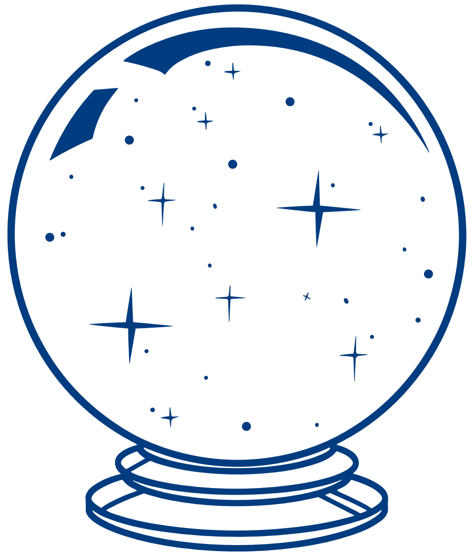
MOAKCASEY™

PROVEN LEADERS ADVANCING TEXAS SCHOOLS

JULY 22, 2026

THE FUTURE OF SCHOOL FINANCE:

REVENUE STRATEGIES FOR SCHOOL DISTRICTS



REGION ONE ESC · STUDENTS FIRST

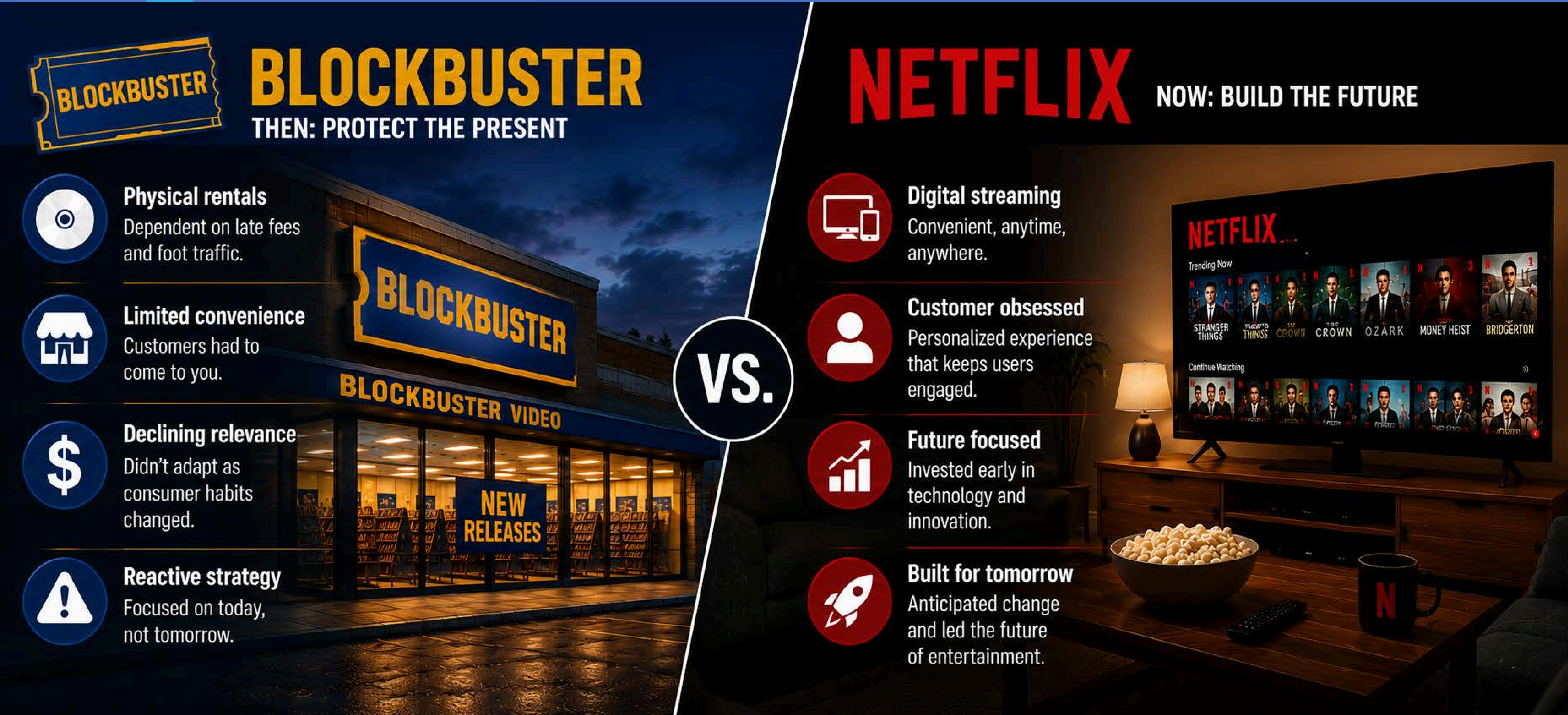
4TH ANNUAL

SCHOOL FINANCE & OPERATIONS

CONFERENCE

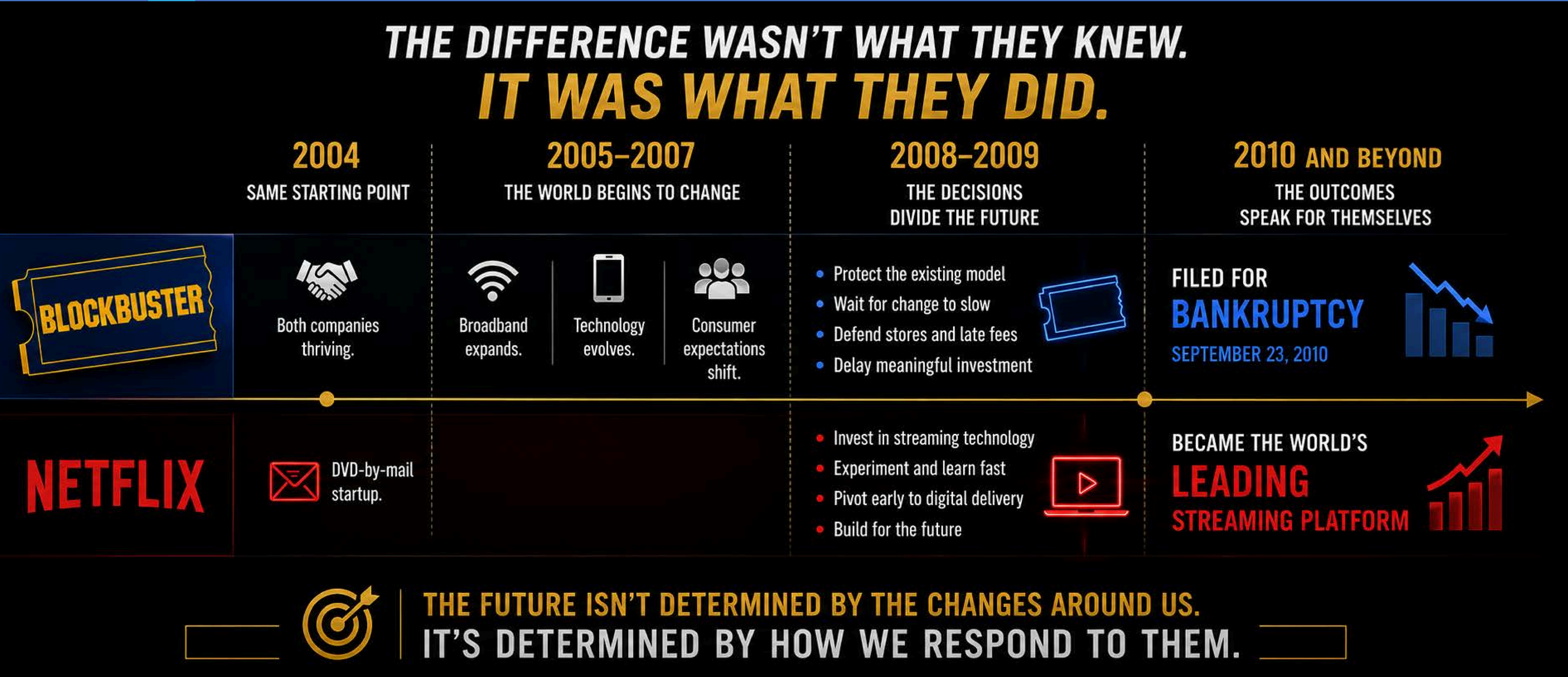
Which Company Would You Invest In?

