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Adjusted Allocation 0.00
Remaining -220,000.00
Please respond to the prompts or questions in the areas listed below in a narrative form.

A) APPLICANT INFORMATION - General Information

1. Project Title:
Quality Business Management for School Districts

2. Executive summary: Please limit your responses to no more than three sentences.
In Ohio Schools, where over 90% of all schools are using fiscal software over 40 years old, data is even harder to retrieve so the issue of data driven decision-making is even harder to achieve. This project aims to create an efficiency decision making program that will provide the ability to better interpret and use data. A project that will greatly increase the ability to save costs as they relate to operational, staff and instructional management, the Quality Business Management for School Districts Model has anticipated savings of over $820,000 across the three districts, or a 347% return on the grant investment.

This is an ultra-concise description of the overall project. It should not include anything other than a brief description of the project and the goals it hopes to achieve.

3. Total Students Impacted:
17000
This is the number of students that will be directly impacted by implementation of the project. This does not include students that may be impacted if the project is replicated or scaled up in the future.

4. Please indicate which of the following grade levels will be impacted:

- Pre-K Special Education
- Kindergarten
- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9
- 10
- 11
- 12

5. Lead applicant primary contact: - Provide the following information:
First Name, last Name of contact for lead applicant
Brad McCracken
Organizational name of lead applicant
Firelands Local School District
Address of lead applicant
112 N. Lake Street South Amherst, Ohio 44001
Phone Number of lead applicant
440.965.5821
Email Address of lead applicant
bmccracken@firelandsschools.org

6. Are you submitting your application as a consortium? - Select one checkbox below
- Yes
- No

If you are applying as consortium, please list all consortium members by name on the "Consortium Member" page by clicking on the link below. If an educational service center is applying as the lead applicant for a consortium, the first consortium member entered must be a client district of the educational service center.

Add Consortium Members

7. Are you partnering with anyone to plan, implement, or evaluate your project? - Select one checkbox below

### B) PROJECT DESCRIPTION - Overall description of project and alignment with goals

8. Describe the innovative project: - Provide the following information

The response should provide a clear and concise description of the project and its major components. Later questions will address specific outcomes and the measures of success.

The current state or problem to be solved; and

The following needs for school district personnel will be met by the Quality Business Management for School Districts model: - a system that is intuitive, user-friendly, and flexible to ensure high utilization - a reduction in training time (quicker ROI), which promotes high user adoption. The end result is that it frees up time to focus on what matters most: your business - a reduction in complexity which allows users focus on important tasks - access to information and documentation - easy document storage and retrieval - greater staff efficiency and return on effort - on-line access to key statistical data - advanced process automation within HR and Payroll - task management to streamline a variety of manual, labor intensive tasks like requisition entry, bid management, and employee self-service - software that is compatible with other software packages - a software system that meets all state and federal reporting requirements - better customer service levels and responsiveness - implement best practices through process review and re-design

The proposed innovation and how it relates to solving the problem or improving on the current state.

Whether you are a Superintendent, Treasurer, Business Manager, HR Director, IT Director, you face the same challenge-how best to manage the daily operations and data analysis needs of the growing complexity of school business operations, while confronting shrinking budgets and growing mandates for stricter accounting and reporting. This project addresses an integrated financial, human resources, and management solution which helps school systems achieve a higher degree of efficient, streamlined and data rich business operations than ever before. This Quality Business Management for School Districts (QBMSD) Model will focus on the needs of one small local school district, one medium sized city school district, and one large city school district being served by a large Ohio ITC for support. The project proposes a team solution designed to replace costly, inflexible operations with a solution that automates manual tasks, combines software functions, reduces operating costs, and reduces unneeded software. The solution is specifically designed to forecast costs, analyze data, eliminate waste, automate workflow, enable more efficient overall operations and decision making, promote a better collaboration amongst users, and bottom-line, reduce cost. The (QBMSD) Model will be cooperative venture involving three public school districts, Cincinnati Princeton City Schools, Firelands Local Schools, and Willoughby-Eastlake City Schools. In addition, Public Finance Resources which contracts with over 250 Ohio School Districts in Five-Year Forecasting and Data Analysis, MicroSoft's K12 Enterprise, a MicroSoft solution to fiscal and human resource efficiency, BobExcel, a company that specializes in Excel software training and data analysis, and TRECA, one of the largest ITC's in Ohio who will provide training, management, state-wide support. By implementing a "team" solution aimed at maximizing an experienced 5-Year forecasting company with a MicroSoft solution to yield better data for more accurate local decision-making. The project will leverage an investment in Microsoft's products and future by embracing an existing Enterprise Resource Planning (ERP) system known as Microsoft Dynamics NAV which has more than 90,000 customers and over 1.3 million users worldwide. Microsoft's Dynamics NAV is the preferred business management solution for companies across the world. The three districts in the project currently use State Fiscal Software which has limited data analysis capability. By moving to a more robust "business" solution used in businesses worldwide, the districts will be able to much improve their business decisions, become more efficient, and save valuable local tax dollars. Additionally, the use of Microsoft tools, such as Excel, ensures a tightly integrated user experience that is familiar to school district users since Microsoft Office is a standard user package in school districts and businesses. In opening remarks at Convergence 2014, a Technology Convention held in April, 2014, Kirill Tatarinov, Executive Vice-President of Microsoft Business Solutions proclaimed that 85% of businesses lacked the capability to harness the power of Big Data to achieve their business dreams. Microsoft's goal is to enable their customers to tap the full potential by adding features extensive to business intelligence capabilities. Dynamics NAV focuses on the need to increase capabilities that are quick to deploy, easy to implement, have powerful features, and low total cost of ownership. All very important elements in any school district challenged by diminishing resources.

