



City of Cleveland
Justin M. Bibb, Mayor

Office of the Mayor
Cleveland City Hall
601 Lakeside Avenue, Room 202
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Say Yes!

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Say Yes! Cleveland

Current year funding for Say Yes FSS faces a funding gap that must be filled quickly or SYC Family Support Specialists will have to be laid off. The proposed \$600,000 from the City of Cleveland will help address the funding gap and keep Family Support Specialists at work serving Cleveland's kids.

Say Yes support services are designed to help students stay on track throughout their school careers, so they are ready to take full advantage of Say Yes Cleveland scholarships after high school. SYC supports center on a Family Support Specialist (FSS) connecting students and families to needed programs and services. After a four-year ramp up since launch in 2019, SYC has an FSS for all 104 CMSD and partner charter schools.

Support services and scholarships are co-equal pillars of SYC, and the full, game-changing promise of the program only works with both pillars in place.

	<u>BUDGET</u>
SAY YES FISCAL AGENT - FAMILY SUPPORT SPECIALISTS	
TOTAL REVENUE	\$ 600,000
EXPENSE	
Salaries	462,890
Fringe Benefits	129,610
Payroll Fees	7,500
TOTAL EXPENSE	<u>\$ 600,000</u>
NET SURPLUS/(DEFICIT)	<u>\$ -</u>

This budget specifically addresses how City of Cleveland ARPA funds would be used during the contract window.

Date January 2023

Name of Requesting Entity / Individual: **Say Yes Cleveland**

EIN (if applicable)

Address of Requesting Entity:

325 Superior Avenue Rm. 38

Cleveland, OH 44114

City Council Ward Number of Requesting Entity: Ward 3

Geographic Scope of Project: select one [City Council Ward] [multiple City Council Wards] **[City-wide]** [Beyond the City]

If applicable, please specify City Council Ward Number(s) of Project Scope

Primary Contact Name: **Diane Downing, Executive Director of Say Yes Cleveland**

Email Address: ddowning@sayyescleveland.org

Phone Number: **440-773-7649**

Primary City Contact Name: **Holly Trifiro, Chief of Education**

City Email Address: HTrifiro@clevelandohio.gov

Phone Number: **216-571-3537**

Which priority area(s) does this initiative address? Check all that apply.

- Stabilizing the Budget Inclusive Economic Recovery Housing for All Violence Prevention & Public Safety
 Closing the Digital Divide A Modern & Transparent City Hall **Education for Everyone** Lead-safe Cleveland
 Arts & Neighborhood Amenities Civic Participation Fund

Total Amount Requested for Initiative \$ 600,000

Initiative description [500 words or less]

Say Yes Cleveland (SYC) provides two crucial, connected benefits to Cleveland students: support services for students and their families from Pre-K through high school graduation, and postsecondary tuition scholarships after high school.

Say Yes support services are designed to help students stay on track throughout their school careers, so they are ready to take full advantage of Say Yes Cleveland scholarships after high school. SYC supports center on a Family Support Specialist (FSS) connecting students and families to needed programs and services. After a four-year ramp up since launch in 2019, SYC has an FSS for all 104 CMSD and partner charter schools.

Support services and scholarships are co-equal pillars of SYC, and the full, game-changing promise of the program only works with both pillars in place.

Cleveland's private sector has raised \$98 million toward scholarships already, but those funds are separate and can't be used for SYC support services, which are funded through the collaborative efforts and funds of SYC's public partners.

Current year funding for Say Yes FSS faces a funding gap that must be filled quickly or SYC Family Support Specialists will have to be laid off. The proposed \$600,000 from the City of Cleveland will help address the funding gap and keep Family Support Specialists at work serving Cleveland's kids.

Estimated timeline for implementing/launching initiative (including start date, end date, and major milestones)

February 2023 – City Funding Allocated, City contracting occurs. On-going work to address Say Yes Cleveland funding gap and on-going funding plans continues.

