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View from the Catbird Seat: Where We Are Today

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Chicago: September 13-15, 2009

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Where We Are Today

- **ARRA Overview**
- **Industry Update**
- **Market Drivers and Trends**

Guiding Principles

Goal: Investing quickly and investing wisely

- **Spend funds quickly to save and create jobs**
 - States and LEAs are urged to move rapidly to develop plans for using funds and to promptly begin spending funds.
- **Improve student achievement through school improvement and reform**
- **Ensure transparency, reporting, and accountability**
 - *ARRA* funds are subject to additional and more rigorous reporting requirements than normally apply.
- **Invest one-time *ARRA* funds thoughtfully to minimize the "funding cliff"**
 - Invest in ways that do not result in unsustainable continuing commitments.

SFSF Distribution

State Grants: \$48.6 billion

- **K-20 Education: \$39.8 billion**

FY 2009		FY 2010		Remainder
K-12	Higher Ed	K-12	Higher Ed	
\$9.7	\$2.5	\$16.9	\$4.0	\$6.3

- **Public Safety & Other Services: \$8.8 billion**
 24 states allocate some to public safety funding (\$2.9 B)
 19 states allocate some to K-12 funding (\$1.4 B)
 15 states allocate some to higher ed funding (\$546 M)

Funding Flow over Two Years

	2009-10	ARRA 09&10	Request 2010-11
Title I	\$14.3B	\$10B	\$12.9B
Title II-D (EETT)	\$269M	\$650M	\$100M
IDEA (Part B)	\$11.3B	\$11.7B	\$11.5B
Voc Rehab	\$2.9B	\$540M	\$3.1B
School Improvement	\$546M	Waiver beyond 9/30/11 \$3B	\$1.5B
Homeless	\$65M	\$70M	\$65M

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Still to Come

- **Race to the Top (\$4.35 billion)**
 - **Phase I: late 2009; \$\$ in early 2010**
 - **Phase II: spring 2010; \$\$ Sept 2010**
- **Investing in Innovation (\$650 mil)**
 - **Guidance late in 2009; awards in 2010**
 - **Possibly two phases**
- **Teacher Incentive Fund (\$200 mil)**
- **Statewide Data Systems (\$250 mil)**
- **Impact Aid Competitive (\$60 mil)**
 - **Late 2009**

Other Funds*

Head Start/Early Head Start Child Care & Dev Block Grant	\$2,100
Department of Health & Human Services http://www.hhs.gov/recovery/	\$2,000
NSF Math & Science Partnerships	\$25
Distance Learning Telemedicine & Broadband Program	\$2,500
Department of Agriculture http://www.usda.gov/wps/portal/arra?navid=USDA_RECOVERY	
NITA Broadband Technology Opportunities Program	\$4,700
http://www.ntia.doc.gov/recovery/index.html	
Training & Employment Services	\$3,950
Work Investment Act – Department of Labor http://www.dol.gov/recovery/#prgms	

