



Step Up For Students



Four Keys to Sustainability

Presented by Step Up For Students

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Step Up For Students

Agenda



-  Funding the Vision
-  Developing Policies and Procedures
-  Knowing Your Niche
-  Staffing for the Mission

Funding the Vision





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Budgeting for the cost to educate a child at your school.



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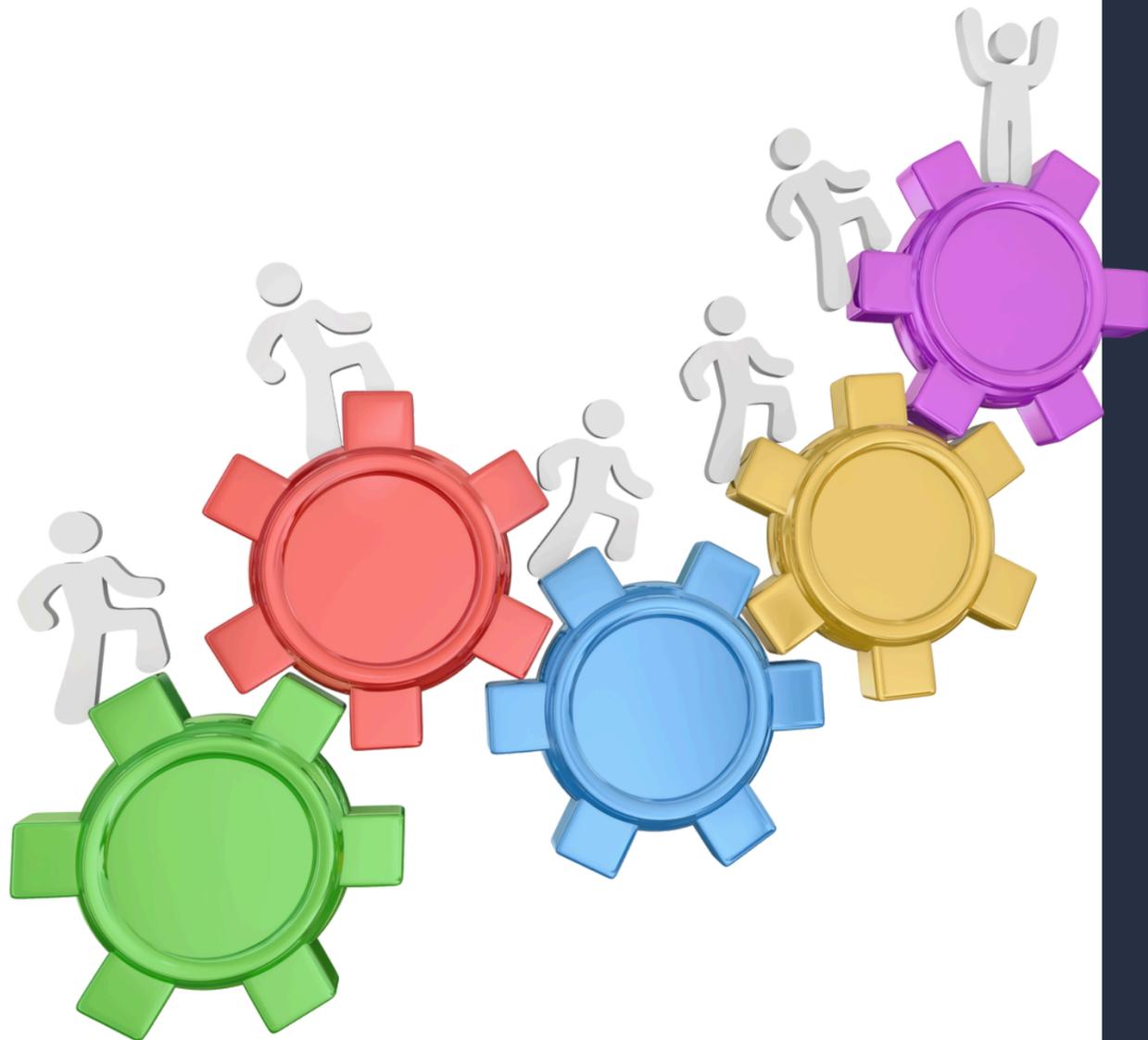
**Marketing to the community
outside your doors:
Public School
&
Homeschool Families**

