



State of the Academy

St. Gregory the Great Academy
January 25, 2018

Our Mission

Saint Gregory the Great Academy, a ministry of St. Gregory the Great Parish, is committed to empowering students to become faithful disciples of Jesus Christ and lifelong learners as they journey toward academic excellence and moral formation in an authentically Roman Catholic environment.

Carrying Out the Mission

- ❖ Procuring the **resources for learning** to provide rich learning experiences. This includes technology, STEM materials, etc.
- ❖ Preparing our students for a **future that we cannot yet predict!**
- ❖ Recognizing the human nature of every member of our school community, and being attentive to their **spiritual, physical, and mental well-being.**
- ❖ People are not numbers or members of a crowd; they are members of the **Mystical Body of Christ.**

“Faith Into Action”

- ❖ Putting our **Faith into action**. Franciscan tradition calls us to connect the spiritual to the practical
- ❖ “*...become faithful disciples of Jesus Christ...*”
- ❖ Prayer, encountering Jesus through the sacraments, learning the Catholic faith
- ❖ Service to those on the peripheries
- ❖ We have the **freedom** to practice our Faith. We attend to the spiritual, physical, and mental well being of our people not simply because it is a nice thing to do, we do so because we are **living out Gospel values**.

“Resources for Learning”

- ❖ Procuring the **resources for learning** to provide rich learning experiences. STEM, Orton-Gillingham resources, technology.
- ❖ *“...lifelong learners as they journey toward academic excellence...”*
- ❖ Continue to support devices as TOOLS for learning, (not “add-ons” or “frills”)
- ❖ Problem solving – learning skills to find ways to tackle **problems which may not even yet exist**
- ❖ Research – working to develop research skills

Points of Pride

- ❖ Strong and vibrant Catholic identity
- ❖ 2014 Blue Ribbon School of Excellence
- ❖ Our students consistently engage in learning experiences using a variety of methods of instruction
- ❖ Standardized assessment (Terra Nova in 2017) scores remain in the top 15% of the nation in all grade levels
- ❖ Enrollment remains steady, currently at 470 students. Grades 6 & 8 are the largest, with 56 students. Grade 5 is the smallest, with 35 students.

Points of Pride

- ❖ Preschool classes are virtually at capacity, with a waiting list for Preschool 4
- ❖ One-to-one Chromebook program is deployed in Grades 5-8
- ❖ Facility upgrades continue each summer
- ❖ “Video Arts” – Video morning announcements
- ❖ Orton-Gillingham training is in process for two faculty members. This will continue to improve our ability to meet the needs of students with Dyslexia and other reading challenges.

Points of Pride

- ❖ Performing Arts program continues to develop, with performances at Carnegie Hall, St. Patrick's Cathedral, the Winter Concert, and our Spring Musical
- ❖ We have taken concrete steps to address the mental well-being of members of our school community.
 - ❖ Parent education
 - ❖ Coping skills
 - ❖ Student education – Camp Fire programs
 - ❖ Resources available

Challenges

- ❖ We carry some old debt to the Diocese of Trenton; though the budget has been balanced for the past 4 years and this old debt has been **reduced substantially** from this time last year.
 - ❖ January 2017 - \$220,346.78
 - ❖ January 2018 - \$ 97,130.00
- ❖ Maintaining enrollment in the face of rising tuition costs; costs are not flat.
- ❖ Identifying income sources which help to alleviate the tuition burden on our current families

Challenges

- ❖ Fewer families choose Catholic education in the nation, and the Diocese of Trenton is not immune from root causes
- ❖ Between 673,500 and 774,000 individuals identify as Catholics in the diocese, with 267,416 registered households. Between 17%-18% of Catholics in the diocese attend Mass regularly. (*FIOF)
- ❖ There are parents who want their children to come to our school, but simply cannot afford the cost

Why Are We Here?

- ❖ Why do our families bypass the option of a free public education to send their children to St. Gregory the Great Academy?
- ❖ Why do our teachers reject the option of a higher paying job in a public district to teach at St. Gregory the Great Academy?
- ❖ Why do we collectively commit approximately \$3,542.775.00 to operate St. Gregory the Great Academy?