*\$ in millions

Budget Request FY 2010

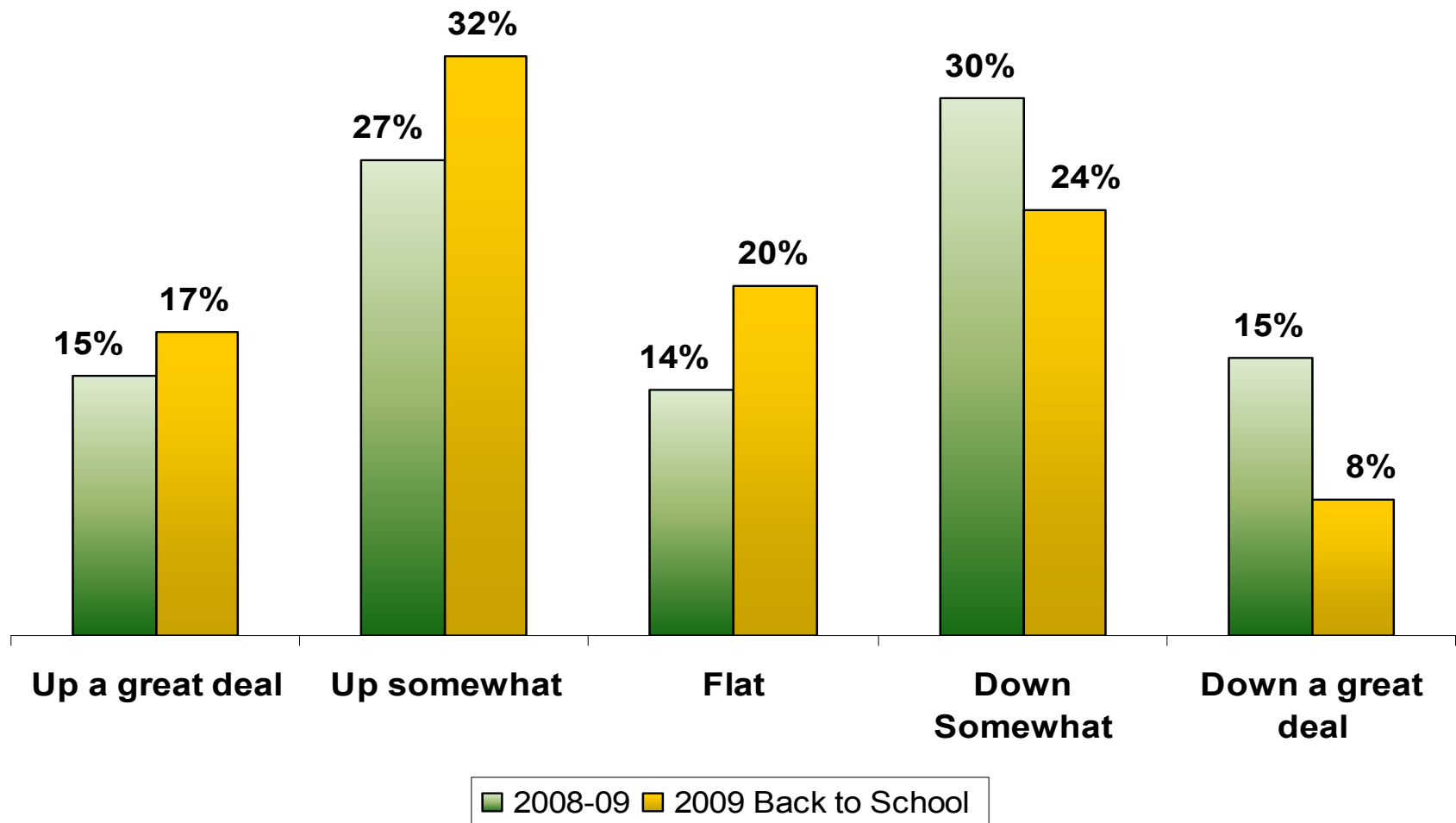
Title I (Disadvantaged)	\$12.9 billion
School Improvement Grants	\$ 1.5 billion
Early Childhood Grants	\$ 500 million
What Works and Innovation Fund	\$ 100 million
State Assessments	\$ 411 million
English Language Acquisition	\$ 730 million
EETT (technology)	\$ 100 million
Charter Schools	\$ 268 million
Early Reading First	\$ 162 million
Striving Readers	\$ 370 million
Improving Teachers Quality	\$ 2.9 billion
21st Century Learning Centers	\$ 1.1 billion
Career, Technical & Adult Ed	\$ 1.2 billion
IDEA (Special Ed)	\$11.5 billion

