools from the beginning.

FOUNDING PARTNERS WILL

01 Help identify the data and analysis that matter most

02 Provide feedback on benchmarking, forecasting and bargaining tools

03 Receive early access

04 Work directly with the Litix team

05 Receive preferred founding-partner pricing

~85%
of Massachusetts school districts work with Litix

100+
California partners since 2025, including districts, county offices and regional partners

97%
of districts renew

© 2026 Litix, Inc. · Confidential & Proprietary

CONFIDENCE BEFORE COMMITMENTS

Three questions every district has to answer.

Negotiations, retention, salary pressure, fiscal constraints and board scrutiny all land on the same small team, usually without dedicated analytical support. Litix answers each question with verified data and a clear picture.

01 BENCHMARKING

Where do we stand compared to our peers?

Every measure shows the district against each peer, the median and its rank: starting salary, top of the salary schedule, steps to maximum, health insurance contribution, work year and total compensation.

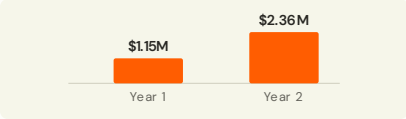


Sample district (orange) against 16 anonymized peers (blue).

02 FISCAL MODELING

What will this settlement cost us over time?

Steps, lane changes, schedule increases, longevity, stipends and payroll costs are modeled together from the staff roster, then carried across both years of the agreement.

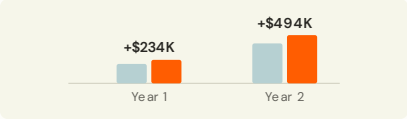


A 4.9% average raise ($3,538 per FTE) repeated for two years: $3.51M across the contract.

03 COMMUNICATION

How do we explain the decision clearly?

Side-by-side offers show the board, bargaining teams and community how a gap between proposals compounds, drawn from one set of numbers.



Offer A at 3% (blue) and Offer B at 4% (orange): a $234K gap in year one becomes $729K across the two-year contract.

FROM DATA TO DECISION

BUILD	BUILD	MODEL	EVALUATE	EVALUATE	DECIDE	DECIDE
Upload staff roster	Add longevity & stipends	Run scenarios	Review peer benchmarks	Understand employee impact	Compare offers	Present clearly

SEE IT LIVE

Explore the interactive Minnesota edition

Adjust schedule increases, flat-dollar amounts and peer comparisons and watch every figure update.

offers.litix.ai/litix-mn-deck

All figures on this page come from an illustrative sample district and anonymized peers. They show how the tools work and do not describe Carlton-Wrenshall.

© 2026 Litix, Inc. · Confidential & Proprietary

WHAT FOUNDING PARTNERS RECEIVE

Litix Insights

Data Platform → Insights → Decision Support. Purpose-built decision support for the environment district leaders work in: negotiations, retention pressures, fiscal constraints and board accountability, all at once.

I Benchmarking

Where do we stand compared to our peers?

Peer positioning

Compares teacher salaries, health insurance contributions, per diem rates, work days, instructional days, duty day, class size, stipends and fringe benefits across the districts you select.

Verified contract data

Litix collects, verifies and structures master agreements, salary schedules and benefit documentation, with every figure traceable to its source.

Strategy support

Search across the full contract dataset and see where pressure points sit on the salary schedule: by lane, by step, at entry and at the top.

II Forecasting & Proposal Modeling

Model every cost driver in real time

All-in costing

Build from your staff roster, then model schedule increases, step and lane movement, longevity, stipends and payroll costs together to see the true cost.

Three lenses on every offer

See each proposal through peer benchmarking, employee impact per FTE, and the multi-year financial commitment.

Offer comparison

Compare competing proposals side by side and see how the gap between them compounds across both contract years and beyond.

III AI Decision Support

Purpose-built AI for school leaders

Trusted data foundation

Built on verified source documents, not web scraping, with full traceability to the underlying contracts, salary schedules and financial reports.

Ask complex questions

Query verified data for trends and outliers, and generate customized insights, reports and visuals within minutes.

Stakeholder-ready outputs

Board memos, talking points and executive summaries drawn from one consistent set of data.

Minnesota budget context

Settlement costs are placed alongside general education revenue, referendum and levy revenue, enrollment trends, fund balance and multi-year projections, so a two-year settlement is judged against the budget it has to fit.