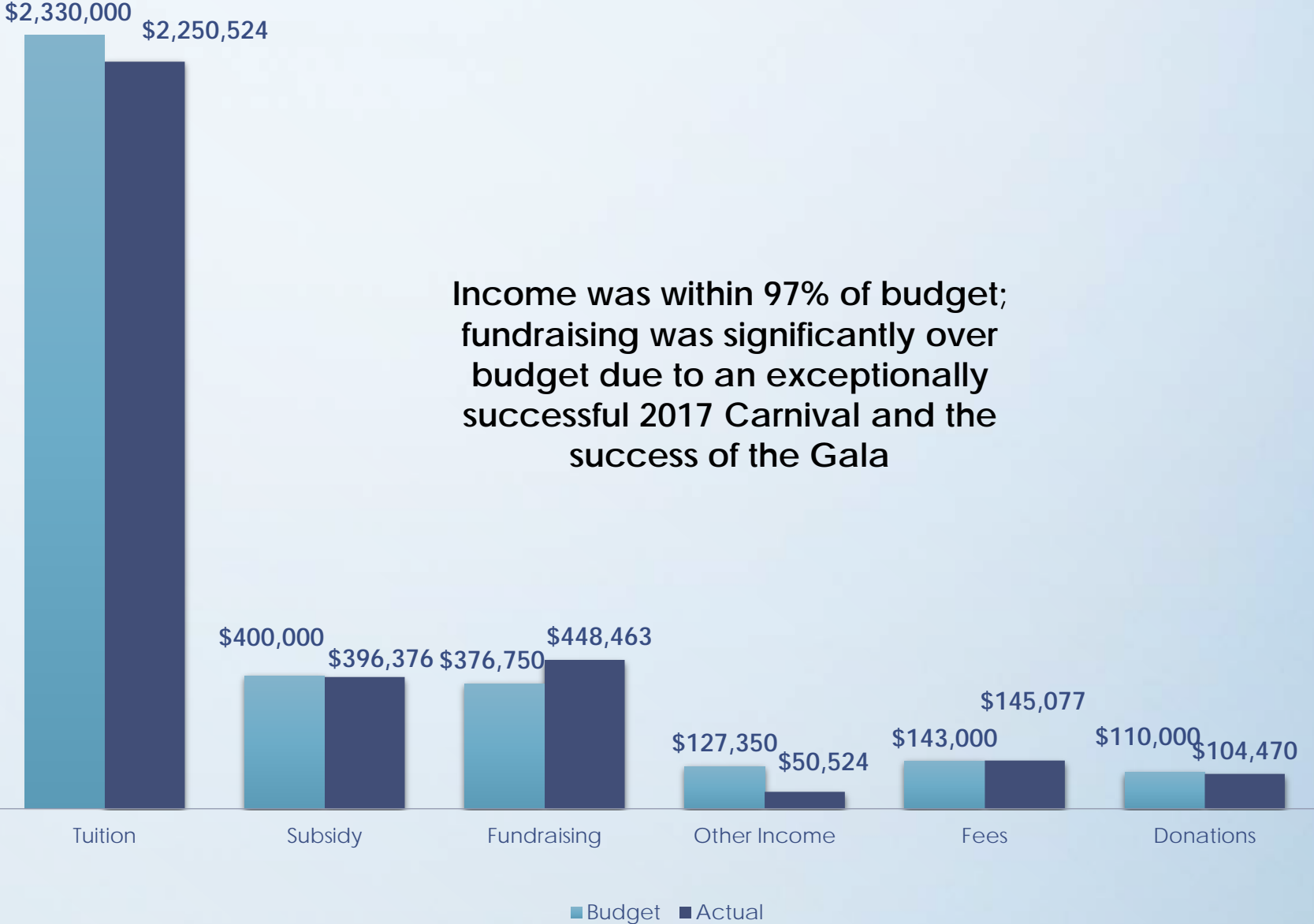
**We make sacrifices in
this life in order to help
our children to one day
enter the Kingdom of
God.**

Why Are We Here?

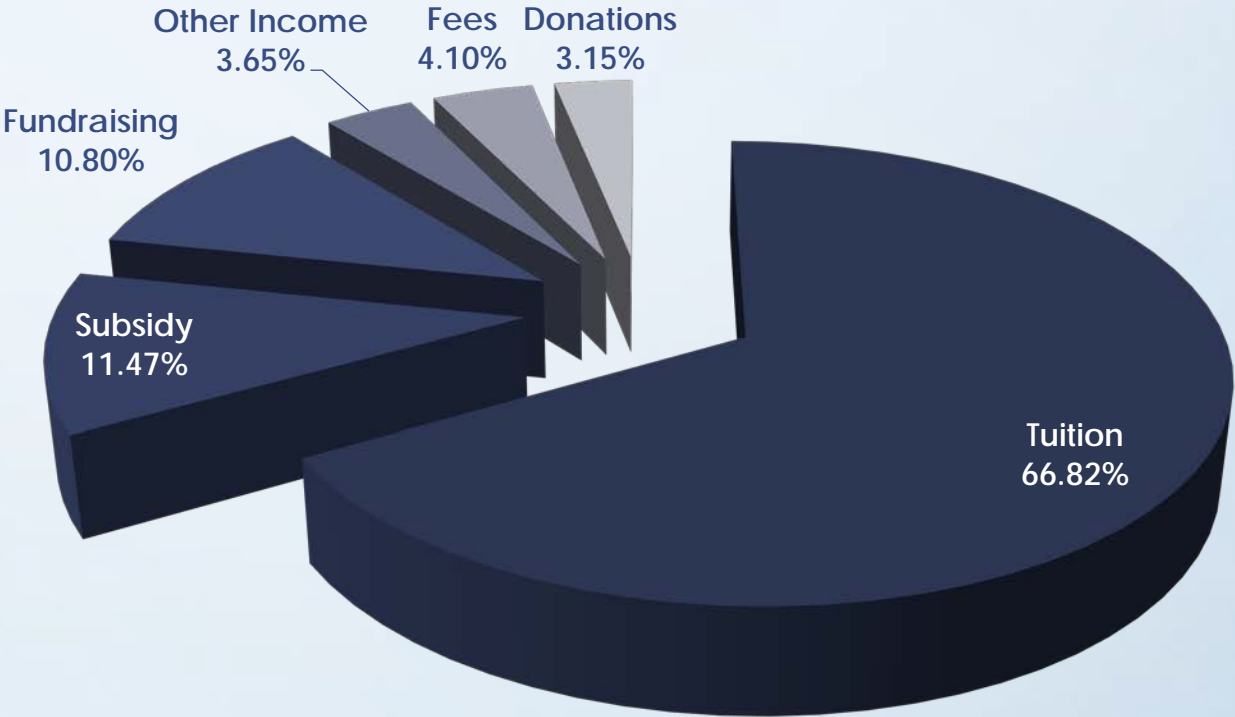
- ❖ Parents sacrifice to provide a Catholic education; we can never lose sight of this fact
- ❖ The fruits of this sacrifice are to be part of a community whose overarching goal is to help souls get to heaven. This is the most important difference between Catholic education and other options for education