Assurances

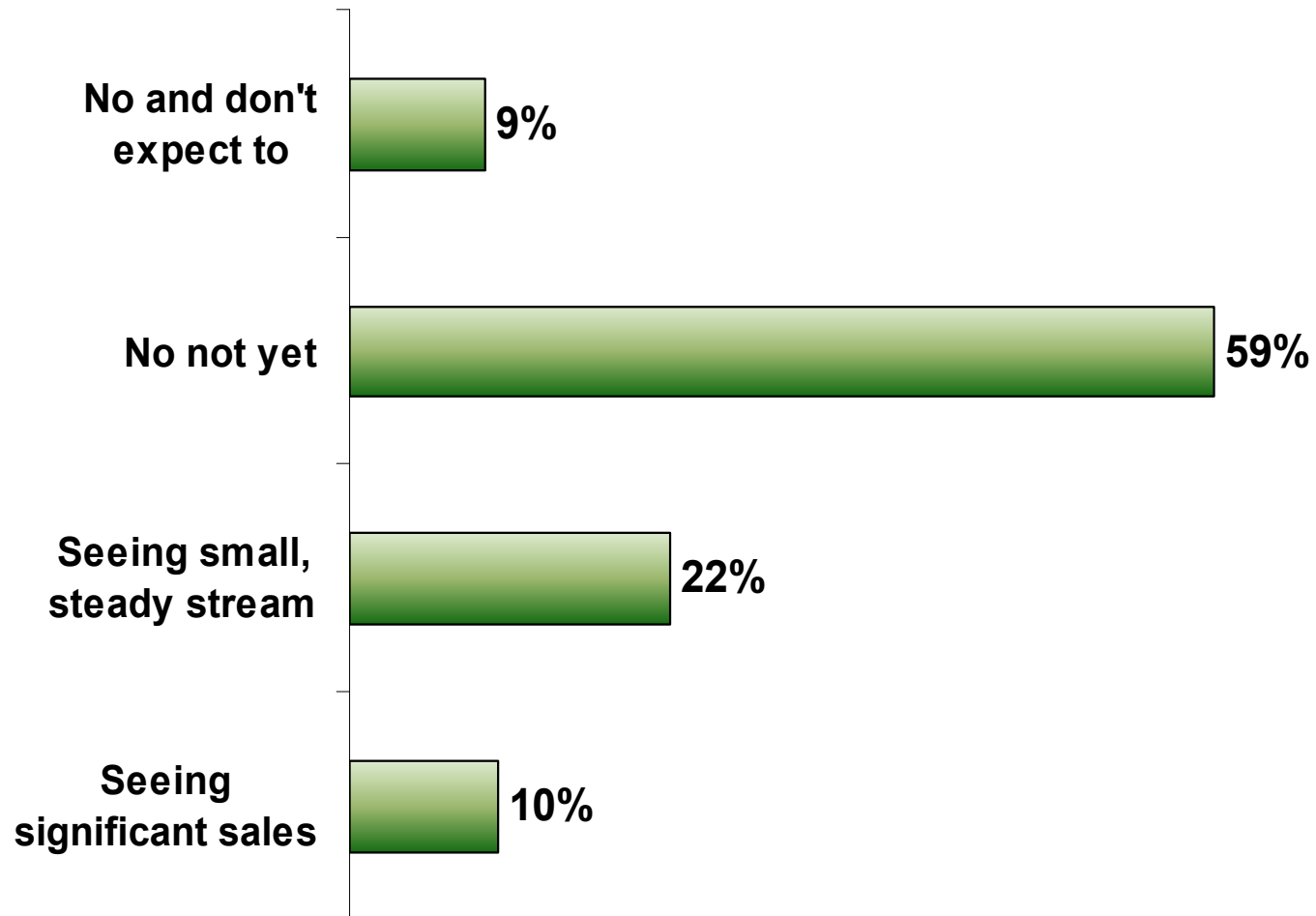
These assurances are referred to throughout the *ARRA* legislation and repeatedly in the guidance documents. States must address:

- **Making progress toward adopting rigorous college- and career-ready standards and high-quality assessments that are valid and reliable for all students**
- **Establishing pre-K-to-college-and-career data systems that track progress and foster continuous improvement**
- **Making improvements in teacher effectiveness and in the equitable distribution of qualified teachers for all students, particularly students who are most in need**
- **Providing intensive support and effective interventions for the lowest-performing schools.**

