



Tom Grady, *Chair*  
Ben Gibson, *Vice Chair*  
*Members*  
Monesia Brown  
Marva Johnson  
Ryan Petty  
Joe York

January 11, 2022

Step Up For Students  
Attn: Doug Tuthill  
4655 Salisbury Road, Suite 400  
Jacksonville, Florida 32256

Dear Mr. Tuthill:

Thank you for submitting an application to operate as a Scholarship Funding Organization for the purpose of administering the Florida Tax Credit, Reading, Hope and Family Empowerment Scholarship Programs for the 2022-23 school year. Pursuant to section 1002.395(15), Florida Statutes, the Office of Independent Education and Parental Choice, in consultation with the Department of Revenue and the Office of the Chief Financial Officer, conducted a full and complete review of your application and determined that it met the requirements set forth in section 1002.395(15), Florida Statutes, and will recommend that the State Board of Education approve your application at the February 2022 meeting.

Thank you for your continued participation in Florida's educational choice programs. If you have any additional questions, please contact Dr. Dakeyan Graham at 850-245-0502.

Sincerely,

Richard Corcoran

RC/rst

cc: Dakeyan Graham, PhD, Executive Director, Office of Independent Education & Parental Choice



**2022 - 2023 SFO Renewal Application**



August 25, 2021

Mr. Richard Corcoran  
Commissioner of Education  
Office of the Commissioner  
Turlington Building, Suite 1514  
325 West Gaines Street  
Tallahassee, FL 32399

Dear Commissioner Corcoran:

We respectfully submit our application to serve as a Scholarship Funding Organization in 2022-23 under ss. 1002.394, 1002.395, 1002.40, and 1002.411, Florida Statutes, and look forward to answering any questions you may have.

Step Up For Students served 99,377 of Florida's most economically disadvantaged students on the Florida Tax Credit Scholarship Program last year. The average household income was 24 percent above poverty, and more than two-thirds of the students were Black or Hispanic and more than half lived with a single parent or guardian. The department's researcher has reported that these students were the lowest academic achievers from the public schools they left behind and that they are continuing to achieve the same annual standardized test score gains as students of all income levels nationally.

In addition to the Florida Tax Credit Scholarship Program, Step Up For Students served 17,532 students with unique abilities on the Gardiner Scholarship Program, 256 students through the Hope Scholarship Program, 4,964 students through the Reading Scholarship Accounts program and 20,521 through the Family Empowerment Scholarship Program.

Your department should take pride in the breadth of learning options that Florida and its school districts provide to parents. We remain dedicated to assuring the FTC Scholarship Program, Family Empowerment Scholarship Program, Hope Scholarship Program, and Reading Scholarship Accounts, are administered faithfully and transparently. We welcome your feedback as we work to serve Florida students.

Sincerely,

A handwritten signature in black ink that reads "Doug Tuthill".

Doug Tuthill  
President

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[www.stepupforstudents.org](http://www.stepupforstudents.org)

**ST. PETERSBURG OFFICE • 1901 Ulmerton Road, Suite 180, Clearwater, FL 33762 • 813.258.2700**  
**JACKSONVILLE OFFICE • 4655 Salisbury Road, Suite 400, Jacksonville, FL 32256 • 904.247.6033**

**Step Up For Students  
Participation Renewal For Scholarship Funding Organization  
Table of Contents**

<b>Signed IEPC SFO-2 Form .....</b>	<b>1</b>
<b>IRS Determination Letter as a 501(C)3.....</b>	<b>4</b>
<b>Organization’s Incorporation and Registration with the Florida Division of Corporations....</b>	<b>6</b>
<b>Level 2 Criminal Background Screening Result.....</b>	<b>11</b>
<b>Description of Financial Plan, Including Cash Flow Sufficiency.....</b>	<b>12</b>
<b>Geographic Regions Served and Analysis of the Demand and Unmet Need .....</b>	<b>15</b>
<b>Organization Chart.....</b>	<b>16</b>
<b>Criteria and Methodology for Eligibility, Descriptions of Fees, Deadlines, and Payments..</b>	<b>17</b>
<b>Conflict of Interest &amp; Whistleblower Policies.....</b>	<b>28</b>
<b>Surety Bond .....</b>	<b>34</b>
<b>IRS Form 990 for the Year Ended June 30, 2019.....</b>	<b>38</b>
<b>Statutorily Required Audit to the Department of Education and Auditor General.....</b>	<b>91</b>
<b>Annual Report on Student Demographics and Scholarship Funds.....</b>	<b>124</b>
<b>Detailed Accounting on Administrative Funds.....</b>	<b>161</b>