March 2023 – June 2023 Say Yes Cleveland Family Support Specialists provide continued service to Cleveland students and families across 104 school partner sites. On-going work to address Say Yes Cleveland funding gap and on-going funding plans continues.

Who will be implementing/executing this work? Will it be done by the City, require additional staff, require contractors or an RFP process? Have those implementing already been identified? [300 words or less]

This work will be implemented by Say Yes Family Support Specialists. The work will be overseen by the leadership of Say Yes Cleveland. College Now will process payroll as the fiscal agent of Say Yes Cleveland.

Secured partners or collaborators in this initiative. Include entity name, contact information, and role in initiative [300 words or less]

Say Yes Cleveland's convening partners are City of Cleveland, Cleveland Metropolitan School District, Cuyahoga County, The Cleveland Foundation, United Way of Greater Cleveland, College Now Greater Cleveland.

Say Yes Cleveland's operating committee includes representatives from the following organizations: Breakthrough Charter Schools, Case Western Reserve University, City of Cleveland, Cleveland City Council, The Cleveland Foundation, Cleveland Metropolitan School District, CMSD Principal's Association, Cleveland State University, Cleveland Teachers Union, College Now Greater Cleveland, Cuyahoga Community College, Cuyahoga County, Cuyahoga County Council, Elizabeth Baptist Church, Esperanza, The George Gund Foundation, Greater Cleveland Partnership, Higher Education Compact of Greater Cleveland, PNC Bank, St. Luke's Foundation, and Third Federal Foundation.

What are the goals of this initiative? [300 words or less]

The goal of Say Yes Cleveland is to improve Cleveland's economy, neighborhoods, and workforce over the coming generations. SYC will do this by offering college or career training tuition scholarships to every eligible CMSD and partner charter school graduate for the next 25 years, and by helping students from PreK-12 to stay on track, or get back on track, through the interventions of our Family Support Specialists, so students are prepared to take the fullest advantage of SYC scholarships. Family Support Specialists provide the type of wraparound prevention and intervention services that can make a lasting impact in communities with significant, multigenerational poverty.

What metrics will you use to determine its success? [300 words or less]

Support Service Impact Measures

- Referrals for programs and services
- Interventions and assistance to students and families
- Completion of SYC student, teacher, and family surveys
- Long-term: attendance, graduation rates, reduction in need for repeated interventions among individual students or families.

Scholarship Impact Measures

- % of graduates enrolling college or career training
- \$ paid out in scholarships
- College persistence and retention rates
- Scholarship students graduating

How does this initiative address racial equity and inclusion? [300 words or less]

Students of color are significantly less likely to enroll and graduate from post-secondary education than their white peers, which negatively impacts the earning-potential of students of color. CMSD and partner charter schools who work with Say Yes primarily serve students of color. The scholarships and wrap around supports provided Say Yes are specifically intended to support the academic success and post-secondary education completion of students in these schools. As Say Yes continues to reach Cleveland students in the years to come, we should see long-term increases in the educational attainment of students of color in Cleveland and accompanying growth in the median income of Clevelanders of color.

What is the community impact of this initiative? Who will be served? For example, approximately how many citizens will it impact, how many businesses will it support, and/or how many jobs will it create? [300 words or less]

This initiative serves over 40,000 students across the City of Cleveland and their families.

How does this initiative set Cleveland apart at a state, national, and/or international level? [300 words or less]

Say Yes Cleveland is built on a national model and has expanded on that model to address even more barriers to student success. Say Yes Cleveland is a unique model in Ohio and highly respected for its comprehensive nature.

How might ARPA funding leverage additional support for this initiative? What other sources of support or matching do you anticipate for this initiative? List each source, dollar amount, and whether it is expected or secured. This may include federal funding beyond ARPA (like IJJA), private, or philanthropic dollars [300 words or less]

\$98M in private funding has been secured for the scholarship fund. Those funds are restricted and cannot be used to fund operating costs; however, they demonstrate to significant community-wide investment in Say Yes Cleveland.