9. Which of the stated Straight A Fund goals does the proposal aim to achieve? - (Check all that apply)

Applicants should select any and all goals the proposal aims to achieve. The description of how the goals will be met should provide the reader with a clear understanding of what the project will look like when implemented, with a clear connection between the components of the project and the stated goals of the fund. If partnerships/consortia are part of the project, this section should describe briefly how the various entities will work together in the project. More detailed descriptions of the roles and activities will be addressed in Question 16.

- Student achievement (Describe the specific changes in student achievement you anticipate as a result of this innovation (include grade levels, content areas as appropriate) in the box below.)

- Spending reductions in the five-year fiscal forecast or positive performance on other approved fiscal measures (Describe the specific reductions you anticipate in terms of dollars and spending categories over a five-year period in the box below or the positive performance you will achieve on other approved fiscal measures. Other approved fiscal measures include a reduction in spending over a five-year period in the operating budget approved by your organization's executive board or its equivalent.)

This Quality Business Management for School Districts Model will focus on the needs of one small local school district, one medium sized city school district, and one large city school district being served by a large Ohio ITC for support. The project proposes a team solution...
designed to replace costly, inflexible operations with a solution that automates manual tasks, combines software functions, reduces operating costs, and reduces unneeded software. The solution is specifically designed to forecast costs, analyze data, eliminate waste, automate workflow, enable more efficient overall operations and decision making, promote a better collaboration amongst users, and bottom-line, reduce cost. From TRECA's viewpoint, serving over 40 school districts in all parts of Ohio, this project promises to be a partnership that has tremendous value to all other TRECA consortia members, as well as other Ohio school districts looking for efficiency. The savings projected by three school districts within this project of approximately $820,000 over 5 years, if magnified over the 40 TRECA consortia districts, would have significant future value for other districts to consider. Firelands Local - Anticipated Savings $121,871 over 5 years Princeton City - Anticipated Savings $276,255 over 5 years Willoughby-Eastlake City - Anticipated Savings $425,000 over 5 years Totals for Quality Business Management for School Districts Model - Anticipated Savings $823,126 These savings will be realized in multiple spending categories including: Personnel Finge Benefits Purchased Services Supplies and Materials Equipment

Utilization of a greater share of resources in the classroom (Describe specific resources (Personnel, Time, Course offerings, etc.) that will be enhanced in the classroom as a result of this innovation in the box below.)

Implementing a shared services delivery model (Describe how your shared services delivery model will demonstrate increased efficiency and effectiveness, long-term sustainability, and scalability in the box below.)

10. Which of the following best describes the proposed project? - (Select one)

- New - never before implemented
- Existing: Never implemented in your community school or school district but proven successful in other educational environments
- Mixed Concept: Incorporates new and existing elements
- Established: Elevating or expanding an effective program that is already implemented in your district, school or consortia partnership

C) SUSTAINABILITY - Planning for ongoing funding of the project, cost breakdown

11. Financial Documentation: - All applicants must enter or upload the following supporting information. The information in these documents must correspond to your responses in questions 11-14.