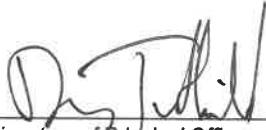


- A description of your organization's financial plan that demonstrates sufficient funds to operate throughout the school year
- A description of the geographic region that the organization intends to serve and an analysis of the demand and unmet need for eligible students in that area
- The organization's organizational chart
- A description of the criteria and methodology that the organization will use to evaluate scholarship eligibility
- A description of the application process, including deadlines and any associated fees
- A description of the deadlines for attendance verification and scholarship payments
- A copy of the organization's policies on conflict of interest and whistleblowers
- A surety bond or letter of credit in an amount equal to the amount of the undisbursed donations held by the organization based on the annual report provided to the Auditor General and the Department of Education and conducted by an independent certified public accountant (s.1002.395(6)(m), F.S.). The amount of the surety bond or letter of credit must be at least \$100,000.00, but no more than \$25 million
- The organization's completed IRS Form 990 (due no later than November 30)
- A copy of the statutorily required audit to the Department of Education and Auditor General
- An annual report that includes the number of students who completed applications, by county and by grade, the number of students who were approved for scholarships, by county and by grade, and the number of students who received funding for scholarships within each category, by county and by grade, as well as the amount of funds received, the amount of funds distributed in scholarships, and an accounting of remaining funds and the obligations of those funds
- A detailed accounting of how the organization spent the administrative funds, *if applicable*

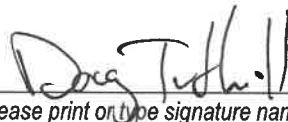
**PLEASE RESPOND TO THE FOLLOWING QUESTIONS:**

- I have read and agree to comply with Florida Administrative Code 6A-6.0960 related to the Florida Tax Credit Scholarship Program
- I have read and agree to comply with Florida Statutes Section 1002.385, Section 1002.395, Section 1002.40 and Section 1002.411, if applicable
- I will notify the Department of Education within 7 days if personal or corporate bankruptcy is filed within the next year
- I have not filed for personal or corporate bankruptcy in a corporation of which I owned more than 20 percent in the last 7 years

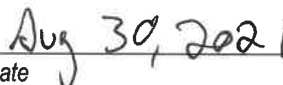
**I HEREBY ATTEST THAT AS THE PRINCIPAL OFFICER OF THE ABOVE NAMED SCHOLARSHIP FUNDING ORGANIZATION ALL OF THE DOCUMENTATION SUBMITTED AND INFORMATION PROVIDED AS A RESULT OF THIS FORM IS TRUE AND CORRECT.**



Signature of Principal Officer

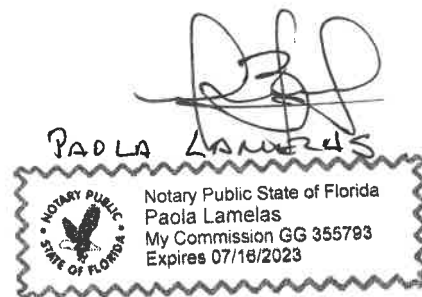


Please print or type signature name



Date

NOTARIZATION ENCOURAGED



**FOR DOE PURPOSES ONLY:**

Date Received: \_\_\_\_\_

Received by: \_\_\_\_\_

Action: \_\_\_\_\_

\_\_\_\_\_

Authorization: \_\_\_\_\_ Date: \_\_\_\_\_

SFO Notified: \_\_\_\_\_ DOR Notified: \_\_\_\_\_ DABT Notified: \_\_\_\_\_

*NOTE: Section 1002.395, F.S., requires the Department of Education to annually notify the Department of Revenue and the Division of Alcoholic Beverages and Tobacco of the Department of Business and Professional Regulation with a list of eligible Scholarship Funding Organizations by March 15<sup>th</sup>.*



Department of the Treasury  
Internal Revenue Service

P.O. Box 2508, Room 4010  
Cincinnati OH 45201

In reply refer to: 4077556534  
Aug. 12, 2011 LTR 4168C 0  
59-3649371 000000 00

00025515  
BODC: TE

STEP UP FOR STUDENTS INC  
% JOHN F KIRTLEY  
337 S PLANT AVE  
TAMPA FL 33606-2325



008932

Employer Identification Number: 59-3649371  
Person to Contact: SHARON LENARD  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your July 18, 2011, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in July 2000.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Please refer to our website [www.irs.gov/eo](http://www.irs.gov/eo) for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code on our website beginning in early 2011.