Say Yes Cleveland has annual operating costs of \$9.4M. To date, funds committed to support Say Yes Cleveland are as follows:

	Year 4: 2022
# of Schools Served (CMSD/Charter)	105
Total Funds Required	\$9.4m
School District Share	\$3.3m
Cuyahoga County Allocation	\$2.6m

SYC ramped up support services over the last 4 years, with a funding model that calls for 1/3 of FSS salaries and benefits to be paid by CMSD and partner charters, with 2/3 paid by Cuyahoga County, with the reimbursement of County funding from federal Title IV-E funds dispersed by the State of Ohio.

This year, it was learned that this reimbursement of County funds over the past three years has not been at the level they anticipated. The lack of certainty of greater reimbursement this year, coupled with reductions in the availability of County HHS funds, meant the County had to reduce their Say Yes funding by more than 50%.

This shortfall has created the \$3.5 million current-year gap that SYC must fill to employ FSS through the full fiscal year.

SYC is confident that with City Council's passage of the \$600,000 request, they will be able to secure the remaining \$2.9 million to close our current-year gap, through ongoing discussions with CMSD, Cuyahoga County, the State of Ohio, and private supporters.

How will this initiative be sustained and for how long will it continue to provide value to the community? [300 words or less]

Every effort is being made to secure an increase in State reimbursement of County funds for future years, along with stable, additional funding sources, so that this issue does not arise again. Say Yes Cleveland is heartened by the progress already made and confident that long-term solutions will be found. Title IV-E and Title 20 reimbursement pathways are under exploration with the Ohio Department of Job and Family Services as the most likely pathways to secure long-term sustainability.

Coordinated Supports & Initiatives to Catch Students Up

Education For All ARPA Initiative



CITY OF CLEVELAND

Mayor Justin M. Bibb

Coordinated Supports & Initiatives to Catch Students Up

CASE FOR THESE INITIATIVES

In the wake of the COVID-19 pandemic, supports and structures are needed to help restore and reinvigorate schools and student learning. These initiatives serve to **develop and scale innovative education practices** that work, **support the well-being needs of students**, further **engage families in their students' learning**, and support the **expansion and development of high-quality learning opportunities to catch students up** after the learning loss brought about by the pandemic. The programs that will be executed under this initiative include:

- High Dosage Literacy Tutoring for Students
- Supports for Educators
- Increased Resources for Parents and Families
- Say Yes Cleveland*

*Say Yes Cleveland has been scheduled for hearing by City Council's Workforce, Education & Youth Development Committee on January 24, 2023.



Say Yes Cleveland

Education For All ARPA Initiative



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Agenda

- 01** The Need
- 02** Initiative Overview
Narrative, Impact Measures & Key Partners
- 03** Program Details
Evidence-base, Delivery Model, and Program Ramp-up
- 04** Funding Need & Sustainability
Operating Budget Overview, Funding Need, Sustainability Approach



The Need for Say Yes Family Support Specialists

Say Yes Cleveland (SYC) provides two crucial, connected benefits to Cleveland students: support services for students and their families from Pre-K through high school graduation, and postsecondary tuition scholarships after high school.

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Support services and scholarships are co-equal pillars of SYC, and the full, game-changing promise of the program only works with both pillars in place.

Cleveland's private sector has raised \$98 million toward scholarships already, but those funds are separate and can't be used for SYC support services, which are funded through the collaborative efforts and funds of SYC's public partners.

Current year funding for Say Yes FSS faces a funding gap that must be filled quickly or SYC Family Support Specialists will have to be laid off. The proposed \$600,000 from the City of Cleveland will help fill the funding gap and keep Family Support Specialists at work serving Cleveland's kids.



