



## How Can We Get These Programs and Products – Budgets Are Tight

Every day we all spend money – what's our ROI on every dollar? What's working? What delivers value and what wastes time and money? If you are an entrepreneur or run a large or small business you will wade through questions like these with your accountant every quarter.

In schools, the measures we look at every quarter seem to be academic grades, test scores, behavior measures and attendance. Each of these aspects of the educational process has costs. What are you spending now and what is that expenditure delivering?

When it's time to make a purchase on something like ExerLearning, FootGaming and the related programs and products – when you know it will work and make a difference for students, scores and teachers – how do you locate the funding in a tight budget?

**We begin by doing the math.** For a start:

FootPOWR peripherals and game software for 150 students taught by a 7<sup>th</sup> grade language arts teacher: **Cost for all 4 stations - \$1400**

Return for students: 4 stations in use during a 50 minute period provide 16 rotations each hour. If the 30% of students least engaged, most often absent (10 students per class) use the stations for 10 minutes X 5 days per week that equals 50 minutes of physical activity for the students who likely need it most.

We find that breaks exactly like this along with **TEAM e3** training that allows the students to lead and manage the FootGaming program throughout various times during the school day reduces their absenteeism by 25% on average.

The US Dept of Education reports there are 7.5 million unexcused absences each school year. This is an alarming waste of school resources and services for the very students who need it most. A critical part of the definition of "at risk" includes unexcused absences. Students who are frequently absent not only miss school but also tend to engage in risky behaviors.

Student absences, especially among the unexcused and frequently absent group, have **significant fiscal impact on a school budget, not to mention that it is a detriment to academic progress .**

In many Districts, student absences cost upwards of \$35 per day. Many at-risk students are absent 1 out of 5 days. In a school year, that is 36 days. If FootGaming programs can reduce that by 25% - you gain 9 additional days of student time. Budgetary value alone is \$315 in attendance funding. Multiply that by the 50 students targeted for the FootGaming intervention in the school year. The savings could exceed \$15,750.

**Imagine your glee if a personal investment of \$1500 returned \$15,000**

That's not the only value a school can gain:

- Reduced negative behavior and the time teachers spend in class dealing with that (what if there was just a 25% reduction in talking, wiggling, acting out, inattention or skipping class)
- Increased focus and productivity – how much additional attention and completed assignments per student would be worth the \$30 annual per targeted student cost for the FootGaming program?
- Targeted students can deliver service learning value to peers, teachers and to a faculty Wellness program
- Attitude and self-confidence – what is the value of these attributes to your most challenged and challenging students?
- After school use of the FootGaming program delivers extended value
- TEAM e3 processes allow for “Program Management Credits” students value. These credits can be earned for contracted achievement in attendance, class performance and productivity and attainment of skill levels.

Even though the FootPOWR peripherals and other FootGaming products deliver physical activity, fitness and balance training, they are technology tools and deliver academic benefits. They can be purchased with technology, Title I, SES, NCLB and similar budgets.

**We can help you plan for innovative student success.**

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