* Enter a project budget in CCIP (by clicking the link below)

Enter Budget

* If applicable, upload the Consortium Budget Worksheet (by clicking the link below)

* Upload the Financial Impact Table (by clicking the link below)

* Upload the Supplemental Financial Reporting Metrics (by clicking the link below)

Upload Documents

For applicants without an ODE Report Card for 2012-2013, provide a brief narrative explanation of the impact of your grant project on per pupil expenditures or why this metric does not apply to your grant project instead of uploading the Supplemental Financial Reporting Metric.

The project budget is entered directly in CCIP. For consortia, this project budget must reflect the information provided by the applicant in the Consortium Budget Worksheet. Directions for the Financial Impact Table are located on the first tab. Applicants must submit one Financial Impact Table with each application. For consortium applications, each consortium member must add an additional tab on the Financial Impact Tables. Partners are not required to submit a Financial Impact Table.

Applicants with an "Ohio School Report Card" for the 2012-2013 school year must upload the Supplemental Financial Reporting Metrics to provide additional information about cost savings and sustainability. Directions for the Supplemental Financial Reporting Metrics are located on the first tab of the document. If your organization does not have an "Ohio School Report Card" for the 2012-2013 school year, please provide an explanation in the text box about how your grant project will impact expenditures per pupil or why expenditure per pupil data does not apply to your grant project.

Educational service center, county boards of developmental disabilities, and institutions of higher education seeking to achieve positive performance on other approved fiscal measures should submit the budget information approved by an executive board or its equivalent on the appropriate tabs of the Financial Impact Table. Educational service centers should use the "ESC" tab and county boards of developmental disabilities and institutions of higher education should use the "non-traditional" tab.

12. What is the total cost for implementing the innovative project?

Responses should provide rationale and evidence for each of the budget items and associated costs outlined in the project budget. In no case should the total projected expenses in the budget narrative exceed the total project costs in the budget grid.

220,000.00 State the total project cost.
D) IMPLEMENTATION

Explain in detail how this project will sustain itself for at least five years after June 30th of your grant year.

Sustainability costs include any ongoing spending related to the grant project after June 30th of your grant year. Examples of sustainability costs include annual professional development, equipment maintenance, and software license agreements. To every extent possible, rationale for the specific amounts given should be outlined. The costs outlined in the narrative section should be consistent and verified by the financial documentation submitted and explained in the Financial Impact Table. If the project does not have sustainability costs, applicants should explain why.

Yes - If yes, provide a narrative explanation of your sustainability costs as detailed in the Financial Impact Table in the box below.

No - If no, please explain why (i.e. maintenance plan included in purchase price of equipment) in the box below.

Since the proposed goal of the project is to train to implement efficiency models and change in business practices, nearly 75% of the budget is directly related to training. The other 25% is in equipment to improve efficiency at the district levels. Since the fiscal software is housed and supported at TRECA there is no ongoing software cost for the Microsoft K12 Enterprise software to each of the partnering school districts.

<table>
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<th>13. Will there be any costs incurred as a result of maintaining and sustaining the project after June 30th of your grant year?</th>
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<td>Yes</td>
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<tr>
<td>No</td>
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If yes, provide a narrative explanation of your sustainability costs as detailed in the Financial Impact Table in the box below.

If no, please explain why (i.e. maintenance plan included in purchase price of equipment) in the box below.

164,625.00 If yes, specify the amount of annual expected savings. If no, enter 0.

If yes, provide details on the expected savings (i.e. staff counts and salary/benefits, equipment to be purchased and cost, etc.). If no, please explain why.

The expected savings will be realized in the following ways:
- Elimination of current software with yearly renewal and maintenance costs
- Increase efficiency with the elimination of dual data entry, results in decrease in salary and benefits costs
- Reduction in professional development costs as provided as part of the TRECA consortium
- Better efficiency of data transmission and reduction of fiber connectivity costs

With an annual savings of over $164,000 across the three partnering districts, the anticipated savings for the 5 year projection is over $820,000.

14. Will there be any expected savings as a result of implementing the project?

Yes

No

Applicants with sustainability costs in question 13 or seeking to achieve significant advancement in spending reductions in the five-year forecast must address this response. Expected savings should match the information provided by the applicant in the Financial Impact Table. All spending reductions must be verifiable, permanent, and credible. Applicants may only respond "No" if the project will not incur any increased costs as a result of maintaining and sustaining the project after June 30th of your grant year. The Governing Board will use the cost savings as a tiebreaker between applications with similar scores during its final selection process. Cost savings will be calculated as the amount of expected cost savings less sustainability costs relative to the project budget.