INCOME

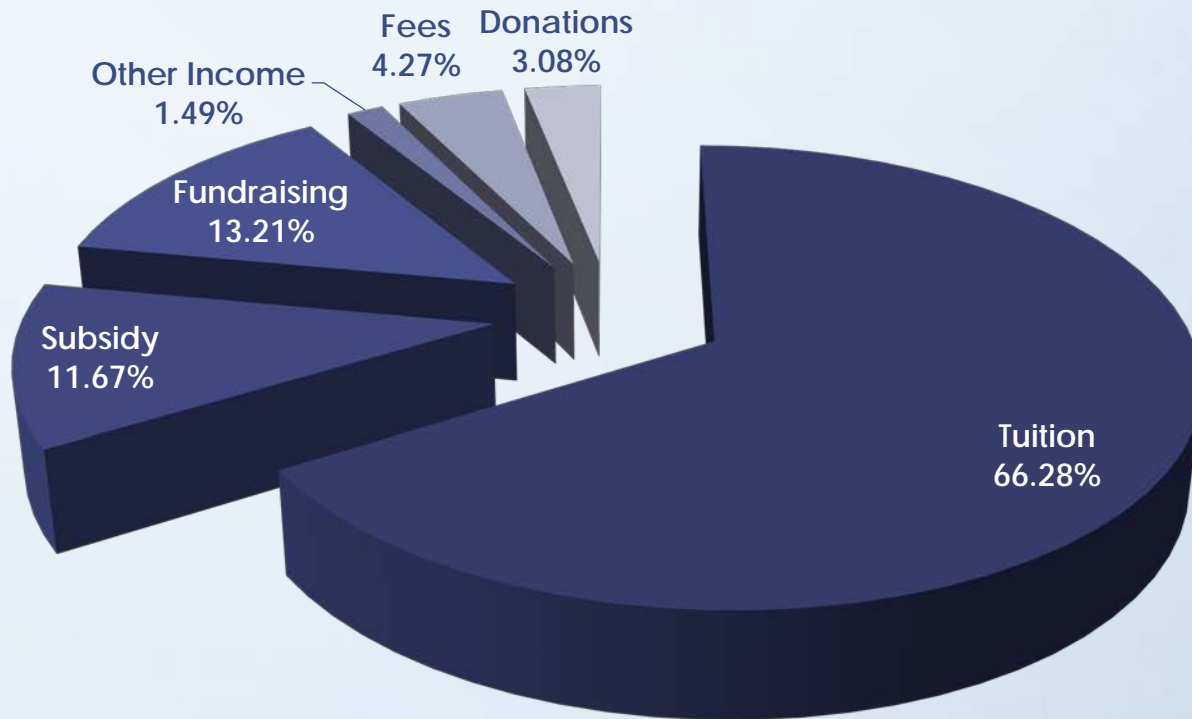
INCOME FYE 6/30/2017



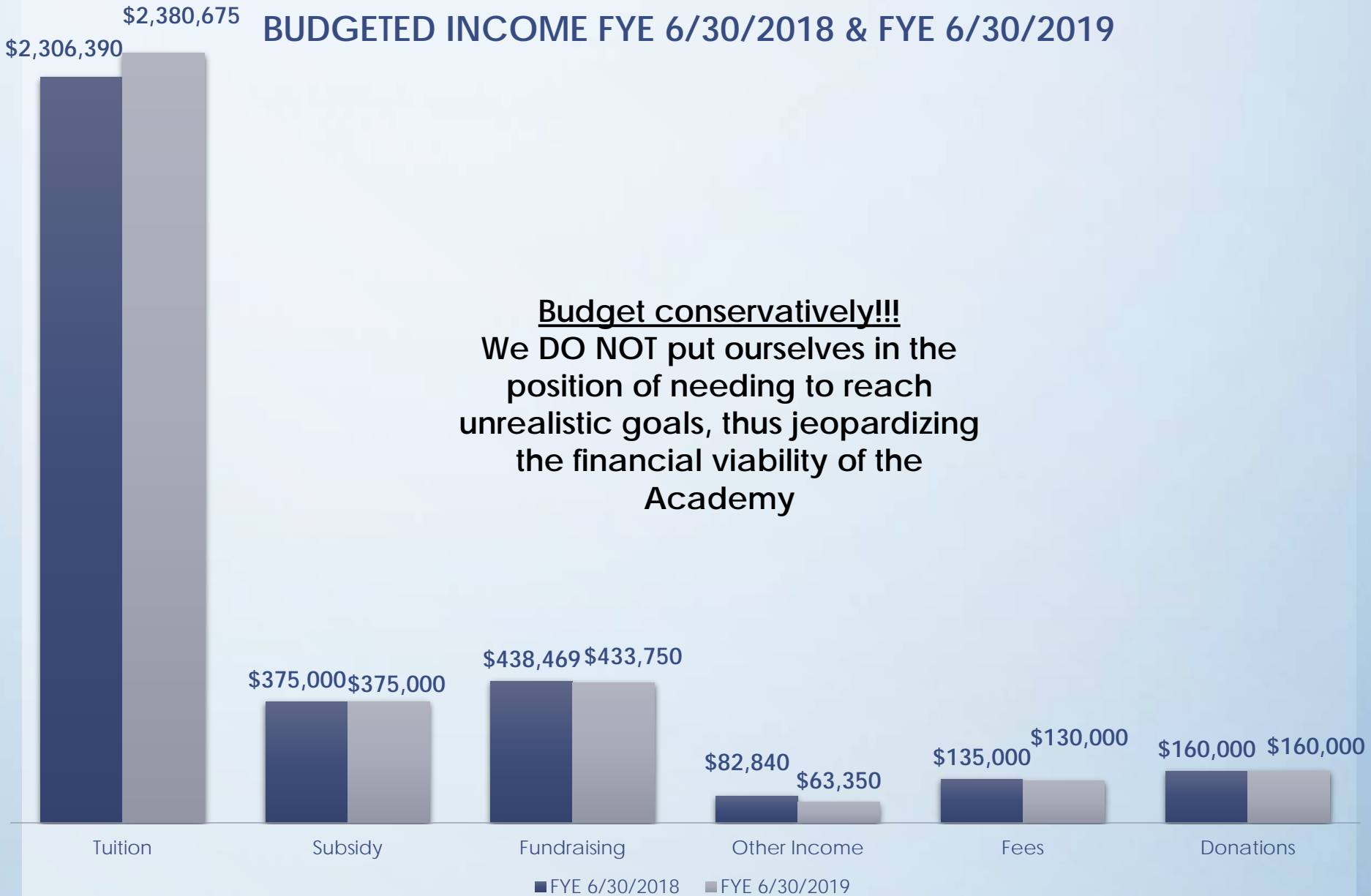
BUDGETED INCOME FYE 6/30/2017



ACTUAL INCOME FYE 6/30/2017



BUDGETED INCOME FYE 6/30/2018 & FYE 6/30/2019