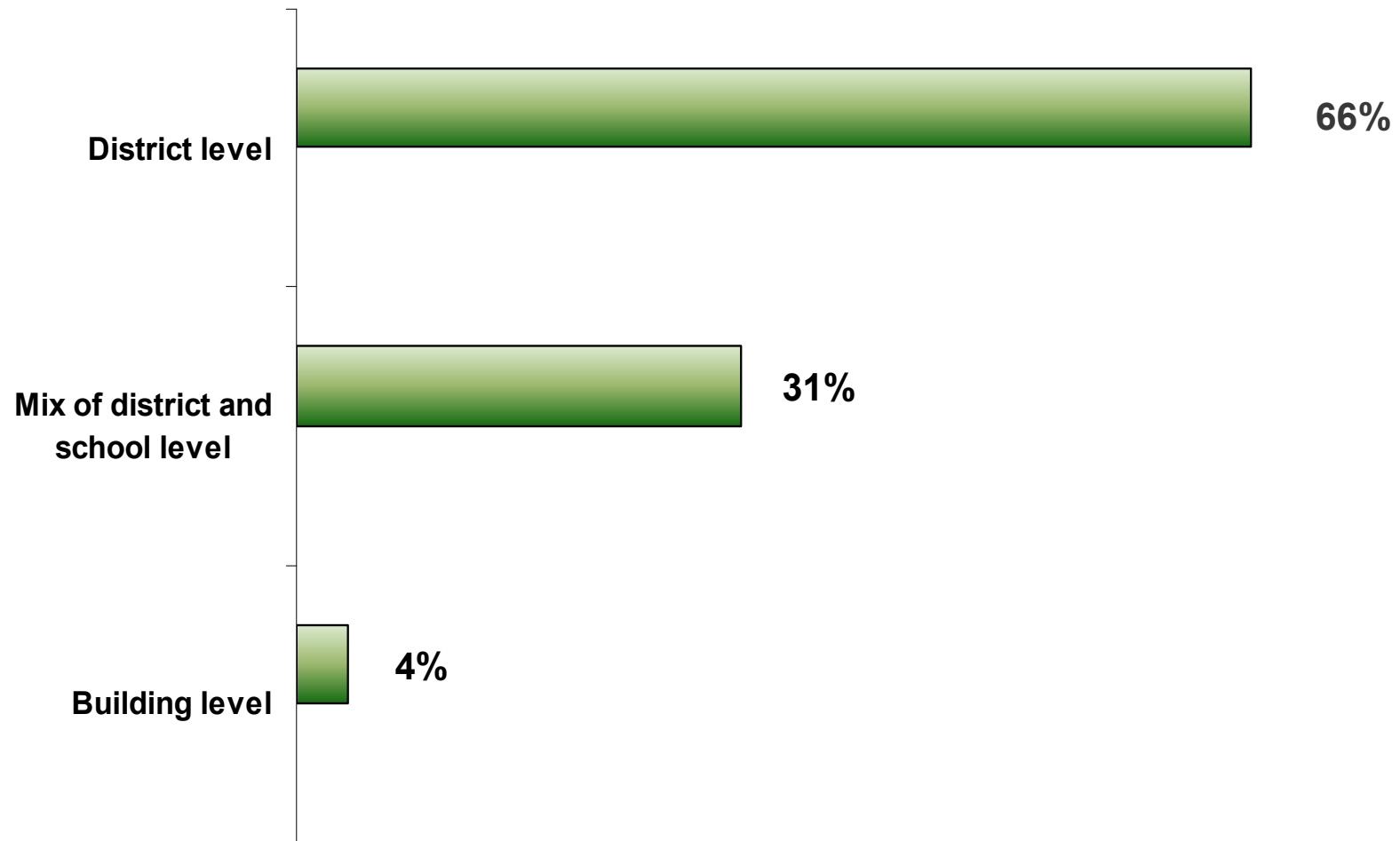
Sales Compared to Year Earlier