164,625.00 If yes, specify the amount of annual expected savings. If no, enter 0.

If yes, provide details on the expected savings (i.e. staff counts and salary/benefits, equipment to be purchased and cost, etc.). If no, please explain why.

15. Provide a brief explanation of how the project is self-sustaining.

All Straight A Fund grant projects must be expenditure neutral. For applications with increased ongoing spending as documented in question 11-14, this spending must be offset by expected savings or reallocation of existing resources. These spending reductions must be verifiable, permanent, and credible. This information must match the information provided in your Financial Impact Table. Projected additional income may not be used to offset increased ongoing spending because additional income is not allowed by statute. Please consider inflationary costs like salaries and maintenance fees when considering whether increased ongoing spending has been offset for at least five years after June 30th of your grant year. For applications without increased ongoing spending as documented in questions 11-14, please demonstrate how you can sustain the project without incurring any increased ongoing costs.

For educational service centers and county boards of developmental disabilities that are members of a consortium, any increased ongoing spending at the educational service center or county board of developmental disabilities may also be offset with the verifiable, permanent, and credible spending reductions of other members of the consortium. This increased ongoing spending must be less than or equal to the sum of the spending reductions for the entire consortium.

Please provide a detailed explanation of how the project will sustain itself for at least five years after June 30th of your grant year.

The Quality Business Management for School Districts Model will sustain in each of the partnering school districts for at least five years and most likely indefinitely as each district is reducing their overall costs for fiscal and business management.

Princeton City
- Anticipated Savings $276,255 over 5 years, with receipt of $33,000 in grant funds or a 370% return
- Supporting services $25,000
- Equipment purchased: 15 scanners
- Staff costs: $15,000
- Anticipated Savings $121,871 over 5 years, with receipt of $33,000 in grant funds or a 370% return
- Supporting services $25,000
- Equipment purchased: 15 scanners
- Staff costs: $15,000
- Anticipated Savings $425,000 over 5 years, with receipt of $121,000 in grant funds or a 374% return
- Supporting services $25,000
- Equipment purchased: 15 scanners
- Staff costs: $15,000

Firelands Local
- Anticipated Savings $14,625 over 5 years, with receipt of $4,500 in grant funds or a 313% return
- Supporting Services $1,000
- Staff costs purchased: $1,000
- Anticipated Savings $20,000 over 5 years, with receipt of $6,000 in grant funds or a 333% return
- Supporting Services $1,000
- Staff costs purchased: $1,000
- Anticipated Savings $25,000 over 5 years, with receipt of $8,000 in grant funds or a 313% return
- Supporting Services $1,000
- Staff costs purchased: $1,000

Development Professional Development and Training: $60,000 (Consultant)

Purchased Services:
- Support and Consulting for report development $30,000
- Service cost to improve efficiency at the district levels $20,000
- Equipment purchased: 15 scanners $15,000
- Equipment purchased: 15 scanners $15,000
- Equipment purchased: 15 scanners $15,000

Equipment:
- Equipment will be used for professional development and generation of reports and long distance training/training module development $1,000
- Equipment purchased: 15 scanners $20,000
- Equipment purchased: 15 scanners $20,000
- Equipment purchased: 15 scanners $20,000

Support and Consulting for report development $30,000

Development Professional Development and Training: $60,000 (Consultant)

* Provide a brief narrative explanation of the overall budget.

** Equipment: $60,000 25 laptops - $1,000 ea. - $25,000 15 scanners - $1,000 ea. - $15,000 Video Recorder device: - $20,000 (Hardware for long distance training/training module development) Equipment will be used for professional development and generation of reports and fiscal documents. Scanners will be used for document entry Purchased Services: $160,000 Support and Consulting for report development and generation: $70,000 (Consultant) Software/Excel Professional Development and Training: $30,000 (Consultant) Forecasting Development Professional Development and Training: $60,000 (Consultant)
16. Please provide a brief description of the team or individuals responsible for the implementation of this project, including other consortium members and/or partners.