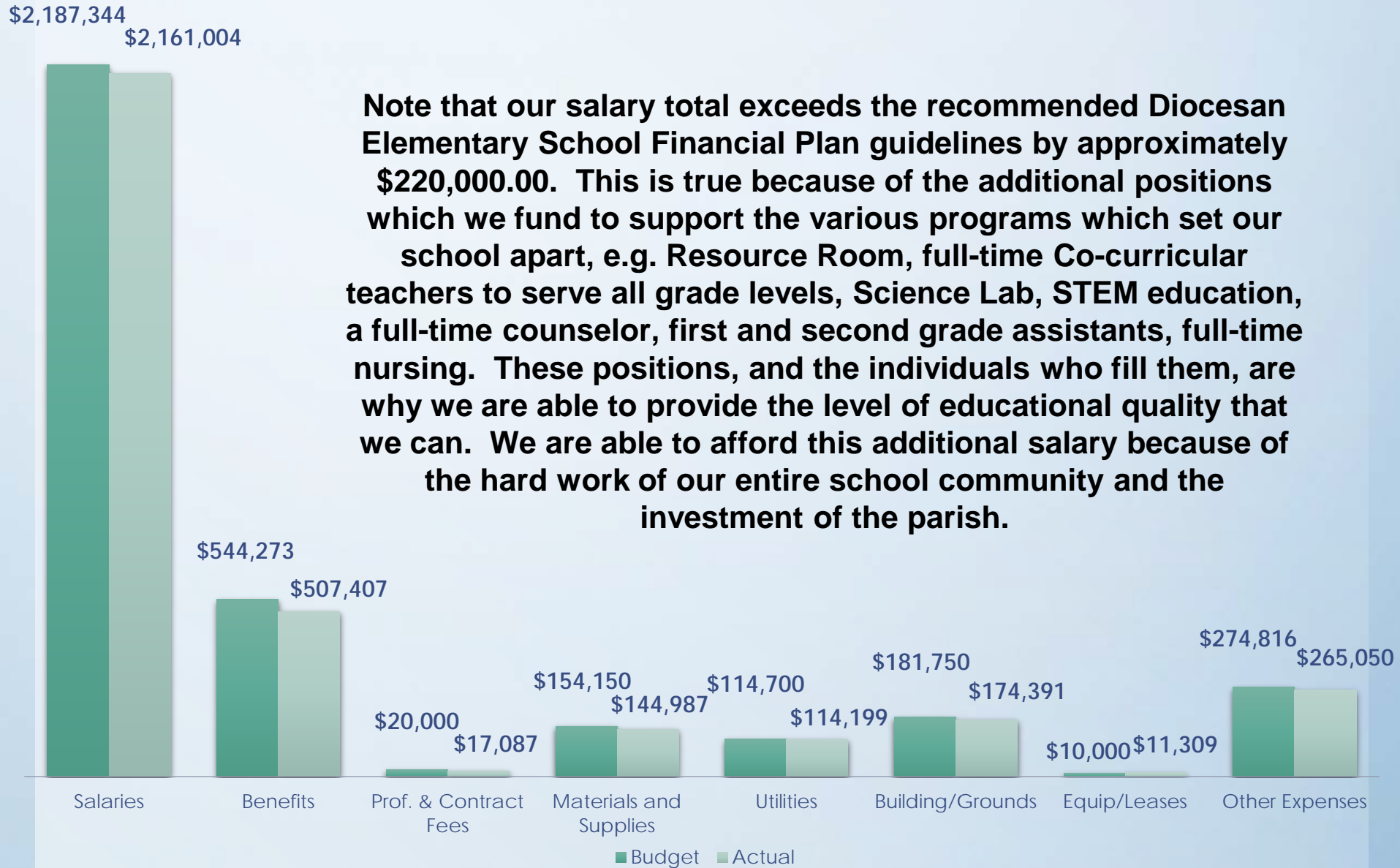


Budget conservatively!!!
We DO NOT put ourselves in the position of needing to reach unrealistic goals, thus jeopardizing the financial viability of the Academy

