



Elevate Online Update

SW/Metro Intermediate District #288

Superintendents = March 12th, 2024

Board = March 19th, 2024

Agenda



- 1. Three Models for K-12 Online Learning**

Overview of collaborative, district, and charter/private models.

- 1. Elevate: By the Numbers**

A snapshot of Elevate's current enrollment and staffing statistics as well as trend data.

- 1. K-12 Online Growth and the Financial Impact**

Promoting Elevate Online as a districtwide solution can help recover lost revenue.

1. Three Models for K-12 Online

Cooperative, District, Charter/Private



Cooperative

(ex. Elevate, NSO, Infinity, 5Rivers)

1. Regional and service-oriented
2. No open enrollment
3. Partner with specific group of districts
4. Offer a variety of learning options (some more limited than others)
5. Provide differing levels of customer service
6. Typically thrive due to collective need, regardless of quality

District

(ex. Shakopee's Sabre Online, Laker Online, Edina's Virtual Pathways, EP Online, Tonka Online, MNVA, iQ)

1. Designed primarily to serve district families as an extension of traditional options
2. In some cases, viewed as revenue stream for growing enrollment
3. Can be challenging to offer full menu of options
4. When managed properly, can be an effective revenue stream

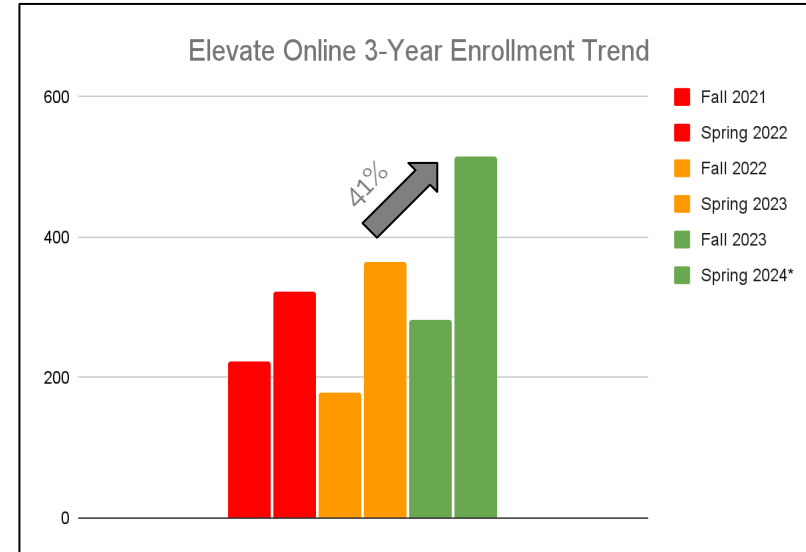
Charter

(ex. Connections, TRIO, BlueSky, Crosslake)

1. Often more innovative and/or aggressive in the marketplace due to the need for attracting enrollments
2. Often utilize unique programmatic components such as project-based learning, environmental education, or career development
3. Some of the stronger programs in MN fall under this category

2. Elevate: By the Numbers

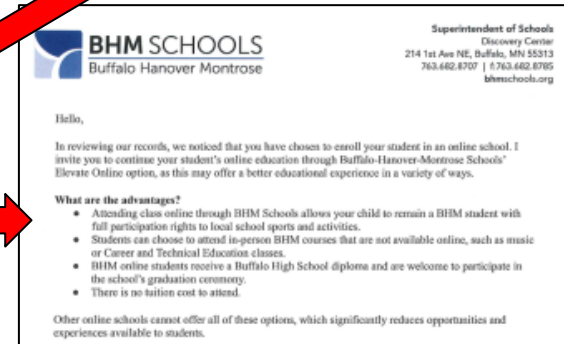
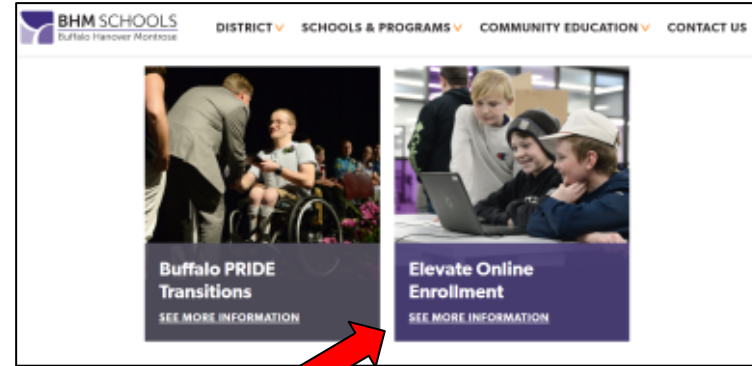
1. 469 = students enrolled as of this morning (approx. 418 ADMs)
2. 16 = average number of enrollments per week (160 since Jan 1)
3. 41% = growth from Spring 2023 to Spring 2024
4. 66% = enrollments are from member districts
5. 85% = enrollments in grades 9-12
6. 100% = referral rate; customer satisfaction is strong and getting stronger (4.5 out of 5 stars)
7. 25:1 = GenEd student-to-staff ratio; full range of programming available
8. 20:1 = SpEd student-to-staff ratio; strong support for students with special needs
9. 23.77 FTE (20 FT and 15 PT = 35 employees)
 - GenEd Admin/Support = 3.5 FTE (14.7%; 3 FT and 1 PT)
 - SpEd Admin/Support = 1.0 FTE (4.2%; 2 PT)
 - GenEd Teachers = 15.02 FTE (63.2%; 13 FT and 11 PT)
 - SpEd Teachers = 4.25 FTE (17.9%; 4 FT and 1 PT)



- Projected

3. Growth and Financial Impact

- **Growth:** National estimates show that online enrollments continue to increase, with approximately 3% of all current K-12 enrollments receiving full-time instruction in an online environment. Furthermore, over 60% of all graduating Seniors have at least one online course on their transcript.
- **Financial Impact:** When SWMetro families choose a charter or online provider other than Elevate or their home district for full-time enrollment, the resident district forfeits the state aid as well as the local levy dollars.
 - Ex: For a district of 5,000 students, that would translate to 150 online enrollments. If a district were to be receiving an average of \$10,000 for the total aid, recovering 150 enrollments at 25% each would total \$375,000 (150 x \$2,500) of recovered revenue...**every year.**
- **Member Discount:** SWMetro districts that partner with Elevate Online, retain their local levy dollars and approximately 15% of the state aid. For many districts, this is the equivalent of approximately 25% of the total student aid. Furthermore, SWMetro hopes to increase the member discount as the program matures.
- **Recovery Efforts:** When a district promotes Elevate Online enrollment and/or reaches out to families enrolled in other online programs and suggests that they switch to Elevate for full-time (or even part-time) online learning, the resident district can potentially recover significant lost revenue.





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