This response should include a list of qualifications for the applicant and others associated with the grant. If the application is for a consortium or a partnership, the lead should provide information on its ability to manage the grant in an effective and efficient manner. Include the partner/consortium members’ qualifications, skills and experience with innovative project implementation and projects of similar scope.

Add Implementation Team

For Questions 17-19 please describe each phase of your project, including its timeline, scope of work, and anticipated barriers to success.

A complete response to these questions will demonstrate specific awareness of the context in which the project will be implemented, the major barriers that need to be overcome and the time it will take to implement the project with fidelity. A strong plan for implementing, communicating and coordinating the project should be outlined, including coordination and communication in and amongst members of the consortium or partnership (if applicable). It is recognized that specific action steps may not be included, but the outline of the major implementation steps should demonstrate a thoughtful plan for achieving the goals of the project. The time line should reflect significant and important milestones in an appropriate and reasonable time frame.

17. Planning - Activities prior to the grant implementation

* Date Range March, 2012 - April, 2014

* List of scope of work (activities and/or events including project evaluation discussions, communication and coordination among entities).

The planning for the scope of work being identified has already begun amongst the partners. The partners have discussed timelines, implementation dates, the implementation order of the operational features and staging, personnel needed to be involved, the responsibility matrix for each partner, as well as the future needs as implementation unfolds. The implementation will feature a tremendous amount of training in fiscal and human resources software, expanded training in 5-year forecast, including additional forecasting and data analysis tools, additional Excel training to access the full power of the Microsoft software, efficiency training studies, and a study to eliminate disparate software systems that exist at the district level which could be eliminated through efficiency.

* Anticipated barriers to successful completion of the planning phase

The largest barrier to success will be the ability to communicate and implement "change" at the district levels. "The way we do things" and turf issues will no doubt be barriers that need to be anticipated, recognized and dealt with prior to and as the project gets implemented. However, the partnership is a very experienced group and has years of experience in dealing with training and change which will minimize barriers.

18. Implementation - Process to achieve project goals

* Date Range May, 2014 - June 2015

* List of scope of work (activities and/or events, including deliverables, project milestones, interim measurements, communication, and coordination).

The Professional Services Included in this project will include: -Project Management -Needs Analysis & Process Reengineering -Consulting -Custom Development -Data Conversion -Training -Support -IT Services At the onset of the project, the partners will meet with the district teams to understand business processes, infrastructure and goals, so that the team can provide the districts with a successful plan. The team will consist of all partners plus experienced, software consultants, developers and technicians who work collectively to recommend the best solution to meet the district’s needs. The scope of work would include implementation and training of fiscal and human resources software, expanded training in 5-year forecasts, including additional forecasting and data analysis tools, additional Excel training to access the full power of the Microsoft software, efficiency studies, and a study to eliminate disparate systems to: o provide efficiency of processes o reduce maintenance of effort and duplication of entry o allow for more timely data availability o improve data quality o improve inter and intra district communication

* Anticipated barriers to successful completion of the implementation phase.

The largest barrier to success will be the ability to communicate and implement "change" at the district levels. However, the partnership that has developed will minimize that barrier.

19. Summative Evaluation - Plans to analyze the results of the project

* Date Range July, 2014 - June 2015

* List of scope of work (activities and/or events, including quantitative and qualitative benchmarks and other project milestones).

Successful implementation of the Quality Business Management Model will be measured by actual cost savings, with a base of fiscal year 2014. In addition, satisfaction surveys from participants, increased use of reports for 5-year forecasting, and increased use of Microsoft tools, including Excel will be analyzed as process measurements to determine successful implementation and modifications as needed.

* Anticipated barriers to successful completion of the summative evaluation phase.

Barriers to successful evaluations should be minimal in this project since evaluation tools are being developed ahead of implementation.

20. Describe the expected changes to the instructional and/or organizational practices in your institution.

The response should illustrate the critical instructional and/or organizational changes that will result from implementation of the grant and the impact of these changes. These changes can include permanent changes to current district processes, new processes that will be incorporated or the removal of redundant or duplicative processes. The response may also outline the expected change in behaviors of individuals (changes to classroom practice, collaboration across district boundaries, changes to a typical work day for specific staff members, etc.). The expected changes should be realistic and significant in moving the institution forward.
The responses in this section are focused on the ability to design a method for evaluating the project's capacity for long-term sustainable results. The responses focus on the method of defining the problem(s) the project hopes to solve and the measures that will determine if the problem(s) have been solved.