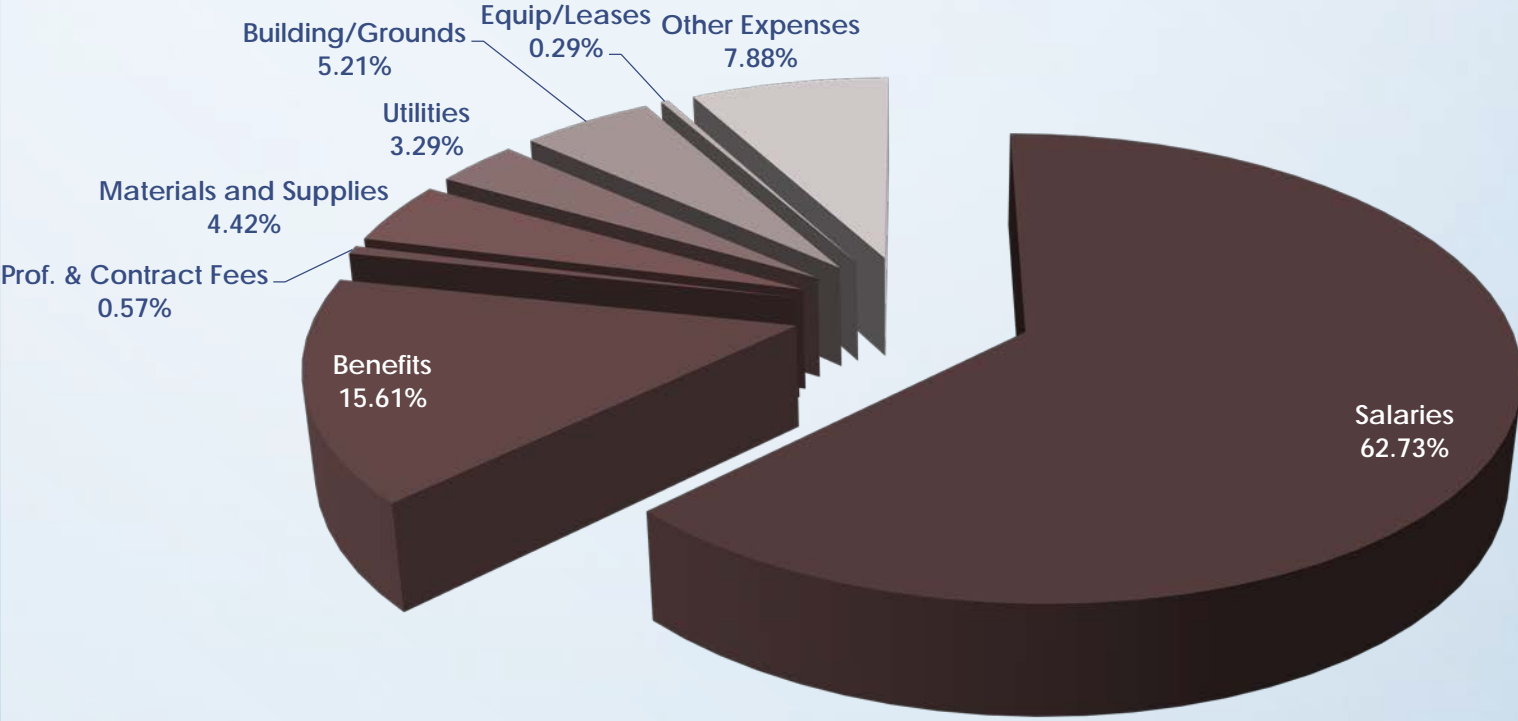
EXPENSE

EXPENSE FYE 6/30/2017

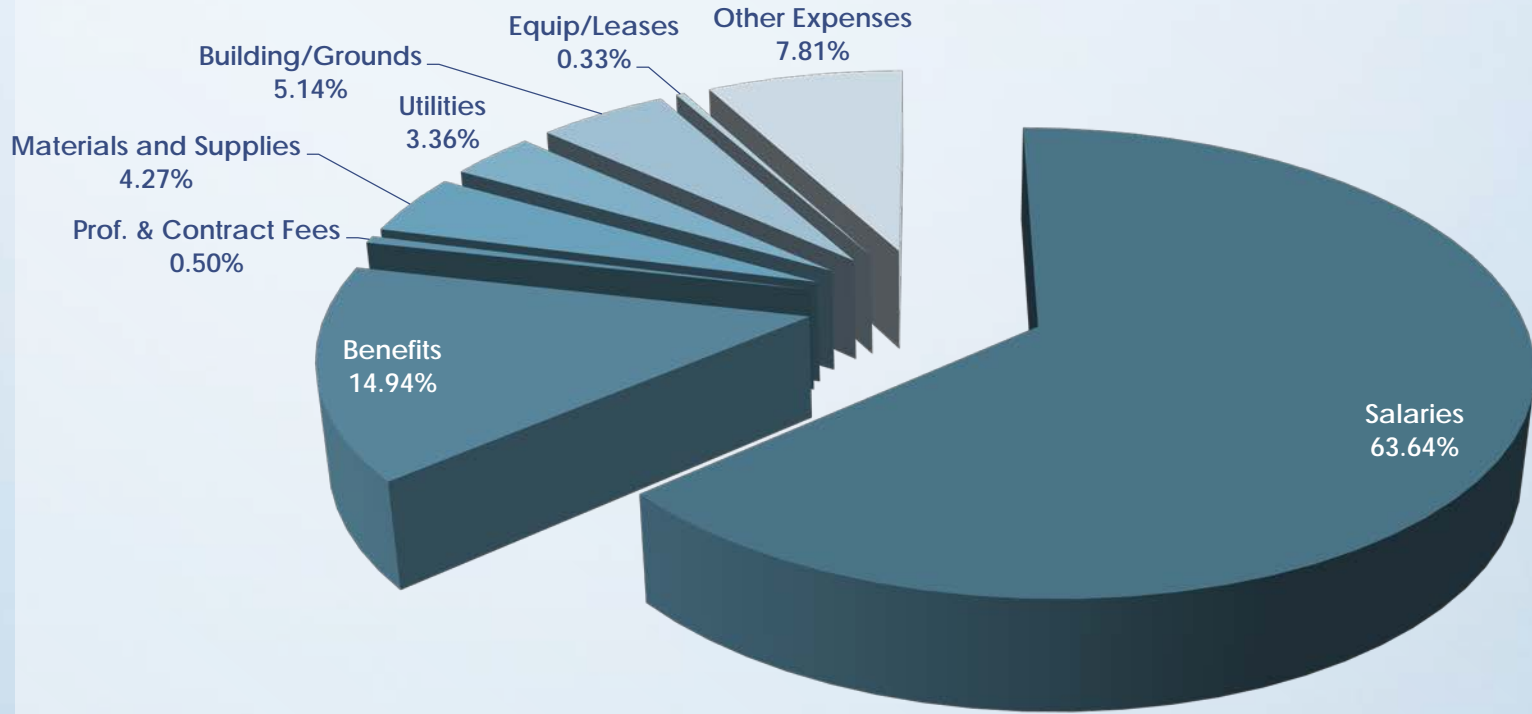
Note that our salary total exceeds the recommended Diocesan Elementary School Financial Plan guidelines by approximately \$220,000.00. This is true because of the additional positions which we fund to support the various programs which set our school apart, e.g. Resource Room, full-time Co-curricular teachers to serve all grade levels, Science Lab, STEM education, a full-time counselor, first and second grade assistants, full-time nursing. These positions, and the individuals who fill them, are why we are able to provide the level of educational quality that we can. We are able to afford this additional salary because of the hard work of our entire school community and the investment of the parish.



BUDGETED EXPENSE FYE 6/30/2017



ACTUAL EXPENSE FYE 6/30/2017



BUDGETED EXPENSE FYE 6/30/2018 & FYE 6/30/2019



■ FYE 6/30/2018 ■ FYE 6/30/2019

2018-2019 Projected Cost per K-8 Pupil

\$8,113.00

2018-2019 Category A Tuition

- ❖ 1 Child: \$5,350.00
 - ❖ 2 Children: \$9,450.00
 - ❖ 3 Children: \$12,850.00
 - ❖ 4 Children: \$13,825.00
-
- ❖ Registration Fee remains \$225.00/child, due **2-15-2018**
 - ❖ Technology Fee remains \$155.00/child in Grades 5, 6, 7, & 8 ONLY, due **5-1-2018**

2018-2019 Category A Tuition

Portion of True Cost Covered by Tuition

❖ 1 Child:	\$5,350.00	66%
❖ 2 Children:	\$9,450.00	58%
❖ 3 Children:	\$12,850.00	53%
❖ 4 Children:	\$13,825.00	43%