© 2026 Litix, Inc. · Confidential & Proprietary

FOUNDING-PARTNER TERMS

The Carlton-Wrenshall founding partnership

A 2-year founding partnership gives Carlton-Wrenshall full access to Litix Insights at preferred founding-partner pricing, while helping shape how collective bargaining intelligence works in Minnesota.

YOUR INVESTMENT · 2-YEAR TERM

FOUNDING PARTNER

Litix Insights K-12

Benchmarking, forecasting and proposal modeling, and AI decision support, plus early access and direct work with the Litix team.

Standard annual subscription	$4,750
Founding-partner discount	-$2,750
Your annual price	**$2,000**
2-year total · invoiced annually, net 30	$4,000

WHAT WE ASK OF FOUNDING PARTNERS

Shape the data

Tell us which data and analysis matter most to Carlton-Wrenshall and its bargaining table.

Share feedback

Use the benchmarking, forecasting and bargaining tools and tell us what works and what should change.

Work with our team

Partner directly with Litix's founders and team as the Minnesota platform takes shape.

MEET LITIX IN MINNESOTA

We will be at MASA and in Minnesota this year, meeting school leaders, learning about the state, and connecting with districts interested in becoming founding partners.

Join the founding cohort: offers.litix.ai/litix-mn-masa-2026

Michael Mastrullo
CEO & Co-Founder
mike@litix.ai

NEXT STEPS

01
Confirm your interest
Let Michael know Carlton-Wrenshall would like to join the founding cohort.

02
Receive your order form
Litix prepares an order form with founding-partner pricing for Carlton-Wrenshall.

03
Choose your peers
Select the comparison districts that matter most to Carlton-Wrenshall.

04
Get started
Litix collects and verifies the data, and the Carlton-Wrenshall team gets early access.

ACCEPTANCE

Accepted on behalf of Carlton-Wrenshall Public School District

SIGNATURE	NAME	TITLE	DATE
	Frank Schill	Superintendent	

© 2026 Litix, Inc. · Confidential & Proprietary

Greetings Justin & Josh:

Thank you for meeting with me this morning to review FUSIONTech's managed IT services proposal. I would like to summarize my understanding of our discussion and clarify a few items regarding the $5,000 monthly agreement.

July–August: Summer Preparation

My understanding is that all routine summer technology responsibilities are in-scope, including:

- Onboarding and configuring new devices and hardware.
- Software installations and upgrades.
- Creating student and staff accounts (local tech) and managing Active Directory.
- Infrastructure, network, server, and security maintenance.
- Routine technology support and troubleshooting.
- Completing the district's migration to the cloud during the summer.

September–May: School-Year Operations

The following services are considered in-scope:

- Routine trouble tickets and technical support.
- Switch, network, and server troubleshooting and repairs.
- Software installation, updates, and device wiping/reimaging.
- Security monitoring and response to security events.

Power outage recovery and equipment failures following outages are generally in-scope but may become out-of-scope if the work exceeds the estimated 33 hours per month.

June: Year-End Responsibilities

The following are considered in-scope:

- Technology inventory and asset reconciliation.
- Identifying damaged or obsolete equipment.
- Developing cyclical replacement plans.
- Wiping, configuring, and installing equipment.
- Consulting on hardware purchases, obtaining quotes, and assisting with specifications.

Major infrastructure refresh projects may become out-of-scope if they exceed the estimated 33 hours per month.

Onsite Services

FUSIONTech will provide one-half day of onsite service each week at Otter Creek and Silver Creek, totaling one full day per week, included in the $5,000 monthly fee.

Capital Projects and Extraordinary Events

Capital projects, major infrastructure upgrades, and acts of God may be considered out-of-scope when the required work exceeds the estimated 33 hours per month.

Contract Clarifications

Before finalizing the agreement, I would appreciate confirmation of the following:

1. Is the 33-hour monthly estimate a planning benchmark or a firm limit? Do routine in-scope services remain covered when hours exceed 33?
2. What specifically determines when an in-scope service becomes out-of-scope, particularly during outages, equipment failures, or major infrastructure work?
3. Will all additional charges require prior written district approval?
4. Are the weekly onsite services at both schools and the summer cloud migration included in the $5,000 monthly fee?
5. Are there additional per-device fees, travel expenses, or other costs beyond the monthly agreement?

My goal is to ensure we have a clear, shared understanding of the services included throughout the district's 12-month technology cycle and avoid unexpected expenses.

Please review and let me know if this accurately reflects our discussion or if any adjustments are needed.

Thank you again for your time this morning.

--

Frank Schill

Carlton-Wrenshall Public School District #2918