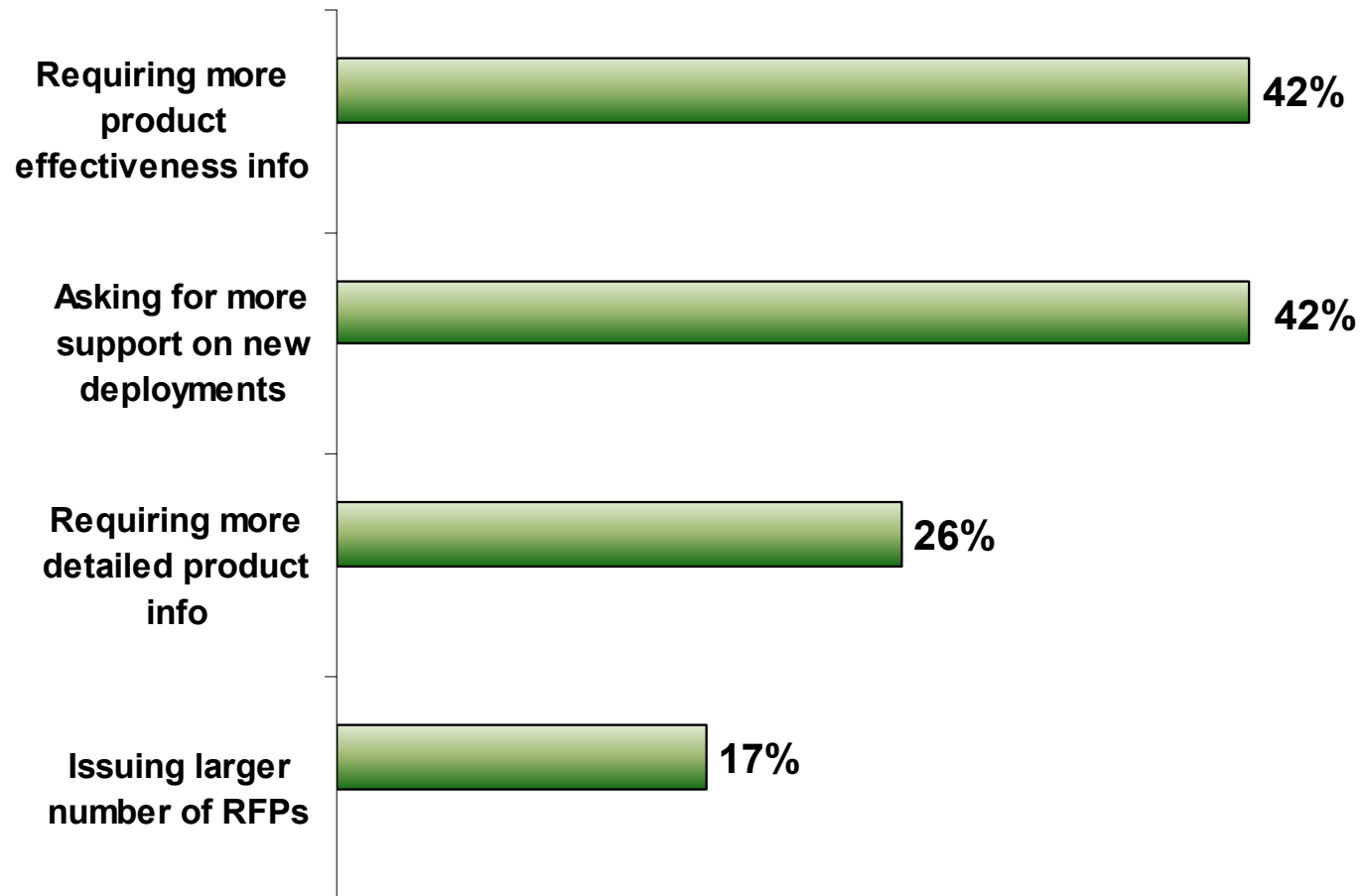
Are You Seeing ARRA Sales?