Diverse Streams of Income

- Day Care/Preschool (VPK, SR, FES-UA)
- Full-Day K-12 (FTC, FES-EO, FES-UA)
- PEP Hybrid School (PEP)
- Afterschool Care (SR)
- Afterschool Clubs and Athletics (FTC, FES-EO, FES-UA, PEP)
- Tutoring (FTC, FES-EO, FES-UA, PEP, NWSA)
- Summer Camp



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Formalize the Scholarship Process

- Integrate dates from the handbook into the family contracts with the school.
- Establish a deadline for parents to receive the Award ID and confirm their acceptance of enrollment.
- Parents may be liable for out-of-pocket expenses for any quarter(s) where enrollment was not finalized on time.
- Offer acceptable payment methods for out-of-pocket costs, including electronic payment options and various payment plans.



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FLORIDA TAX CREDIT SCHOLARSHIP PROGRAM FAMILY EMPOWERMENT SCHOLARSHIP FOR EDUCATIONAL OPTIONS PERSONALIZED EDUCATION PROGRAM

Basic Scholarship Amounts for 2024-25

Note: The county is the one the student lives in according to their 2024-25 scholarship application.

District	Grades K-3	Grades 4-8	Grades 9-12
Alachua	\$8,147.00	\$7,518.00	\$7,401.00
Baker	\$8,722.00	\$8,076.00	\$7,955.00
Bay	\$8,255.00	\$7,626.00	\$7,509.00
Bradford	\$8,815.00	\$8,169.00	\$8,048.00
Brevard	\$8,202.00	\$7,573.00	\$7,456.00
Broward	\$8,310.00	\$7,665.00	\$7,545.00
Calhoun	\$9,062.00	\$8,416.00	\$8,295.00
Charlotte	\$8,693.00	\$8,064.00	\$7,947.00
Citrus	\$8,127.00	\$7,498.00	\$7,381.00
Clay	\$8,159.00	\$7,530.00	\$7,413.00
Collier	\$9,908.00	\$9,249.00	\$9,126.00
Columbia	\$8,378.00	\$7,732.00	\$7,611.00
Dade	\$8,467.00	\$7,824.00	\$7,705.00
De Soto	\$8,692.00	\$8,046.00	\$7,925.00
Dixie	\$8,799.00	\$8,153.00	\$8,032.00
Duval	\$8,246.00	\$7,612.00	\$7,493.00
Escambia	\$8,230.00	\$7,601.00	\$7,484.00
Flagler	\$8,067.00	\$7,438.00	\$7,321.00
Franklin	\$9,733.00	\$9,087.00	\$8,966.00
Gadsden	\$8,640.00	\$7,994.00	\$7,873.00
Gilchrist	\$9,034.00	\$8,388.00	\$8,267.00
Glades	\$9,326.00	\$8,680.00	\$8,559.00
Gulf	\$9,394.00	\$8,748.00	\$8,627.00
Hamilton	\$9,027.00	\$8,381.00	\$8,260.00
Hardee	\$8,433.00	\$7,787.00	\$7,666.00
Hendry	\$8,116.00	\$7,470.00	\$7,349.00
Hernando	\$8,112.00	\$7,483.00	\$7,366.00
Highlands	\$8,368.00	\$7,722.00	\$7,601.00
Hillsborough	\$8,251.00	\$7,615.00	\$7,496.00
Holmes	\$8,999.00	\$8,353.00	\$8,232.00
Indian River	\$8,495.00	\$7,866.00	\$7,749.00
Jackson	\$8,745.00	\$8,099.00	\$7,978.00
Jefferson	\$10,224.00	\$9,578.00	\$9,457.00
Lafayette	\$9,126.00	\$8,480.00	\$8,359.00
Lake	\$8,109.00	\$7,480.00	\$7,363.00
Lee	\$8,596.00	\$7,962.00	\$7,844.00
Leon	\$8,201.00	\$7,572.00	\$7,455.00
Levy	\$8,848.00	\$8,202.00	\$8,081.00
Liberty	\$9,200.00	\$8,554.00	\$8,433.00
Madison	\$8,684.00	\$8,038.00	
Manatee	\$8,276.00	\$7,647.00	
Marion	\$8,131.00	\$7,502.00	
Martin	\$8,769.00	\$8,135.00	
Monroe	\$11,983.00	\$11,330.00	
Nassau	\$8,553.00	\$7,924.00	
Okaloosa	\$8,294.00	\$7,665.00	\$7,548.00
Okeechobee	\$8,511.00	\$7,865.00	\$7,744.00
Orange	\$8,264.00	\$7,629.00	\$7,511.00
Osceola	\$8,164.00	\$7,535.00	\$7,418.00
Palm Beach	\$8,698.00	\$8,044.00	\$7,922.00
Pasco	\$8,157.00	\$7,528.00	\$7,411.00
Pinellas	\$8,440.00	\$7,809.00	\$7,691.00
Polk	\$8,164.00	\$7,535.00	\$7,418.00
Putnam	\$8,614.00	\$7,968.00	\$7,847.00
St. Johns	\$8,244.00	\$7,615.00	\$7,498.00
St. Lucie	\$8,278.00	\$7,649.00	\$7,532.00
Santa Rosa	\$8,138.00	\$7,509.00	\$7,392.00
Sarasota	\$8,936.00	\$8,297.00	\$8,178.00
Seminole	\$8,205.00	\$7,576.00	\$7,459.00
Sumter	\$8,761.00	\$8,132.00	\$8,015.00
Suwannee	\$8,399.00	\$7,753.00	\$7,632.00
Taylor	\$8,667.00	\$8,021.00	\$7,900.00
Union	\$8,885.00	\$8,239.00	\$8,118.00
Volusia	\$8,067.00	\$7,438.00	\$7,321.00
Wakulla	\$8,412.00	\$7,766.00	\$7,645.00
Walton	\$9,878.00	\$9,249.00	\$9,132.00
Washington	\$9,026.00	\$8,380.00	\$8,259.00

