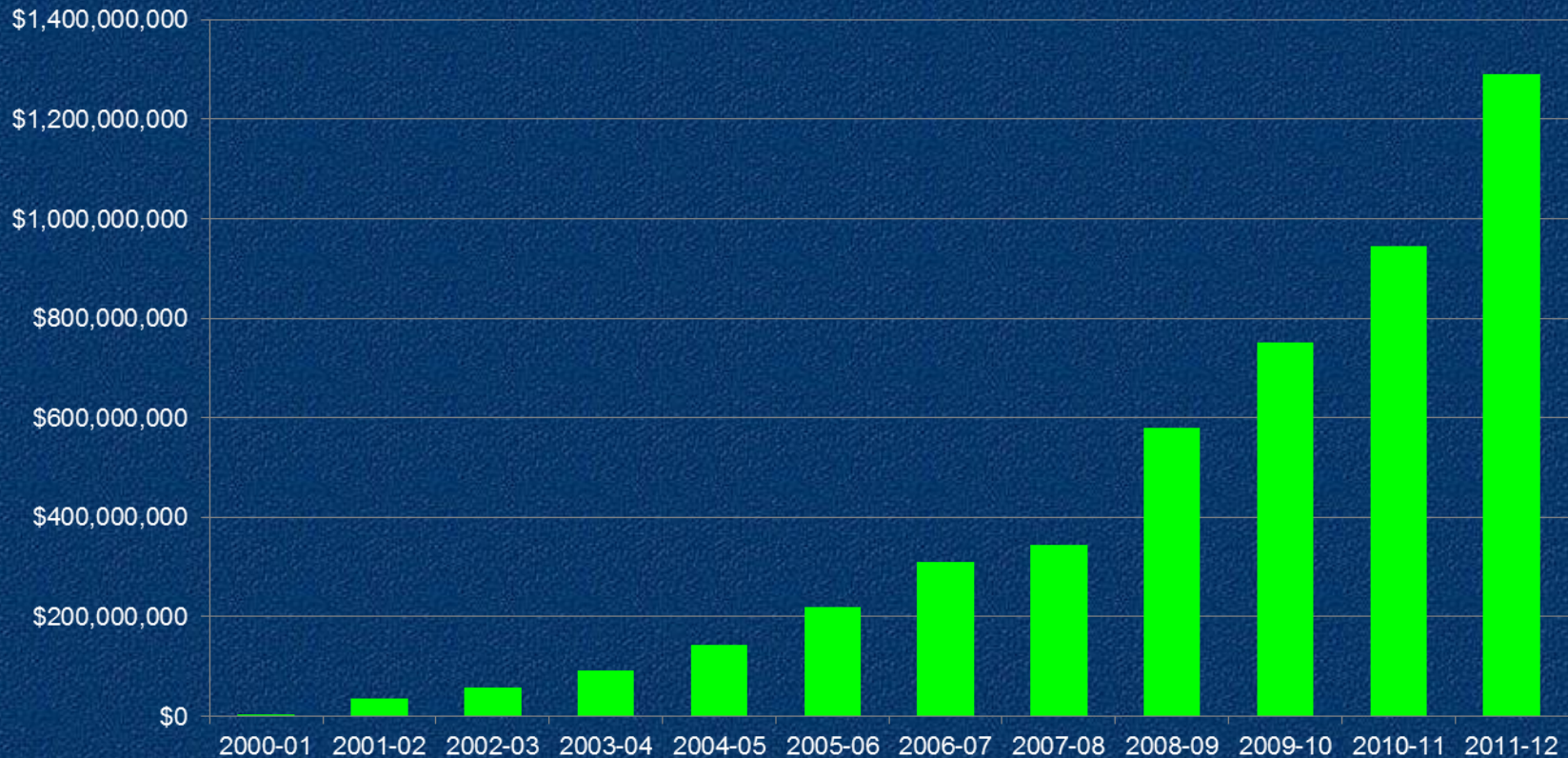


# The Cyber Charter School Threat in PA

Statewide Cyber Charter School Expenses



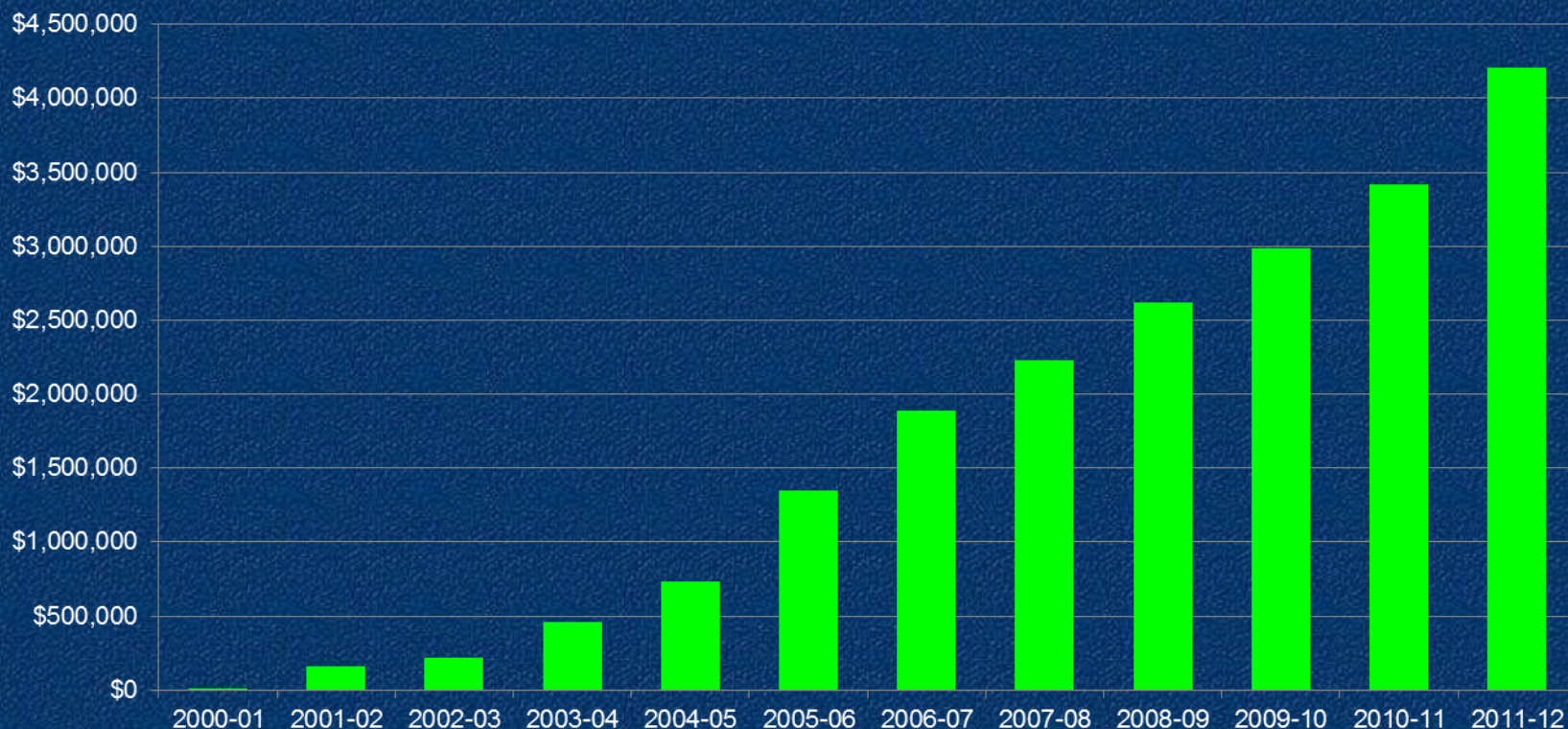
2011-2012 Cyber Charter School Enrollments .....	32,322
2011-2012 Cyber Charter School Expense .....	\$346 M+
Total Paid from 2002 – 2011 .....	\$1.29 B+





# Specific Details for Warren County School District

Warren County's Cyber Charter School Expenses



## Warren County's Losses to Cyber Charter Schools

2011-2012 Cyber Charter School Enrollments.....	75
2011-2012 Cyber Charter School Expense.....	\$790,370
Total Paid from 2000 – 2012 .....	\$4.2 M





# A Closer Look at Warren County School District

State budget cuts & increased enrollments in cyber charters have dramatically increased Warren County's cyber charter school expenses in the current school year:

2010-2011 Cyber Charter School Expense.....	\$429,700
2011-2012 Cyber Charter School Expense.....	\$790,373

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Increase in the 2011-12 school year alone = **\$360,673**





# Pricing – Network Membership

## **BASELINE PRODUCT SERVICE PACKAGE**

**Network Membership Fee**  
(Annual Fee = \$16,750)

- Customized marketing support services
- Access to all courses in VLN Essentials course catalog
- Continued updates & maintenance for all courses
- Basic professional development workshops & support (“How to Build and Maintain a Virtual Academy”)



## **OPTIONAL PRODUCTS/ SERVICES**

**Cyber School in a Box™**  
(Annual Tuition = \$4,250)

- Live teacher support, delivery equipment, administration & grading support
- District provides textbooks and supporting materials – *VLN textbook support available for an additional fee*

### **Blended Learning Programs**

Unsupported Logins..... **\$150/seat**  
- District provides teacher & grading support

Fully Supported Logins..... **\$650/student/course**  