**The remaining amount is covered by fundraising,
parent service, parish investment, and fees**

2018-2019 Tuition

Dollar Amount of Increase

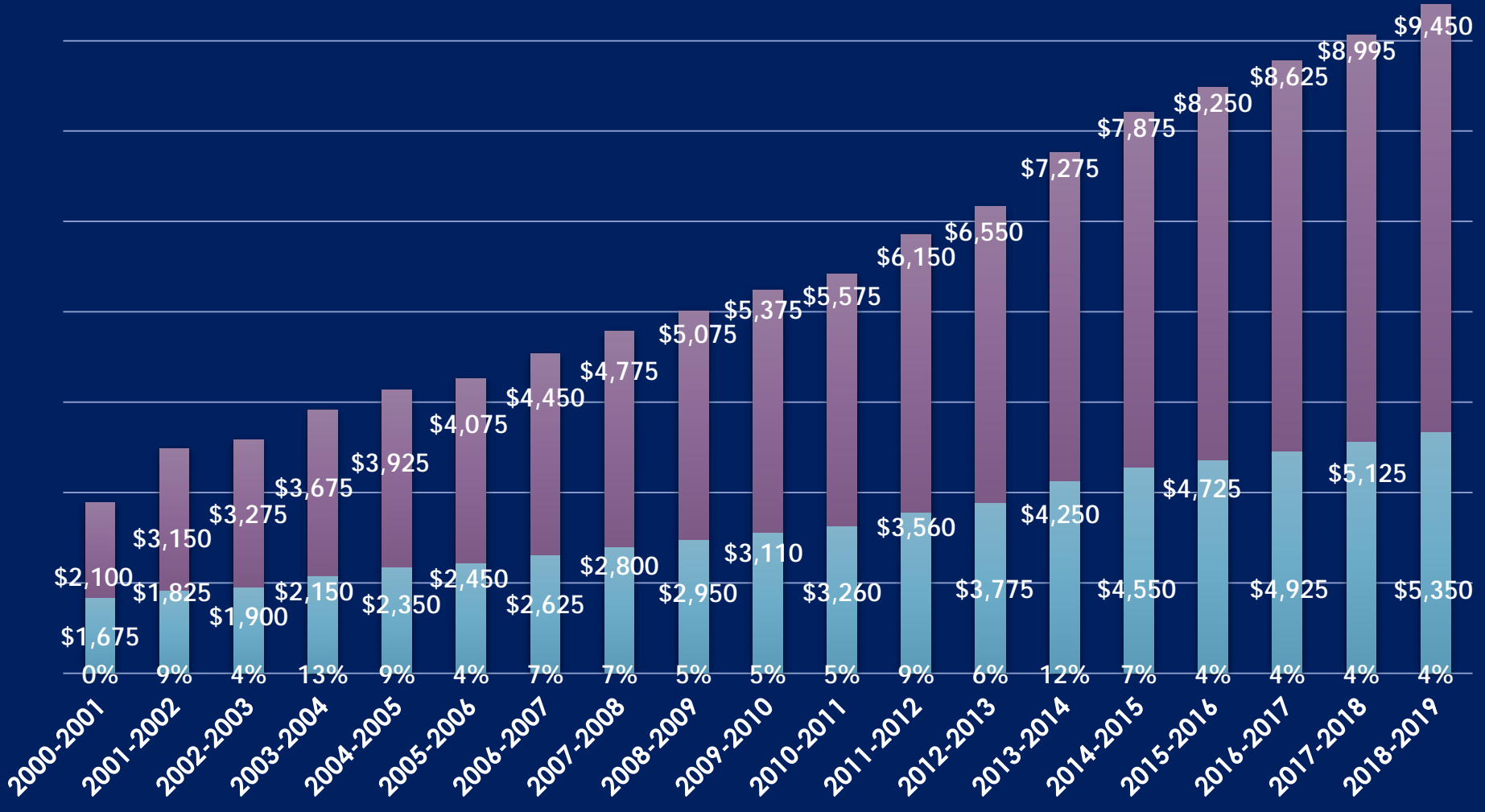
❖ 1 Child:	\$5,350.00	\$225.00
❖ 2 Children:	\$9,450.00	\$455.00
❖ 3 Children:	\$12,850.00	\$700.00
❖ 4 Children:	\$13,825.00	\$900.00

How Does the Cost Break Down?

<u>YEAR</u>		<u>DAY</u>	<u>HOUR</u>
❖ 1 Child:	\$5,325.00	\$29.50	\$4.57
❖ 2 Children:	\$9,450.00	\$52.50	\$8.08
❖ 3 Children:	\$12,850.00	\$71.38	\$10.98
❖ 4 Children:	\$13,825.00	\$76.81	\$11.04

**Assuming 180 days of school,
and 6.5 hours per day**

19 Year Tuition Trend



Financial Aid

- ❖ Financial Aid for St. Gregory the Great Academy families comes from two sources:
 - The Diocese of Trenton
 - St. Gregory the Great Parish
- ❖ Both the Diocese and the parish contract with FACTS Management to collect and collate information and make recommendations for financial assistance.
There is one application to qualify for aid from BOTH sources



Save Time, Apply Online!

We know your time is valuable. That's why we offer a quicker, easier, and more secure way to apply for financial aid than filling out a paper application form. Visit online.factsmgmt.com/aid to submit your application in the safest, most convenient way possible.

Applying online is:



Fast

- Submitting online eliminates application processing time so your awarding organization sees your application two weeks sooner than if you were to submit a paper application.
- The online progress tracker and checklist guide you through completion and notify you instantly when all required documentation and information has been submitted.
- The organization you are applying to sees your application immediately upon submission and can take action on it sooner.



Convenient

- There are more payment options available online for the application fee, including ACH (checking or savings account) and credit or debit card.
- In addition to our call center support, applying online offers live chat support and one-click Spanish translation.
- Applying online helps the environment by reducing paper waste.



Secure

- Eliminate the risks associated with mailing sensitive personal and financial information.
- Applying online ensures your personal information, such as SSN and bank account number, is stored securely at all times.

Our online application is available 24/7. Apply today at online.factsmgmt.com/aid.

Financial Aid

- ❖ There is no stigma attached to a financial aid application. It is akin to completing the FAFSA for college
- ❖ The third party provider (FACTS) ensures confidentiality
- ❖ There is no “cut off” income amount; awards are based on the percentage of need in the applicant pool

Fundraising Commitment & Tuition Voucher Program

- ❖ Fundraising Commitment & Tuition Voucher Program (TVP) facilitated via the scrip program.
- ❖ The first \$300.00 in rebates is credited toward your Fundraising Commitment, **HOWEVER**, the rebates from additional scrip purchases become **TVP Credits**.
- ❖ Families who do not meet the \$300.00 fundraising commitment will need to pay the balance by June 1, 2019; **families who exceed the \$300.00 fundraising commitment will receive a tuition voucher (credit/refund) equal to the excess amount over \$300.00 by June 30, 2019**

Fundraising Commitment & Tuition Voucher Program

- ❖ For example, if the total of your scrip rebates equals \$450.00, the excess \$150.00 becomes TVP Credit.
- ❖ **All families with TVP Credit as of June 1, 2019 will have two options:**

Option #1 – Apply the TVP Credit to 2019-2020 tuition

or

Option #2 – Receive a refund of the TVP Credit by June 30, 2019 via check

Fundraising Commitment & Tuition Voucher Program

- ❖ Use outside funds to defray the cost of tuition at St. Gregory the Great Academy.
- ❖ Essentially, vendors and companies pay part of your tuition via the scrip program.
- ❖ Every family has the opportunity to choose the level of participation in the TVP that they wish:
 - ❖ Some families may elect to not participate, and simply pay the full costs directly
 - ❖ Other families may choose to fit the options into current spending habits, and earn TVP credits in this manner
 - ❖ Some families may decide to reach out to others that they know to assist in earning TVP credits. There is NO LIMIT to the amount of TVP credits that a family can earn, up to the full cost of tuition.