Formalize the Scholarship Process



FAMILY EMPOWERMENT SCHOLARSHIP FOR STUDENTS WITH UNIQUE ABILITIES

Basic Scholarship Amounts for 2024-25

Students with a Level 1, 2 or 3 matrix of services OR those with diagnosis by a physician or psychologist will be awarded at the Matrix Level 251-253 indicated below.

For a student who received a scholarship in the 2020-21 school year, the amount of the award will be the greater of the amount calculated below or the amount the student received for the 2020-21 school year.

Note: The county is the one the student lives in according to their 2024-25 scholarship application.

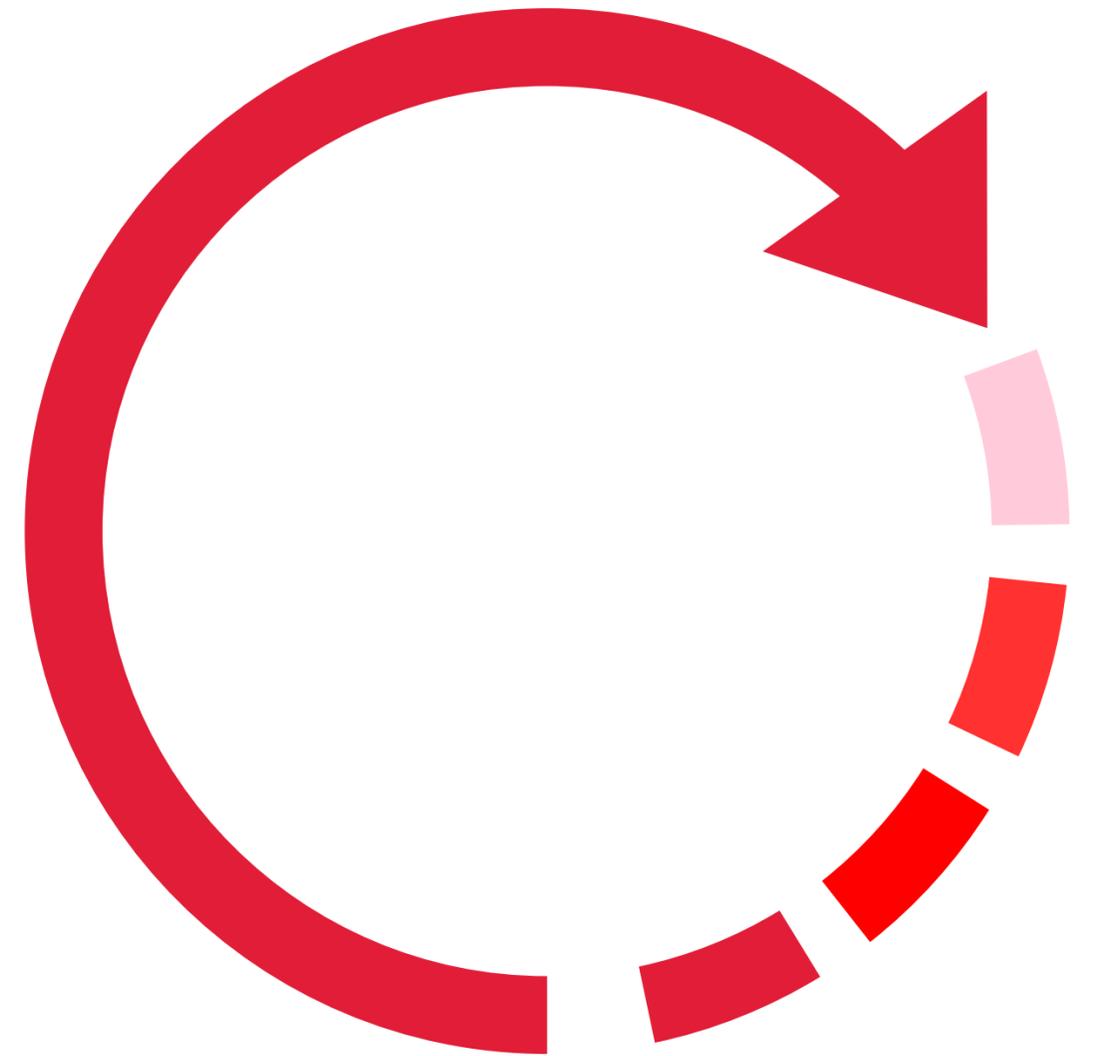
District	ESE Levels 1-3 (251-253)			ESE Level 4 (254)	ESE Level 5 (255)
	3 & 4 Years Grades K-3	Grades 4-8	Grades 9-12		
Alachua	\$10,203	\$9,574	\$9,457	\$21,896	\$34,130
Baker	\$10,132	\$10,011	\$22,852	\$35,425	\$34,238
Bay	\$9,682	\$9,565	\$22,004	\$34,238	\$34,238
Bradford	\$10,225	\$10,104	\$22,945	\$35,518	\$34,185
Brevard	\$9,629	\$9,512	\$21,951	\$34,185	\$34,966
Broward	\$9,790	\$9,670	\$22,415	\$34,966	\$35,765
Calhoun	\$10,472	\$10,351	\$23,192	\$35,765	\$34,676
Charlotte	\$10,120	\$10,003	\$22,442	\$34,676	\$34,110
Citrus	\$10,793	\$10,164	\$10,047	\$21,876	\$34,110
Clay	\$10,215	\$9,586	\$9,469	\$21,908	\$34,142
Collier	\$12,604	\$11,945	\$11,822	\$24,324	\$37,151
Columbia	\$10,615	\$9,969	\$9,848	\$22,508	\$35,081