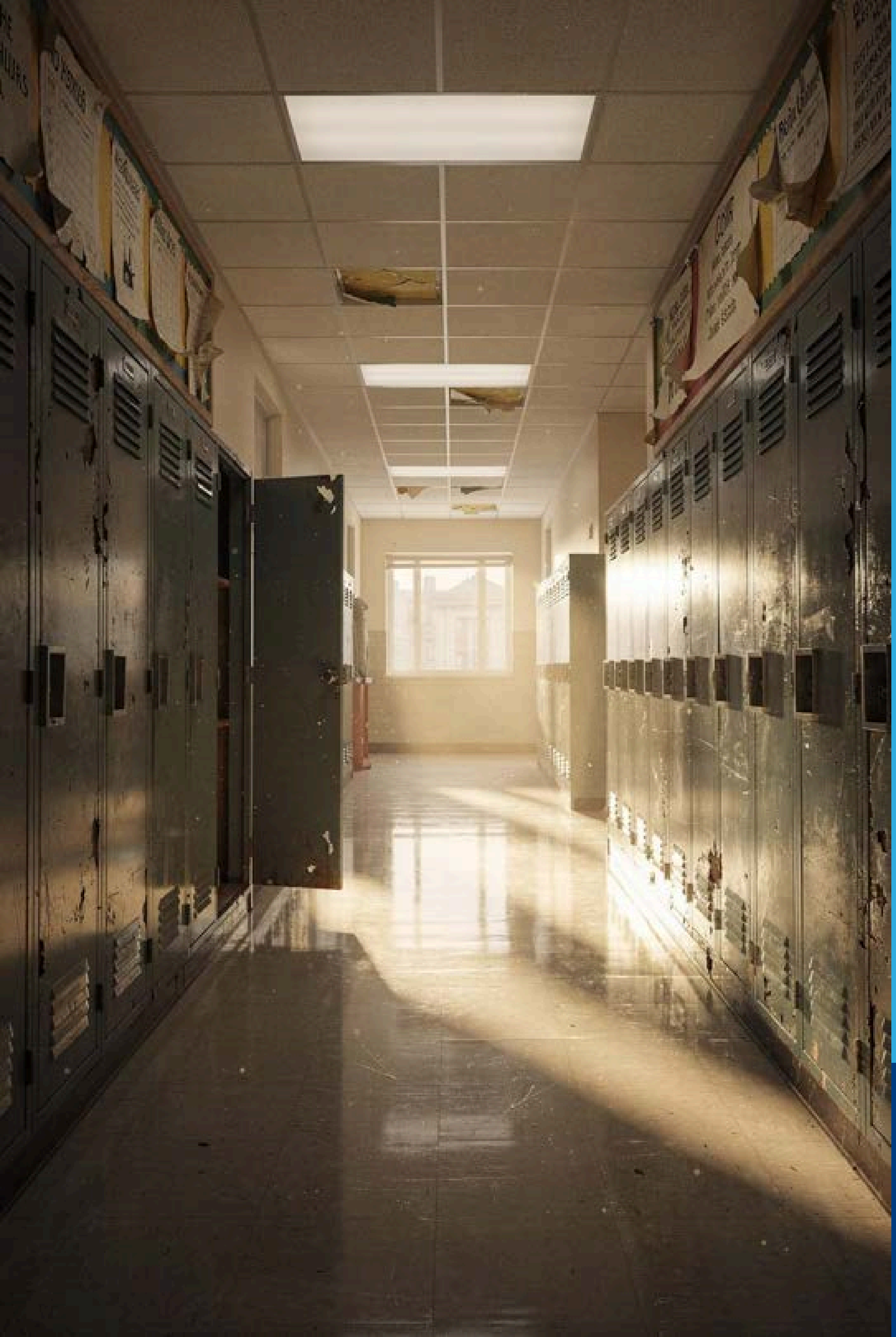
The Customer Began to Change



How Did They Respond?

Adaptability Matters More Than Size or Resources





The Environment Has Changed

Public education is operating in a fundamentally different landscape than it was designed for. The pressures are real, compounding, and accelerating.

Stakeholder Expectations are Changing

Six Forces Reshaping Public Education

So Now What?
What Can Districts Do?

From Surviving to Strategizing

Practical ways to maximize revenue and improve efficiency

A New Approach to School Finance

THE OLD WAY

FOCUS: BALANCE THE BUDGET

BALANCE THE BUDGET
Focus on closing the gap.