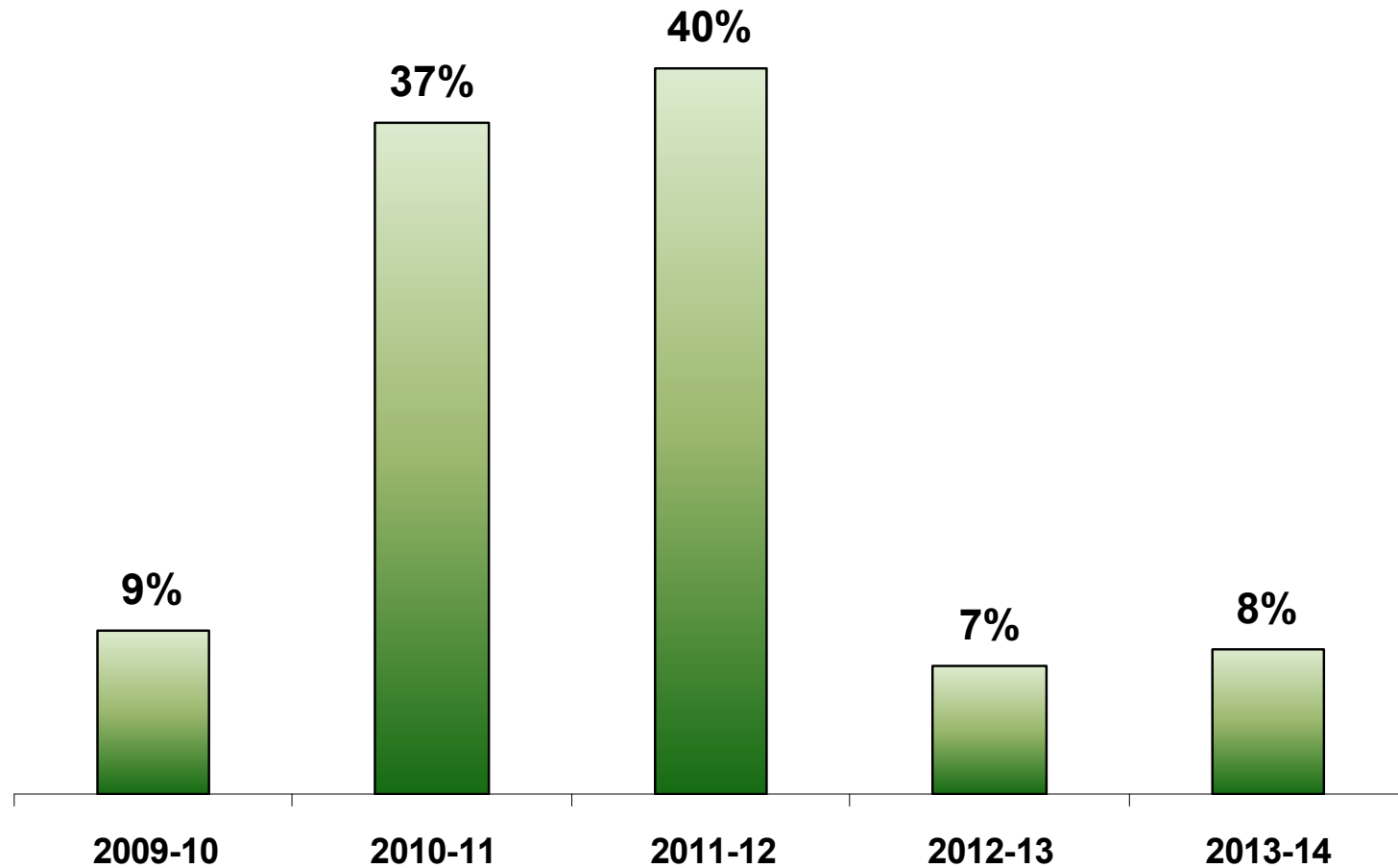
Decision-Making Locus



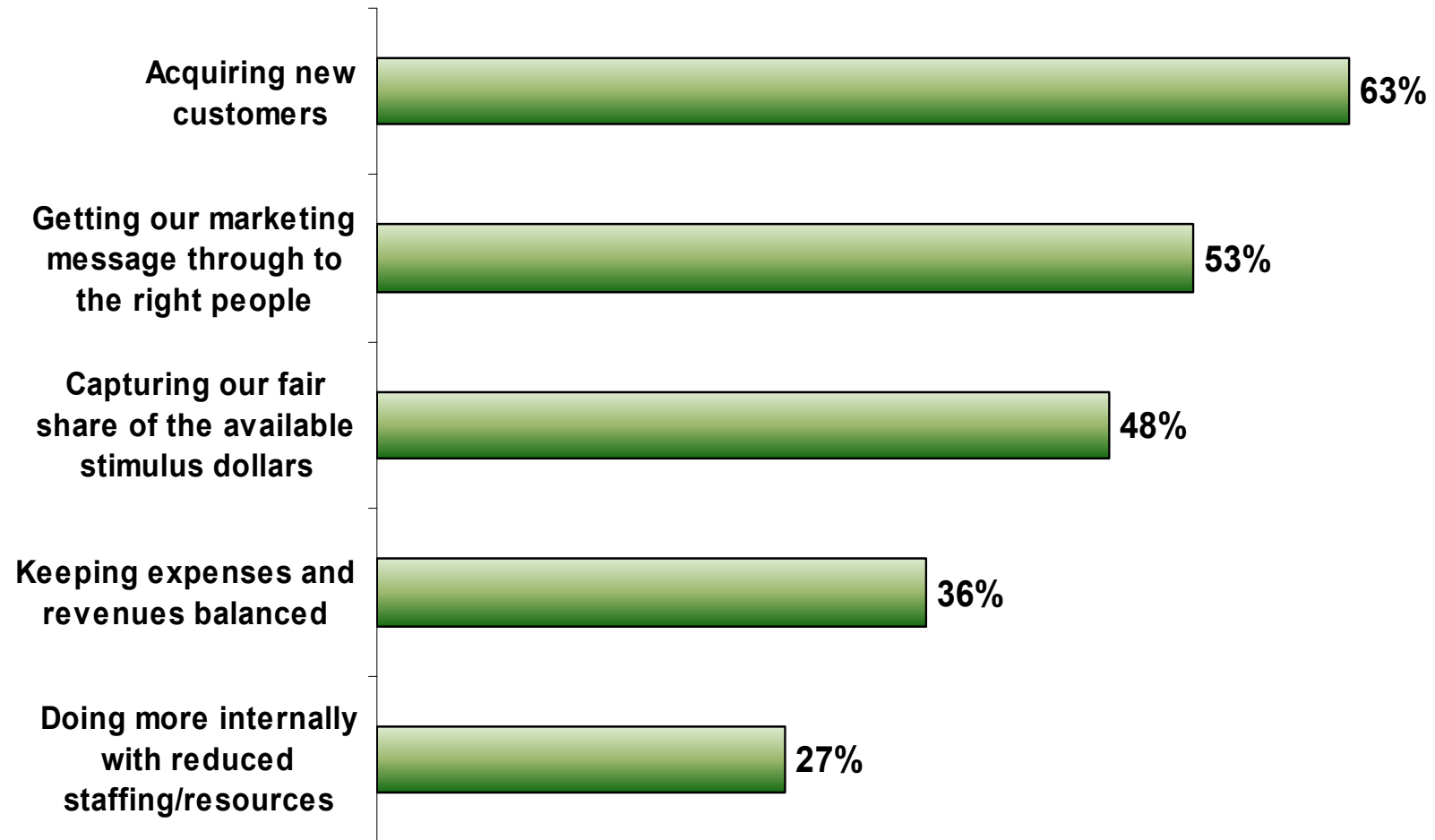
Changes in Purchasing Behavior



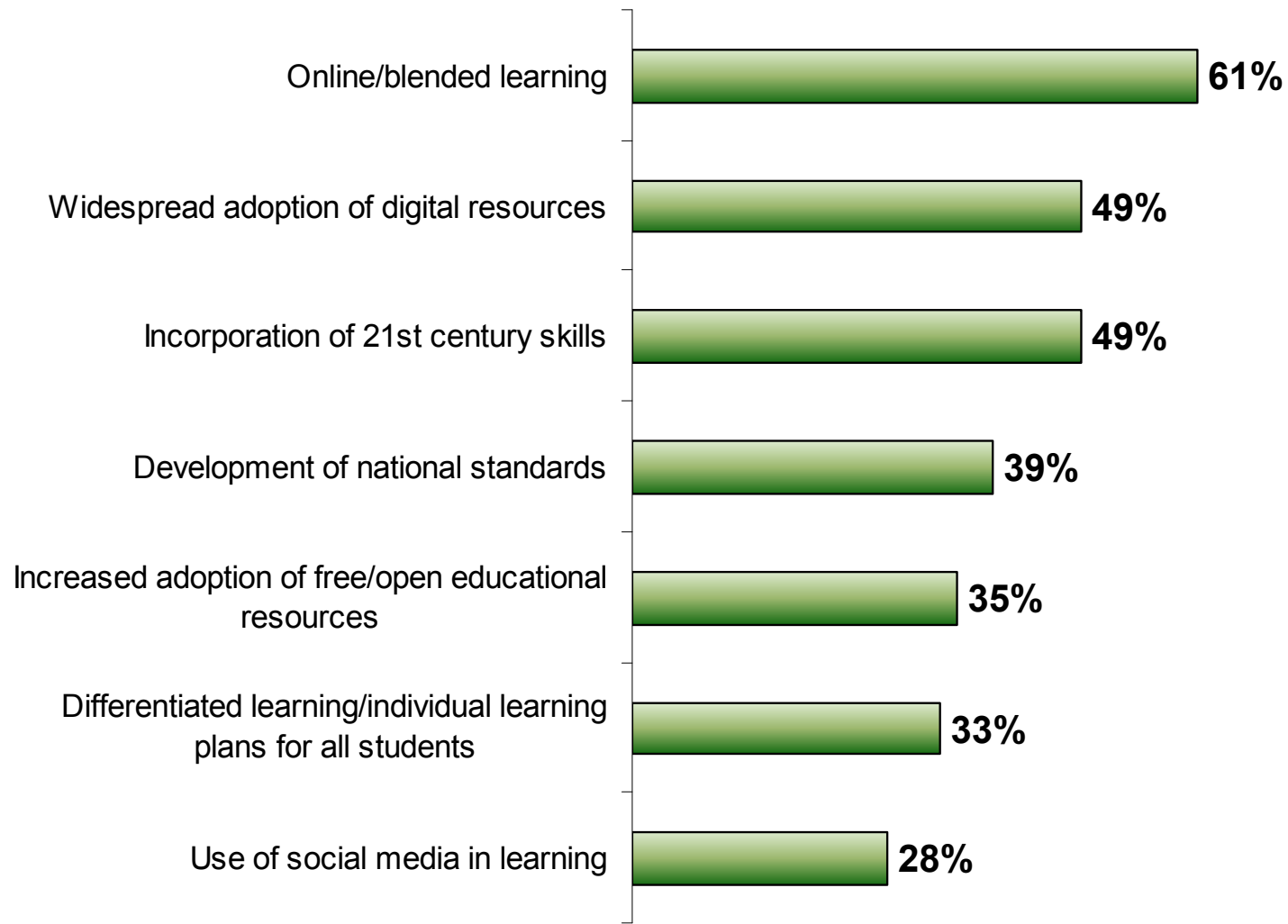
Expected Turnaround



Top Concerns



Top Market Drivers



More Market Drivers '09-'10

- **States opening door for digital with print funding flexibility**
- **Changing concepts of standards**
- **Rethinking social media/student devices**
- **Safety, security, authentication**
- **2008 Higher Ed Act funds for high school students**
- **K-20 taking hold**
- **Pricing pressure**