Say Yes Cleveland Overview

The strategy behind Say Yes Cleveland is to improve Cleveland's economy, neighborhoods, and workforce over the coming generations. We will do this by offering college or career training tuition scholarships to every eligible CMSD and partner charter school graduate for the next 25 years, and by helping students from PreK-12 to stay on track, or get back on track, through the interventions of our Family Support Specialists, so students are prepared to take the fullest advantage of SYC scholarships. Family Support Specialists provide the type of wraparound prevention and intervention services that can make a lasting impact in communities with significant, multigenerational poverty. **Sustaining their work is a necessity to fully leveraging the historic private investment already made toward the Say Yes Cleveland scholarship fund.**

Support Service Impact Measures

- Referrals for programs and services
- Interventions and assistance to students and families
- Completion of SYC student, teacher, and family surveys
- Long-term: attendance, graduation rates, reduction in need for repeated interventions among individual students or families.

Scholarship Impact Measures

- % of graduates enrolling college or career training
- \$ paid out in scholarships
- College persistence and retention rates
- Scholarship students graduating

Convening Partners

- City of Cleveland, Cleveland Metropolitan School District, Cuyahoga County, The Cleveland Foundation, United Way of Greater Cleveland, College Now Greater Cleveland

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SYC Family Support Specialist Details

FSS interventions and supports include everything from securing, and sometimes delivering, food assistance to families in need; getting a tutor for a student struggling with a subject; arranging for a free eye exam and free glasses for child who can't see the blackboard; finding emergency housing for a whole family in crisis; or connecting families fighting eviction to free legal services.

Approach to Intervention	Delivery Model	Metrics	Cost (over three years)
<p>FSS interventions are made using the SYC Postsecondary Planning System, a data platform informed by confidential student, teacher, and family surveys developed at Johns Hopkins, to help identify students who are “off-track” and offering appropriate supports, in addition to spotting “red flags” that need urgent assistance.</p>	<ul style="list-style-type: none">• FSS are based in CMSD and partner charter schools to be familiar and available to students and families.• FSS meet with students and families regularly to solve challenges and link them to solutions• FSS are part of each school’s leadership and student support teams• FSS work year-round.	<ul style="list-style-type: none">• FSS made 7,532 referrals for programs or services in Aug-Dec 2022.• FSS made more than 50,000 case notes (records of interventions and assistance) during the 2021-2022 school year.	<ul style="list-style-type: none">• Full salaries and benefits for 105 FSS this year is \$9.4 million.• Current-year funding gap is \$3.5 million.• \$600,000 from the City of Cleveland is needed to help close the current year gap and will help leverage other contributions.



Funding Need & Sustainability

SYC ramped up support services over the last 4 years, with a funding model that calls for 1/3 of FSS salaries and benefits to be paid by CMSD and partner charters, with 2/3 paid by Cuyahoga County, with the reimbursement of County funding from federal Title IV-E funds dispersed by the State of Ohio.

This year, it was learned that this reimbursement of County funds over the past three years has not been at the level they anticipated. The lack of certainty of greater reimbursement this year, coupled with reductions in the availability of County HHS funds, meant the County had to reduce their Say Yes funding by more than 50%.

This shortfall has created the \$3.5 million current-year gap that SYC must fill to employ FSS through the full fiscal year.

- **Say Yes scholarship funds are completely separate from support service funding and cannot be used to fill the gap.**

Every effort is being made to secure an increase in State reimbursement of County funds for future years, along with stable, additional funding sources, so that this issue does not arise again. We are heartened by the progress already made and confident that long-term solutions will be found.

	Year 1: 2019	Year 2: 2020	Year 3: 2021
# of Schools (CMSD/Charter)	16	42	68
Total Funds Required	\$1.4m	\$3.8m	\$6m
School District Share	\$493k	\$1.3m	\$2.1m
Cuyahoga County Share	\$922k	\$2.5m	\$3.9m

	Year 4: 2022
# of Schools Served (CMSD/Charter)	105
Total Funds Required	\$9.4m
School District Share	\$3.3m
Cuyahoga County Allocation	\$2.6m

We're confident that with City Council's passage of the \$600,000 request, we will be able to secure the remaining \$2.9 million to close our current-year gap, through our ongoing discussions with CMSD, Cuyahoga County, the State of Ohio, and private supporters.



Questions?



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