↓

CUT COSTS
Reduce wherever possible.

↓

REPEAT
Short-term fixes.
Work within constraints.

TOMORROW

FOCUS: BUILD FINANCIAL CAPACITY

STEWARDSHIP
Be efficient. Spend strategically. Align resources to the mission.

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MAXIMIZE EXISTING REVENUE
Protect what you have. Ensure every formula dollar and available opportunity is earned.

\+

EXPAND RESOURCES
Seek alternative revenue opportunities. Build partnerships. Diversify where appropriate.

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CAPTURE FUNDING OPPORTUNITIES
Maximize grants, reimbursements, and other funding available to you.

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OPTIMIZE OPERATIONS
Improve systems and processes. Increase efficiency and reduce waste.

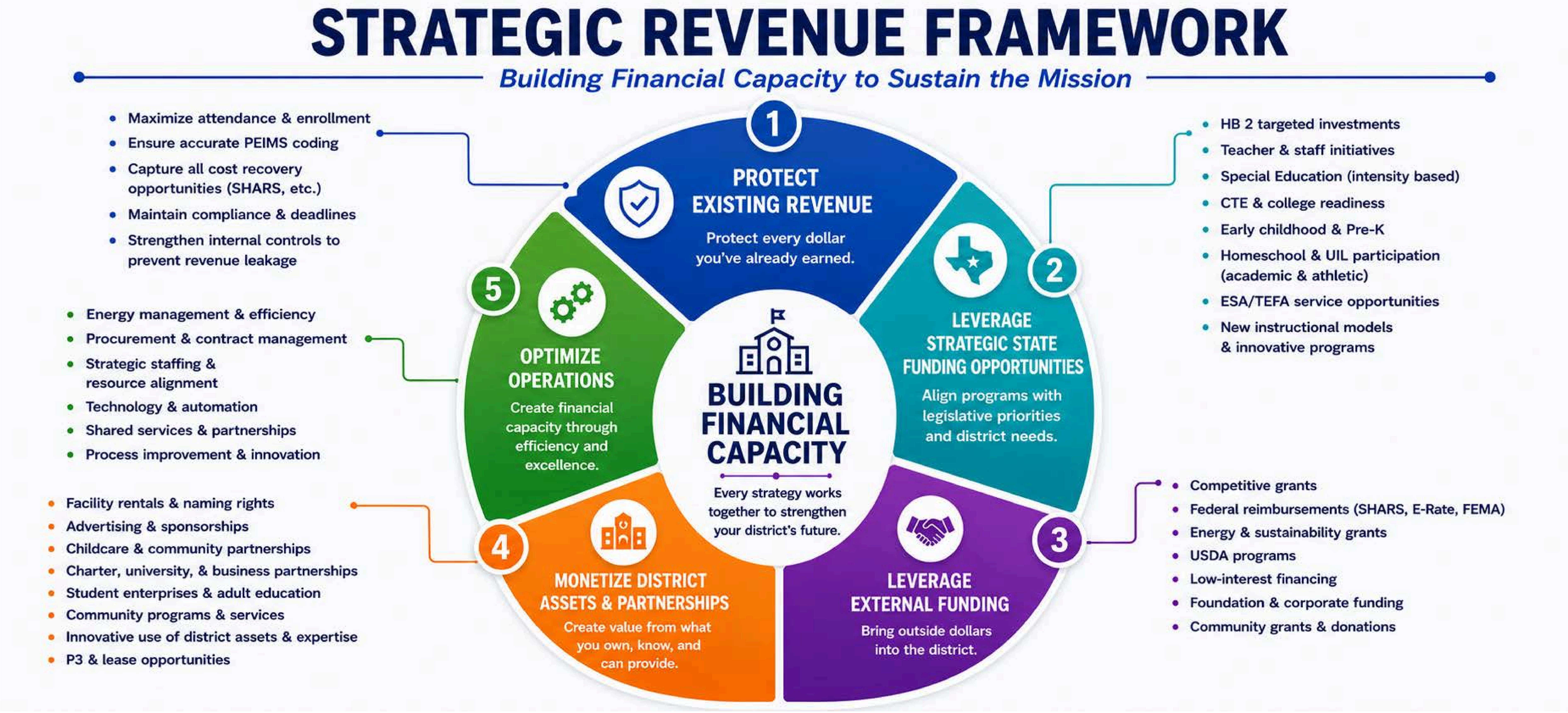
=

LONG-TERM FINANCIAL SUSTAINABILITY
More resources. Stronger mission. Better outcomes for students.