Dade	\$10,523	\$9,880	\$9,761	\$22,522	\$35,027
De Soto	\$11,334	\$10,688	\$10,567	\$22,822	\$35,395
Dixie	\$10,855	\$10,209	\$10,088	\$22,929	\$35,502
Duval	\$10,302	\$9,668	\$9,549	\$22,120	\$34,466
Escambia	\$10,286	\$9,657	\$9,540	\$21,979	\$34,213
Flagler	\$10,827	\$10,198	\$10,081	\$21,816	\$34,050
Franklin	\$11,789	\$11,143	\$11,022	\$23,863	\$36,436
Gadsden	\$10,696	\$10,050	\$9,929	\$22,770	\$35,343
Gilchrist	\$11,090	\$10,444	\$10,323	\$23,164	\$35,737
Glades	\$11,382	\$10,736	\$10,615	\$23,456	\$36,029
Gulf	\$11,450	\$10,804	\$10,683	\$23,524	\$36,097
Hamilton	\$11,574	\$10,928	\$10,807	\$23,157	\$35,730
Hardee	\$10,839	\$10,193	\$10,072	\$22,563	\$35,136
Hendry	\$10,172	\$9,526	\$9,405	\$22,246	\$34,819
Hernando	\$10,581	\$9,952	\$9,835	\$21,861	\$34,095
Highlands	\$10,424	\$9,778	\$9,657	\$22,498	\$35,071
Hillsborough	\$10,307	\$9,671	\$9,552	\$22,166	\$34,549
Holmes	\$11,180	\$10,534	\$10,413	\$23,129	\$35,702
Indian River	\$10,551	\$9,922	\$9,805	\$22,244	\$34,478
Jackson	\$10,892	\$10,246	\$10,125	\$22,875	\$35,448
Jefferson	\$12,806	\$12,160	\$12,039	\$24,354	\$36,927
Lafayette	\$11,182	\$10,536	\$10,415	\$23,256	\$35,829
Lake	\$10,165	\$9,536	\$9,419	\$21,858	\$34,092
Lee	\$11,173	\$10,539	\$10,421	\$22,441	\$34,761
Leon	\$10,762	\$10,133	\$10,016	\$21,950	\$34,184
Levy	\$10,904	\$10,258	\$10,137	\$22,978	\$35,551
Liberty	\$11,256	\$10,610	\$10,489	\$23,330	\$35,903
Madison	\$10,983	\$10,337	\$10,216	\$22,814	\$35,387