21. Describe the rationale, research or past success that supports the innovative project and its impact on student achievement, spending reduction in the five-year fiscal forecast or utilization of a greater share of resources in the classroom.

The response should provide a concise explanation of items which provide rationale that will support the probability of successfully achieving the goals of the project. Answers may differ based on the various levels of development that are possible. If the proposal is for a new, never before implemented project, the response should provide logical, coherent explanations of the anticipated results based on past experience or rationale. For projects that have been implemented on a smaller scale or successfully in other organizations, the response should provide the quantifiable results of the other projects. If available, relevant research in support of this particular proposal should also be included.

Please enter your response below:

The Quality Business Management for School Districts Model incorporates the use of K12 Enterprise Business and Fiscal Management software. K12 Enterprise's "system for success" includes a proven methodology for systems design, implementation, training, and support. Refined over the past 25 years, the implementation methodology enables for better alignment with school districts and encourages a productive relationship with positive outcomes. K12 Enterprise strengths are well documented by 25 years in business, industry awards, and client testimonials. Staff includes professionals with extensive expertise in school district accounting as well as ERP installation and programming. K12 Enterprise's senior consultants are capable of performing all phases of implementation from systems analysis and design, to programming, customization, and testing. Senior staff combines the typically separate roles of "system analyst" and "implementation developer" in order to avoid communication gaps. K12 Enterprise has found that this approach avoids miscommunications, in turn saving you money while allowing us to deliver a system that meets your needs.

22. Describe the overall plan to evaluate the impact of the concept, strategy or approaches used in the project.

This plan should include the methodology for measuring all of the project outcomes. Applicants should make sure to outline quantitative approaches to assess progress and measure the overall impact of the project proposal. The response should provide a clear outline of the methods, process, timelines and data requirements for the final analysis of the project's progress, success or failure. The applicant should provide information on how the lessons learned from the project can and will be shared with other education providers in Ohio.

* Include the name and contact information of the person who will be responsible for conducting the evaluation and whether this will be an internal or external evaluation.

Larry Zimmerman Chief Business Officer, TRECA 100 Executive Drive Marion, Ohio 43302 Email: Izimmerman@treca.org Phone: 740.389.4798 The evaluation will be an internal evaluation with consortium member districts. The impact of the Quality Business Management for School Districts will be determined by the overall reduction in costs of fiscal and business management for each of the three partnering school districts. This will be determined by comparing the five year forecast budget amounts to actual expenditures. FY14 budgets will be used as the baseline, and in June 2015, actual expenditures will be analyzed to determine the project outcomes.

* Include the method by which progress toward short- and long-term objectives will be measured. (This section should include the types of data to be collected, the formative outputs and outcomes and the systems in place to track the project's progress).

The long-term objective of the Quality Business Management for School Districts Model is the overall reduction in costs of fiscal and business management for each of the three partnering school districts. This will be determined by comparing the five year forecast budget amounts to actual expenditures. The short-term objectives will be: training of fiscal and human resources software, expanded training in 5-year forecasts, including additional forecasting and data analysis tools, Excel training to access the full power of the Microsoft software, efficiency studies, and a study to eliminate systems no longer necessary. These objectives will be measured by collecting data on: -satisfaction surveys from participants -increased use of reports for 5-year forecasting -increased use of Microsoft tools, including Excel.

* Include the method, process and/or procedure by which the project will modify or change the project plan if measured progress is insufficient to meet project objectives.

The Quality Business Management for School Districts Model planning and implementation team will collect and analyze the data for the short term progress measures. The data will be collected on: -satisfaction surveys from participants -increased use of reports for 5-year forecasting -increased use of Microsoft tools, including Excel The team will determine the progress being made on the short term objectives and modify the implementation plan appropriately.

23. Describe the substantial value and lasting impact which the project hopes to achieve.

The response should provide specific quantifiable measures of the grant outcomes and how the project will lead to successful attainment of the project goals. Applicants should describe how the program or project will continue after the grant period has expired.
24. Describe the specific benchmarks, by goal as answered in question 9, which the project aims to achieve in five years. Include any other anticipated outcomes of the project that you hope to achieve that may not be easily benchmarked.

The applicant should provide details on the quantifiable measures of short- and long-term objectives that will be tracked and the source of benchmark comparative data points. Responses should include specified measurement periods and preliminary success points that will be used to validate successful implementation of the project. If a similar project has been successfully implemented in other districts or schools, identification of these comparable benchmarks should be included.