FINANCIAL SUSTAINABILITY ISN'T ACHIEVED BY CUTTING COSTS ALONE.
IT'S ACHIEVED BY COMBINING OPERATIONAL EXCELLENCE WITH INTENTIONAL REVENUE LEADERSHIP.

OUR RESPONSIBILITY IS TWOFOLD: | Be the best steward of every dollar entrusted to us. | Pursue every opportunity to strengthen the resources that support our mission.

Building Financial Capacity



Protect Existing Revenue

1 PROTECT EXISTING REVENUE

Keep every dollar you've already earned.

Protecting existing revenue is the foundation of financial stability. Ensure accuracy, compliance, and accountability to maximize the resources your district is entitled to receive.

KEY AREAS OF FOCUS

Maximize ADA & Attendance
Strong attendance drives funding. Focus on enrollment, retention, and accurate reporting.

Accurate PEIMS Coding
Correct coding ensures the district receives the funding it is entitled to under the foundation school program.

Special Populations
Identify, serve, and document eligible students to capture all available weighted funding.

Medicaid & SHARS
Recover allowable costs for services provided to eligible students.

Grant & Program Compliance
Meet all requirements to secure funding and avoid repayment or penalties.

Internal Controls
Strong controls prevent revenue leakage and ensure funds are tracked and reported accurately.