Manatee	\$10,337	\$9,708	\$9,591	\$22,025	\$34,259
Marion	\$10,187	\$9,558	\$9,441	\$21,880	\$34,114
Martin	\$10,825	\$10,191	\$10,073	\$22,611	\$34,928
Monroe	\$14,039	\$13,386	\$13,265	\$26,256	\$38,956
Nassau	\$10,609	\$9,980	\$9,863	\$22,302	\$34,536
Okaloosa	\$10,548	\$9,919	\$9,802	\$22,043	\$34,277
Okeechobee	\$10,567	\$9,921	\$9,800	\$22,641	\$35,214
Orange	\$10,320	\$9,685	\$9,567	\$22,155	\$34,515
Osceola	\$10,220	\$9,591	\$9,474	\$21,913	\$34,147
Palm Beach	\$10,754	\$10,100	\$9,978	\$23,008	\$35,741
Pasco	\$10,289	\$9,660	\$9,543	\$21,906	\$34,140
Pinellas	\$10,496	\$9,865	\$9,747	\$22,237	\$34,514
Polk	\$10,243	\$9,614	\$9,497	\$21,913	\$34,147
Putnam	\$10,670	\$10,024	\$9,903	\$22,744	\$35,317
St. Johns	\$10,300	\$9,671	\$9,554	\$21,993	\$34,227
St. Lucie	\$11,010	\$10,381	\$10,264	\$22,027	\$34,261
Santa Rosa	\$10,298	\$9,669	\$9,552	\$21,887	\$34,121
Sarasota	\$11,233	\$10,594	\$10,475	\$22,902	\$35,330
Seminole	\$10,261	\$9,632	\$9,515	\$21,954	\$34,188
Sumter	\$10,869	\$10,240	\$10,123	\$22,510	\$34,744
Suwannee	\$10,455	\$9,809	\$9,688	\$22,529	\$35,102
Taylor	\$10,723	\$10,077	\$9,956	\$22,797	\$35,370
Union	\$10,941	\$10,295	\$10,174	\$23,015	\$35,588
Volusia	\$10,123	\$9,494	\$9,377	\$21,816	\$34,050
Wakulla	\$10,468	\$9,822	\$9,701	\$22,542	\$35,115
Walton	\$12,091	\$11,462	\$11,345	\$23,627	\$35,861
Washington	\$11,082	\$10,436	\$10,315	\$23,156	\$35,729