Fundraising Commitment & Tuition Voucher Program

- ❖ It really is pretty easy to earn TVP credit:
 - ❖ If you spend **\$150.00/week** at **ShopRite** July 1-June 1, that is \$4,800.00. At the **4%** rebate, you earn **\$288.00**.
 - ❖ If you spend **\$100.00/week** at **Walmart, Target, or Amazon** July 1-June 1, that is \$4,800.00. At the **2.5%** rebate, you earn **\$120.00**.

Thus, if you use scrip to do \$150.00/week of shopping at ShopRite and \$100.00/week of shopping at Walmart, Target, or Amazon, you will earn \$408.00 in school rebates, and hence **\$108.00** in TVP credit.

Fundraising Commitment & Tuition Voucher Program

- ❖ Consider these other household purchases:
 - ❖ Do you spend **\$1,000.00/year** at Home Depot? At the **4%** rebate, you earn **\$40.00**.
 - ❖ Do you spend **\$750.00/year** at CVS? At the **6%** rebate, you earn **\$45.00**.
 - ❖ Do you spend **\$500.00/year** at Macy's? At the **10%** rebate, you earn **\$50.00**.
 - ❖ Do you spend **\$500.00/year** at Old Navy? At the **14%** rebate, you earn **\$70.00**.
 - ❖ Do you spend **\$500.00/year** at Kohl's? At the **4%** rebate, you earn **\$20.00**.

Fundraising Commitment & Tuition Voucher Program

❖ How about if you like to eat out:

- ❖ Do you spend **\$500.00/year** at TGI Friday? At the **9%** rebate, you earn **\$45.00**.
- ❖ Do you spend **\$500.00/year** at Red Robin? At the **8%** rebate, you earn **\$40.00**.
- ❖ Do you spend **\$500.00/year** at Uno? At the **12%** rebate, you earn **\$60.00**.
- ❖ Do you spend **\$500.00/year** at Cracker Barrel? At the **8%** rebate, you earn **\$40.00**.
- ❖ Do you spend **\$500.00/year** at Chili's? At the **11%** rebate, you earn **\$55.00**.

Fundraising Commitment & Tuition Voucher Program

- ❖ How about some other common purchases:
 - ❖ Do you spend **\$500.00/year** at **Bath and Body Works**? At the **13%** rebate, you earn **\$65.00**.
 - ❖ Do you spend **\$500.00/year** at **Macy's**? At the **10%** rebate, you earn **\$50.00**.
 - ❖ Do you spend **\$500.00/year** at **Wegmans**? At the **5%** rebate, you earn **\$25.00**.
 - ❖ Do you spend **\$500.00/year** at **Starbucks**? At the **7%** rebate, you earn **\$35.00**.
 - ❖ Do you spend **\$500.00/year** at **L.L. Bean**? At the **16%** rebate, you earn **\$80.00**.

Fundraising Commitment & Tuition Voucher Program

- ❖ Here are some less frequent, but high yield, options:
 - ❖ Planning on spending **\$5,000.00** on a major project using **Lowe's**? At the **4%** rebate, you earn **\$200.00**.
 - ❖ Spending **\$3,000.00** on a trip to Disney? At the **3%** rebate, you earn **\$90.00**
 - ❖ Flying **Southwest Airlines** for **\$1,000.00**? At the **4%** rebate, you earn **\$40.00**. (6% on American Airlines!)
 - ❖ Renewing **Amazon Prime**? At the **8%** rebate, you earn **\$8.39**.
 - ❖ **2018 Gala tickets** earn **\$50.00** per ticket.

Fundraising Commitment & Tuition Voucher Program

- ❖ Every one of the retailers listed in these examples offer ScripNow, with the exception of ShopRite and Wegmans.
- ❖ This means that your purchased scrip is available to you electronically in your ShopWithScrip account.
- ❖ You purchase ScripNow, and then can either print out a barcode or redeem via your phone.
- ❖ Check out this short video:
https://www.youtube.com/watch?time_continue=84&v=G6FbRjCwaGl
- ❖ **You DO NOT have to wait a week for these purchases.**

Fundraising Commitment & Tuition Voucher Program

- ❖ The reality is that the cost of a Catholic Education is going to continue to increase
- ❖ In order to remain viable, we are going to need to work on closing the gap between the actual per-student cost and what we are charging in tuition.
- ❖ As tuition increases in subsequent years, the **Tuition Voucher Program** will enable **EVERY FAMILY** to lower their actual tuition cost. Every family is eligible.
- ❖ Multiply the power of the TVP by other family members of relatives, and you can quickly double your TVP credits.

A Final Word

- ❖ St. Gregory the Great Academy is a family, and every member of the family is equally valued and irreplaceable
- ❖ Financial assistance programs are in place to ensure that every family who desires to continue receiving a Catholic education at our school will have avenues to address financial difficulties.

A Final Word

- ❖ Catholic education is a gift that will stay with your children for the rest of their lives. It will continue to guide them their entire adult life, even when we “fade away”
- ❖ Parents **SACRIFICE** to provide this gift, and we must never lose sight of this fact
- ❖ **THANK YOU** for partnering with us