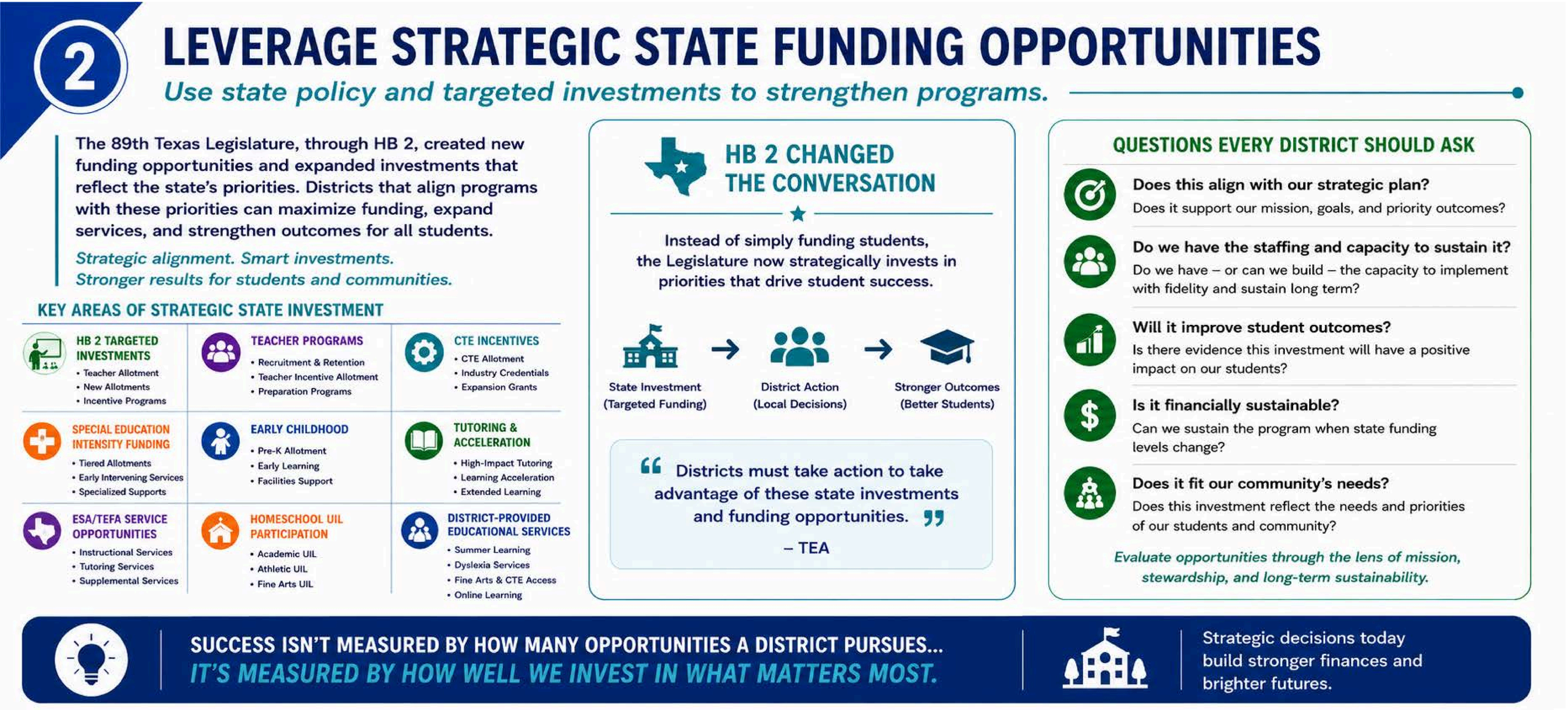
KEY ACTIONS

- Review attendance trends monthly and address gaps quickly.
- Audit PEIMS data regularly and make corrections promptly.
- Ensure special populations are identified and documented.
- Verify eligibility and documentation for Medicaid/SHARS.
- Track grant deadlines and maintain compliance documentation.
- Strengthen internal controls and segregation of duties.

WHY IT MATTERS

Every dollar lost to errors, inefficiencies, or noncompliance is a dollar that cannot be invested in students and staff. Protect what you have so you can build what's next.

Leverage State Funding Opportunities



Leverage External Funding

3 LEVERAGE EXTERNAL FUNDING

Bring outside dollars into the district.

External funding expands opportunities, reduces pressure on local resources, and helps districts innovate, recover, and grow. Strategic pursuit of grants and other external resources strengthens programs and supports students.

Seek funds that align with your mission, build capacity, and create long-term impact.

KEY SOURCES OF EXTERNAL FUNDING

COMPETITIVE GRANTS
- Federal
- State
- Private Foundations
- Local Organizations

FORMULA GRANTS
- Title I, II, III, IV
- IDEA & SPED
- Perkins V (CTE)
- 21st CCLC
- ESSER (if available)

HEALTH & HUMAN SERVICES
- SHARS
- Medicaid
- Behavioral Health
- Mental Health Grants

TECHNOLOGY FUNDING
- E-Rate
- Technology Grants
- Broadband & Connectivity

EMERGENCY & DISASTER FUNDS
- FEMA
- State Disaster Assistance
- Hazard Mitigation

ENERGY & SUSTAINABILITY
- Energy Grants
- Solar & Efficiency Incentives
- Green Projects

FOOD & NUTRITION PROGRAMS
- USDA Programs
- Farm to School
- Summer Meals
- Commodity Programs

FINANCING & INVESTMENT TOOLS
- Low-Intersst Loans
- State Revolving Funds
- Capital Financing

PARTNERSHIP FUNDING
- Business Sponsorships
- Corporate Grants
- Community Foundations
- Public-Private Partners

MORE RESOURCES. MORE POSSIBILITIES. MORE STUDENT SUCCESS.

External funding helps us do more for students, relieves pressure on local dollars, and builds resilience for the future.

Identify Opportunities → Pursue & Secure Funds → Implement Strategically → Expand Impact for Students

LEADERSHIP INSIGHT

External funding should strengthen your long-term strategy—not become your long-term strategy.

LEADERSHIP CHALLENGE

If you doubled your grant funding over the next three years, what would that make possible for your students and staff?

QUESTIONS EVERY DISTRICT SHOULD ASK

What opportunities are we not pursuing today?
What grants, programs, or funding sources could support our priorities?

Do we have the capacity to pursue them?
Do we have the people, systems, and partnerships needed to be successful?

Do these funds align with our mission and strategic goals?
Will they support what matters most for our students?

What is the long-term impact?
Will this funding create sustainable improvement or one-time results?

What are the compliance and reporting requirements?
Do we have the processes in place to manage these funds effectively?

How will we measure success and outcomes?
What metrics will show the impact on students and the district?

Pursue the right funds. Strengthen programs. Expand opportunities for every student.