Step Up For Students

Formalize the Scholarship Process

- Separate Language for FES-UA Families given the unknown value of their award
- For example, you can establish that you assume the student is at the lowest award for their county and grade according to the chart. Families can choose to provide proof of a higher award to reduce what is owed out of pocket.





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Explain the Scholarship Process

- A parent submits an application for one scholarship for each student and is issued an Award ID.
- The parent provides the Award ID to the school, which then enters it into the EMA system.
- The parent must approve the enrollment in EMA.
- Until this process is finalized, the student will not be presented to the DOE for funding.





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Explain the Scholarship Process

Deadline for Completed EMA Enrollment	Quarterly Funds Come to Step Up from the Department of Education	Payment Processing and Parent Approval	Payments to Schools
<p>June 30, 2024 July 26, 2024 August 30, 2024</p>	<p>August 1, 2024 September 1, 2024 TBD</p>	<p>It takes up to two weeks to fund student accounts once funds are received from the DOE. Invoices will be generated in EMA as students are funded for schools and parents/guardians to approve in EMA.</p>	<p>Per Statute: Payment for tuition and fees for full-time enrollment will be initiated within 7 business days of school and parent/guardian approval.</p>
<p>September 15, 2024</p>	<p>November 1, 2024</p>		
<p>December 15, 2024</p>	<p>February 1, 2025</p>		
<p>February 15, 2025</p>	<p>April 1, 2025</p>		



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Set healthy **financial boundaries** with your affiliated church or parent organization.





Fundraising and Grants



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Finance Tech: Know when it is time to upgrade

- Student Information System (SIS)
- Accounting Software
- Payment Processing Service



Developing Policies & Procedures



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Changing the conversation:
The school's attitude affects
parent's attitude.



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Changing the conversation:
Everyone has a role to play
in student (and school)
success.





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Set Expectations

- Hold parents accountable for the scholarship.
- Handbook timelines – families will be liable for any quarters not covered due to missed deadlines, DOE cross-checks, and similar issues.
- Reimbursement is a valid option. Both direct payment and reimbursement are allowed under scholarship regulations, depending on the specific program.
- Establish deadlines for approving enrollment and quarterly invoices, with consequences for failing to comply.



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Make your standards clear:

**Attending your school is a privilege
that comes with rights and
responsibilities.**





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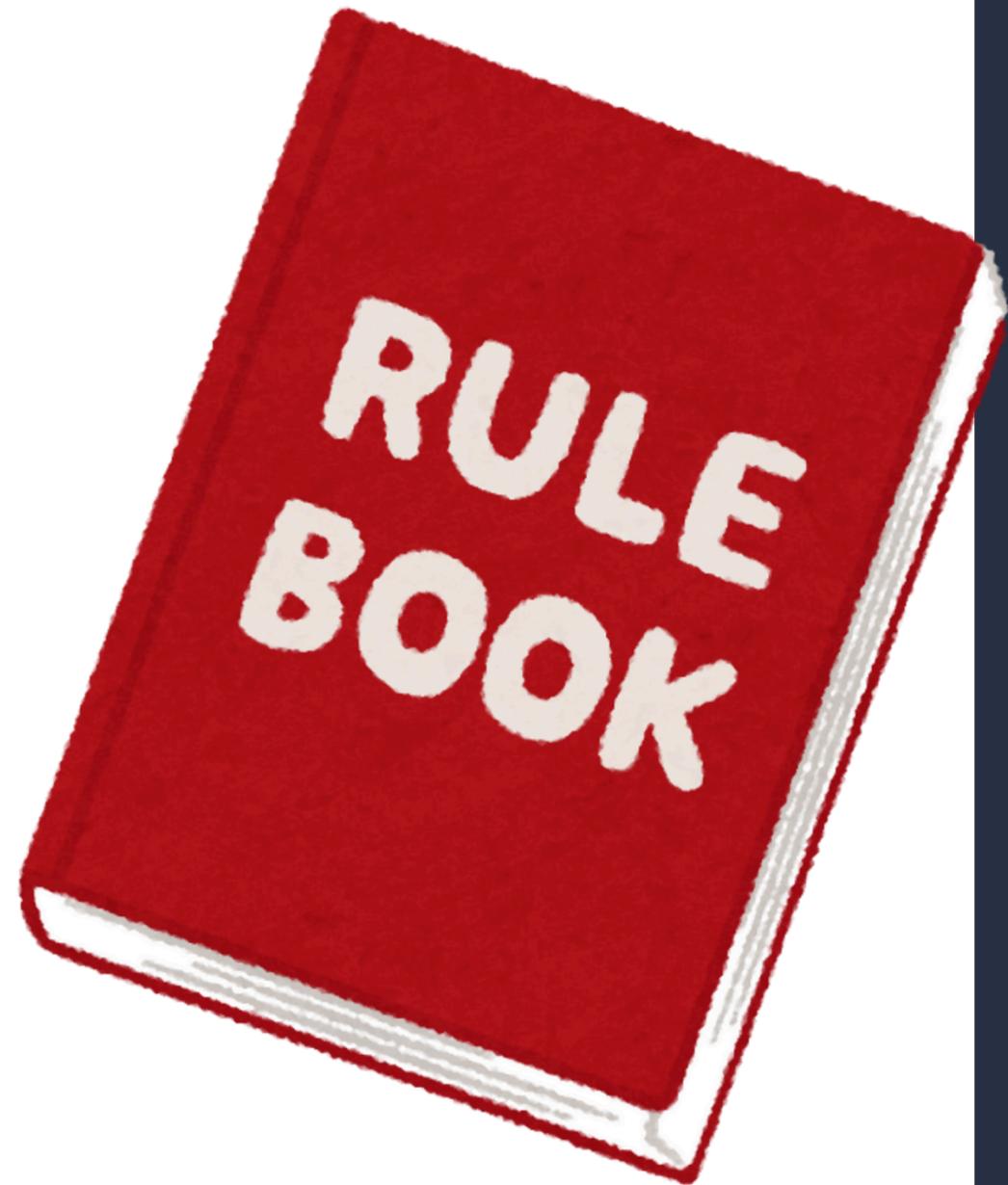


Family Contracts

**serve to clarify expectations
and outline the consequences
for failing to adhere to them.**



Step Up For Students



Common School Handbook Policies

- **Attendance**
- **Parents on campus**
- **Financial**
- **Academic**
- **Conflict resolution**



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Unenforced Policies

leave your organization at risk.



Only include policies you can and will enforce.



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Common School Handbook Policies

The good and the bad of wiggle room, grace, and flexibility.



A collection of various antique keys scattered on a dark surface. The keys are made of different metals, including brass and steel, and feature a variety of designs, such as round heads, rectangular heads, and some with intricate patterns. The keys are arranged in a somewhat chaotic but visually appealing manner, with some pointing towards the viewer and others lying horizontally or vertically. The lighting is dramatic, highlighting the textures and colors of the metal against the dark background.

Knowing Your Niche



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Know who you are and know your community.



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You can't be everything to everyone.