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<tr>
<th>* Spending Reduction in the five-year fiscal forecast</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Quality Business Management for School Districts Model will use the following benchmarks for reducing their overall costs for fiscal and business management. Firelands Local - Anticipated Savings $121,871 over 5 years Princeton City - Anticipated Savings $276,255 over 5 years Willoughby-Eastlake City - Anticipated Savings $425,000 over 5 years Totals for Quality Business Management for School Districts Model - Anticipated Savings $823,126 over five years</td>
</tr>
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<table>
<thead>
<tr>
<th>* Utilization of a greater share of resources in the classroom</th>
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<table>
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<tr>
<th>* Implementation of a shared services delivery model</th>
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<tr>
<th>* Other Anticipated Outcomes</th>
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</table>

25. Is this project able to be replicated in other districts in Ohio?

- [ ] Yes
- [ ] No

If the applicant selects "Yes" to the first part of the question, the response should provide an explanation of the time and effort it would take to implement the project in another district, as well as any plans to share lessons learned with other districts. To every extent possible, applicants should outline how this project can become part of a model so that other districts across the state can take advantage of the learnings from the proposed innovative project. If there is a plan to increase the scale and scope of the project within the district or consortium, it should be included here.

* Explain your response

The Quality Business Management for School Districts Model could be replicated in other districts in Ohio. The training equipment purchased through the grant could be used repetitively which will be a cost savings to other districts. The only time and effort and thus costs to additional districts wishing to implement the Model would be in staff time for training. The anticipated return of over 350% on the initial grant investment should be even greater for districts in the future.

By virtue of applying for the Straight A Fund, all applicants agree to participate in the overall evaluation of the Straight A Fund for the duration of the evaluation time frame. The Governing Board of the Straight A Fund reserves the right to conduct an evaluation of the project and request additional information in the form of data, surveys, interviews, focus groups and other related data on behalf of the General Assembly, Governor and other interested parties for an overall evaluation of the Straight A Fund.

PROGRAM ASSURANCES: I agree, on behalf of this applicant, and any or all identified consortium members or partners, that all supporting documents contain information approved by a relevant executive board or its equivalent and to abide by all assurances outlined in the Straight A Assurances (available in the document library section of the CCIP).