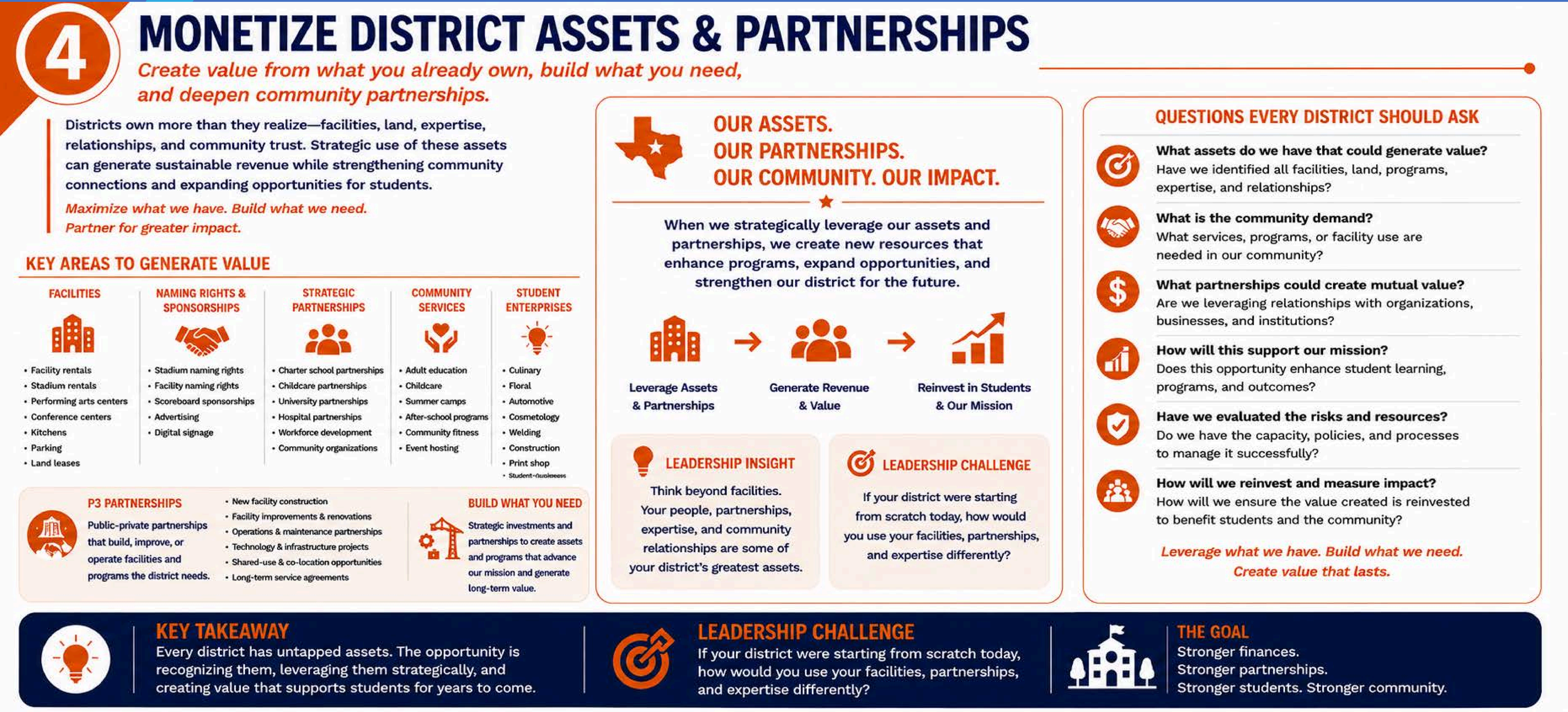
KEY TAKEAWAY

External funding should strengthen your long-term strategy—not become your long-term strategy.