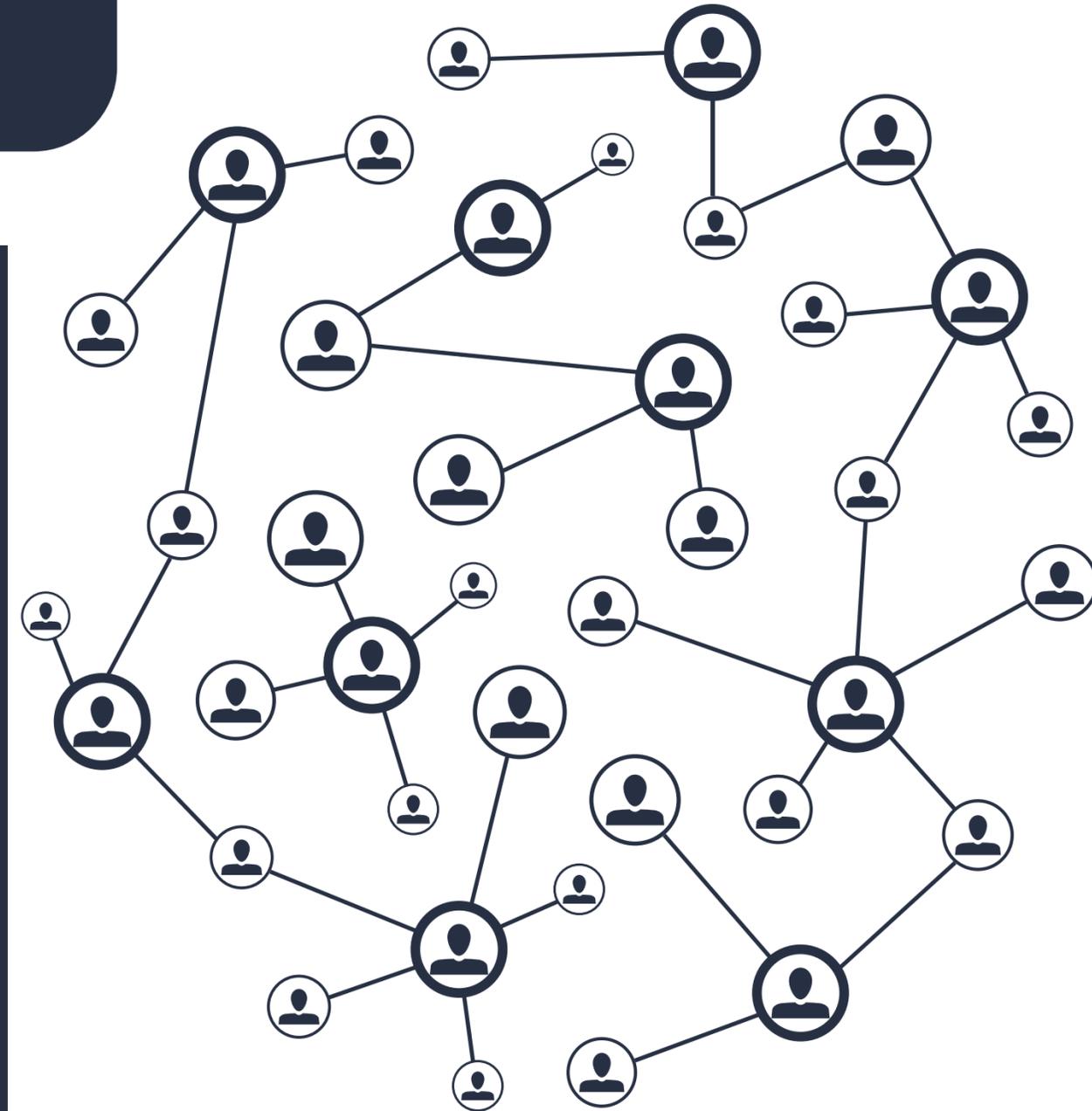




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Networking with fellow school leaders in your community is key.

**Know each other's programs;
there's a best fit for every
student.**





Staffing for the Mission



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Office and support staff are common expense areas where schools try to save money.



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Office Staff

**More students = Need for
specialized office support**





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**Scholarship managers are
organized, detail-oriented
record keepers...**

**Being a math wiz is not a
pre-requisite.**



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**Is your staff equipped to meet
the needs of your school today
(and tomorrow)?**



**Would an investment in
training and education give
them the tools they need?**



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I think the success of any school can be measured by the contribution the alumni make to our national life.

John F. Kennedy



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Contact Us

Monday-Friday 8:00am-5:00pm EST



Chat with us through [sufs.org](https://www.sufs.org)



Call us at 877-735-7837