LILLIAN VALLELY SCHOOL

THE CHALLENGE

The Lillian Vallely School (LVS), a fully accredited Christian elementary day school, serves Indian children who live on the Fort Hall Reservation in eastern Idaho. Except for the E-Grant and the Government School Lunch Programs, they do not receive government help. All of the funding for the school is raised from the private sector through foundation and corporation grants, fund-raising events and tax-deductible gifts from many generous individuals.

In past years LVS leased land to local farmers. The land was left vacant after the cost of operating the existing irrigation system increased three-fold due to the increase in diesel prices, which rendered the farm unprofitable. The LVS Board of Directors determined the land needed to be put to good use. They looked for an outside, unbiased resource to explore how to best utilize and profit from the vacant land.

THE SOLUTION

LVS and Bengal Solutions partnered to explore land use options that would help generate additional revenue to support the daily operations of the school. Jeff Nauman, Principal, commented,

“The students delivered a well formulated, complete document defining different land use options, with associated costs, to generate revenue. The Bengal Solution students were very professional. We put those students on the spot. We had them do a presentation in front of a group of about 35 people. They had to be prepared for an onslaught of questions. They did very well. They were well prepared.”

THE IMPACT

The LVS Board of Directors has decided to move forward with recommendations from Bengal Solutions. In addition, the Board was able to build from those recommendations to better implement and manage the project plans. It is anticipated the revenue stream will generate a $40,000 to $50,000 annual return. This is enough to cover 18% of the current LVS operating budget or, viewed another way, may allow the school to expand enrollment by 50% to 60%. Mr. Nauman further reported, “The students brought a level of enthusiasm and energy to the project. They took it to heart, did a lot of research, and had extensive numbers to back their recommendations.”

Jeff C. Nauman
Principal
Lillian Vallely School
July 2011

“Our Chairman of the Board told me about Bengal Solutions and asked me to research them to see if they could help us.

We threw a project at the students and said, ‘Go brainstorm for us. Be creative and come up with some ideas we may not have considered.’

The students were very professional. They came back to us at mid-semester with 10 options which we later narrowed to three.”

Bengal Solutions offers low-cost consulting services to local businesses. It is a vehicle for the Idaho State University College of Business’ mission to stimulate economic growth in Southeast Idaho. If your business is interested in engaging Bengal Solutions and the E-Center, call Sam Peterson, MBA at (208)282-2966 or email petesam@isu.edu.

http://isu.edu/cob/casestudies.shtml