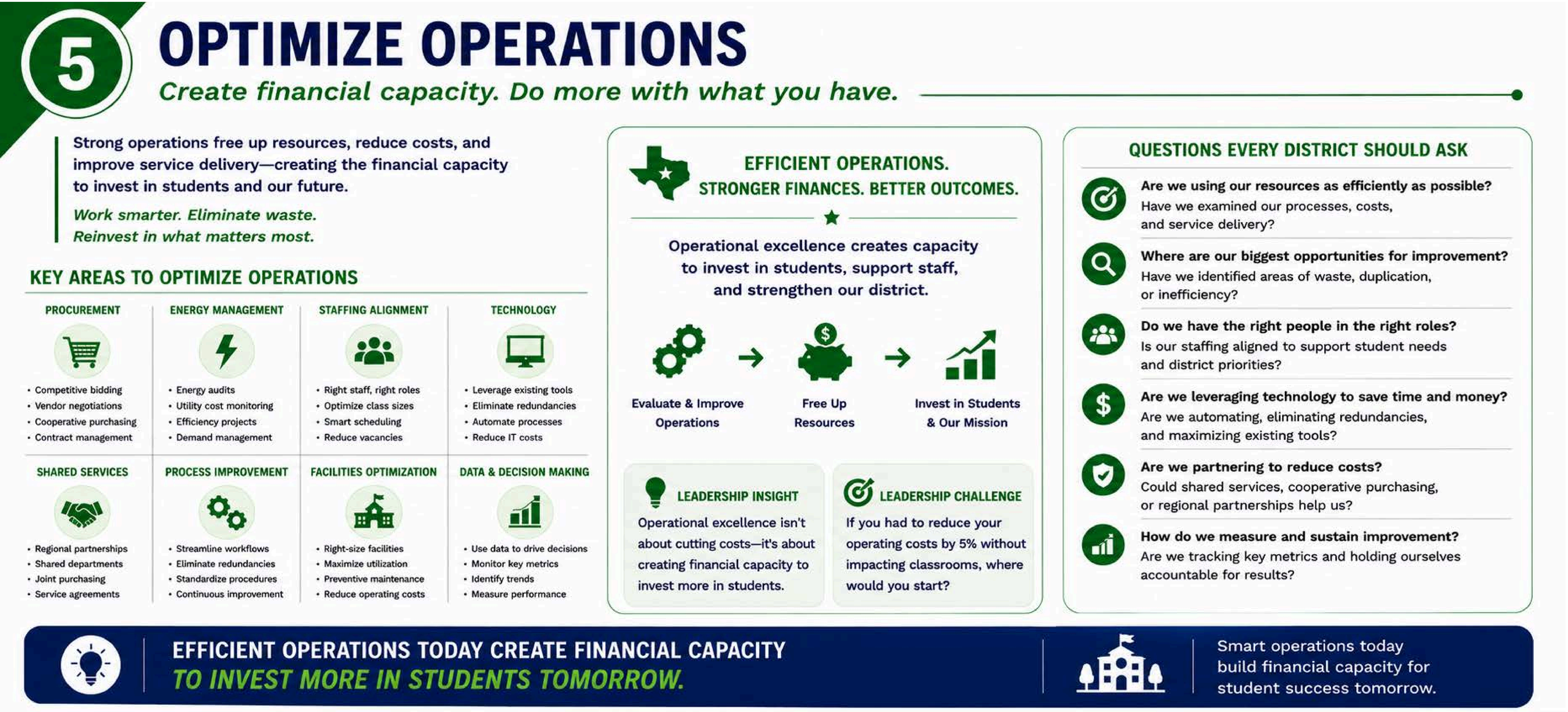
LEADERSHIP CHALLENGE

If you doubled your grant funding over the next three years, what would that make possible for your students and staff?

Expand Revenue Opportunities



Optimize Operations



Thriving in a New Financial Reality

PUBLIC SCHOOLS:
BLOCKBUSTER OR NETFLIX
PIVOTING TOWARD SUSTAINABILITY IN A PERMANENTLY CHANGED ENVIRONMENT
BLOCKBUSTER VIDEO
STORE CLOSING
EVERYTHING MUST GO!
Ignored the warning signs
Relied on the old model
High overhead
Assumed customers would stay
Slow to adapt
Saw the changes early
Reimagined the experience
Lean and agile model
Focused on customer needs
Adapted and kept leading
NETFLIX
Streaming the future.
Anytime. Anywhere.
Play
STRANGER THINGS
THE CROWN
QUEEN'S
GAMBIT
TED LASSO
SPIDER-MAN
NO WAY HOME
OUR PLANET
THE FUTURE OF PUBLIC EDUCATION WILL BELONG TO DISTRICTS WILLING TO PIVOT STRATEGICALLY WHILE STAYING DEEPLY COMMITTED TO STUDENTS, STAFF, AND COMMUNITY.
REGION ONE
SCHOOL FINANCE & OPERATIONS CONFERENCE
JULY 22, 2026

THANK YOU

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