Dr. Robert Hill Superintendent Firelands Local Schools
<table>
<thead>
<tr>
<th>First Name</th>
<th>Last Name</th>
<th>Telephone Number</th>
<th>Email Address</th>
<th>Organization Name</th>
<th>IRN</th>
<th>Address</th>
<th>Delete Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bill</td>
<td>Parkinson</td>
<td>440.975.3763</td>
<td><a href="mailto:bill.parkinson@weschools.org">bill.parkinson@weschools.org</a></td>
<td>Willoughby-Eastlake City</td>
<td>045104</td>
<td>37047 Ridge Rd, Willoughby, OH, 44094-4130</td>
<td></td>
</tr>
<tr>
<td>Gary</td>
<td>Pack</td>
<td>513.864.1000</td>
<td><a href="mailto:gpack@princetonschools.net">gpack@princetonschools.net</a></td>
<td>Princeton City</td>
<td>044677</td>
<td>3900 Cottingham Dr, Cincinnati, OH, 45241-1616</td>
<td></td>
</tr>
<tr>
<td>Brad</td>
<td>McCracken</td>
<td>440.965.5821</td>
<td><a href="mailto:bmccracken@firelandsschools.org">bmccracken@firelandsschools.org</a></td>
<td>Firelands Local</td>
<td>048157</td>
<td>112 N Lake St, South Amherst, OH, 44001-2824</td>
<td></td>
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<tr>
<td>First Name</td>
<td>Last Name</td>
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</tr>
<tr>
<td>Larry</td>
<td>Zimmerman</td>
<td>740.389.4798</td>
<td><a href="mailto:lzimmerman@treca.org">lzimmerman@treca.org</a></td>
<td>Tri-Rivers Educational Computer Association</td>
<td></td>
<td>100 Executive Drive, Marion, Ohio, 43302</td>
<td></td>
</tr>
<tr>
<td>Ernie</td>
<td>Strawser</td>
<td>614.732.5948</td>
<td><a href="mailto:info@pfrcfo.com">info@pfrcfo.com</a></td>
<td>Public Finance Resources</td>
<td></td>
<td>PO Box 1822, Columbus, Ohio, 43216</td>
<td></td>
</tr>
<tr>
<td>Debra</td>
<td>Hoelze</td>
<td>614.732.5948</td>
<td><a href="mailto:info@pfrcfo.com">info@pfrcfo.com</a></td>
<td>Public Finance Resources</td>
<td></td>
<td>PO Box 1822, Columbus, Ohio, 43216</td>
<td></td>
</tr>
<tr>
<td>Bob</td>
<td>Howard</td>
<td>740.389.4798</td>
<td><a href="mailto:bobexcel@me.com">bobexcel@me.com</a></td>
<td>TRECA</td>
<td></td>
<td>100 Executive Drive, Marion, Ohio, 43302</td>
<td></td>
</tr>
<tr>
<td>Jeremy</td>
<td>Fass</td>
<td>804.598.0100</td>
<td><a href="mailto:jfass@k12enterprise.com">jfass@k12enterprise.com</a></td>
<td>k12 Enterprise</td>
<td></td>
<td>2442 New Dorset Circle, Powhatan, VA, 23139</td>
<td></td>
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<tr>
<td>First Name</td>
<td>Last Name</td>
<td>Title</td>
<td>Responsibilities</td>
<td>Qualifications</td>
<td>Prior Relevant Experience</td>
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</tr>
<tr>
<td>Amy</td>
<td>Twarek</td>
<td>CFO/Treasurer</td>
<td>Program implementation at Cincinnati Princeton School District</td>
<td>District leader at Princeton City Schools involved in efficiency studies</td>
<td>Extensive experience with implementation of fiscal and HR packages at the school district level</td>
<td></td>
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</tr>
<tr>
<td>Sheri</td>
<td>Ballman</td>
<td>EMIS Coordinator</td>
<td>Program implementation at Cincinnati Princeton Schools</td>
<td>District leader at Princeton City Schools involved in efficiency studies</td>
<td>Extensive experience with implementation of fiscal and HR packages at the school district level</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ernie</td>
<td>Strawser</td>
<td>CEO, Public Finance Resources</td>
<td>Development of reporting mechanisms for school districts involved in program</td>
<td>CEO of one of the largest companies specializing in assisting over 250 school district in the development of their mandated 5-year forecasts as well as other data analysis services</td>
<td>Provide assistance to over 250 school district in the development of their mandated 5-year forecasts as well as other data analysis services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bob</td>
<td>Howard</td>
<td>CEO, BobExcel LLC</td>
<td>Provide training for school districts for integration of Excel</td>
<td>Long-time Microsoft Excel trainer who conducts training throughout the state of Ohio</td>
<td>Provide training to school districts throughout Ohio</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Larry</td>
<td>Zimmerman</td>
<td>Chief Business Officer, TRECA</td>
<td>Grant and program management for overall program implementation</td>
<td>Former Superintendent of Marysville Schools, Marysville, Ohio. Now is the Chief Business Officer for TRECA overseeing business operations as well as consortia member support</td>
<td>Superintendent with extensive experience at implementing fiscal and HR programming at the district level</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Debra</td>
<td>Hoelzle</td>
<td>COO, Public Finance Resources</td>
<td>Development of reporting mechanisms for school districts involved in program</td>
<td>COO of one of the largest companies specializing in assisting over 250 school district in the development of their mandated 5-year forecasts as well as other data analysis services</td>
<td>Provide assistance to over 250 school district in the development of their mandated 5-year forecasts as well as other data analysis services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jeremy</td>
<td>Fass</td>
<td>CEO, K12 Enterprise</td>
<td>Providing resources to school districts for full implementation of the program</td>
<td>CEO of K12 Enterprise, a company specializing in a fiscal and HR solution for the K-12 market using MicroSoft tools and software</td>
<td>Provide fiscal and HR solutions for school districts. Honored by MicroSoft as a &quot;MicroSoft Partner of the Year&quot; company</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brad</td>
<td>McCracken</td>
<td>CFO/Treasurer</td>
<td>Full implementation with integrity at Firelands Local School District</td>
<td>Brad has an MBA and is a school district Treasurer/CFO</td>
<td>Extensive experience with implementation of fiscal and HR packages at the school district level</td>
<td></td>
<td></td>
</tr>
</tbody>
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