- VLN provides teacher, grading support  
& live instruction

Summer School Logins..... **\$250/student/course**  
- VLN provides teacher, grading support  
& live instruction

- Varying degrees of online support based upon district need
- Logins used in a facilitated delivery environment
- All logins include 24-7 synchronous homework help support from tutor.com
- Functional personal computer with basic word processing capabilities & Internet access required
- District provides textbooks and supporting materials

**Optional Course  
Customization Services**  
(30 Course Bundle = \$20,000)

- Curriculum audit & standards alignment report
- Scope & sequence docs for all customized courses

**Optional Professional  
Development Services**  
(Daily Fee = \$1,500)

- Advanced professional development workshops and access to online courses



# Potential Savings for Warren County School District

## Full Time Cyber School Program

### --- REGULAR ED STUDENTS ---

Per-Student Tuition Savings .....	\$4,950
% Discount from Cyber Charters .....	54%

### --- SPECIAL ED STUDENTS ---

Per-Student Tuition Savings .....	\$14,965
% Discount from Cyber Charters .....	78%

*#s Based on PDE Form 363 Data and Reimbursement Tables  
for Charter Schools*



# Limited Time Offer for 2012 -13

If a district “joins our network” *before March 1<sup>st</sup>* by paying a network membership fee of \$16,750, they will receive the following additional benefits:



**Our Return on Investment Guarantee** – where future annual fees are waived until the district recoups its initial investment of \$16,750 from cyber school enrollments



**Free Customization Services** for 15 Courses - *a savings of \$10,000*



**Consortium Opportunities** – districts that join our network before March 1<sup>st</sup> are eligible to join one of our existing regional consortia