4077556534  
Aug. 12, 2011 LTR 4168C 0  
59-3649371 000000 00  
00025516

STEP UP FOR STUDENTS INC  
% JOHN F KIRTLEY  
337 S PLANT AVE  
TAMPA FL 33606-2325

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely yours,



Cindy Thomas  
Manager, EO Determinations

# N00000001090

Wilson W. Wright  
Requestor's Name

217 South Adams Street  
Address

Tallahassee, FL 32301 224-5169  
City/State/Zip Phone #

Office Use Only

00 FEB 18 AM 10:11

SECRETARY OF STATE  
TALLAHASSEE, FLORIDA

APPROVED  
AND  
FILED

**CORPORATION NAME(S) & DOCUMENT NUMBER(S), (if known):**

- The National Education Development Fund, Incorporated  
(Corporation Name) (Document #)
- \_\_\_\_\_  
(Corporation Name) (Document #)
- \_\_\_\_\_  
(Corporation Name) (Document #)
- \_\_\_\_\_  
(Corporation Name) (Document #)

- Walk in       Pick up time \_\_\_\_\_       Certified Copy
- Mail out       Will wait       Photocopy       Certificate of Status

NEW FILINGS	
<input type="checkbox"/>	Profit
<input checked="" type="checkbox"/>	NonProfit
<input type="checkbox"/>	Limited Liability
<input type="checkbox"/>	Domestication
<input type="checkbox"/>	Other

AMENDMENTS	
<input type="checkbox"/>	Amendment
<input type="checkbox"/>	Resignation of R.A., Officer/ Director
<input type="checkbox"/>	Change of Registered Agent
<input type="checkbox"/>	Dissolution/Withdrawal
<input type="checkbox"/>	Merger

OTHER FILINGS	
<input type="checkbox"/>	Annual Report
<input type="checkbox"/>	Fictitious Name
<input type="checkbox"/>	Name Reservation

REGISTRATION/ QUALIFICATION	
<input type="checkbox"/>	Foreign
<input type="checkbox"/>	Limited Partnership
<input type="checkbox"/>	Reinstatement
<input type="checkbox"/>	Trademark
<input type="checkbox"/>	Other

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-02/18/00--01020--025  
\*\*\*\*\*78.75 \*\*\*\*\*78.75

*will wait*

Examiner's Initials

*2-18-00 7-3*

**ARTICLES OF INCORPORATION  
OF  
THE NATIONAL EDUCATION DEVELOPMENT FUND, INCORPORATED**

**ARTICLE I NAME**

The name of the corporation shall be:  
**THE NATIONAL EDUCATION DEVELOPMENT FUND, INCORPORATED**

00 FEB 18 AM 10:11  
SECRETARY OF STATE  
TALLAHASSEE FLORIDA

APPROVED  
AND  
FILED

**ARTICLE II PRINCIPAL OFFICE**

The principal place of business and mailing address of this corporation shall be:

601 North Ashley Drive, Suite 500  
Tampa, Florida 33602

**ARTICLE III PURPOSE(S)**

The corporation shall be a not-for-profit entity and no economic benefit shall accrue to any member of this corporation. The corporation is being formed for the purpose of providing economic and other assistance (usually acting as an intermediary) to private schools (as opposed to public schools operated by a school system) which carry out their educational missions from physical facilities located in inner city areas of municipalities located throughout the United States and which are also, in large part, not-for-profit institutions.

**ARTICLE IV MANNER OF ELECTION OF DIRECTORS**

The corporation's affairs and its assets shall be carried out and maintained by a Board of Directors having not less than one nor more than seven members. The members of the Board of Directors shall be elected annually in January of each year by the majority vote of the members of the corporation, each member being entitled to one vote. Cumulative voting shall not be permitted in the election of directors. Vacancies occurring on the Board of Directors may be filled, until the next election of directors, by appointment by virtue of majority action of the then members of the Board of Directors. Members of the Board of Directors of the corporation need not be members of the corporation.

ARTICLE V INITIAL REGISTERED AGENT AND STREET ADDRESS

The name and Florida street address of the initial registered agent are:

WILLIAM T. KIRTLEY, Esq.  
2940 South Tamiami Trail  
Sarasota, Florida 34239

ARTICLE VI INCORPORATOR

The name and address of the Incorporator to these Articles of Incorporation are:

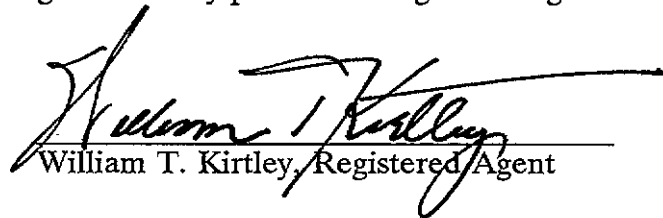
WILLIAM T. KIRTLEY, Esq.  
2940 South Tamiami Trail  
Sarasota, Florida 34239

IN WITNESS WHEREOF, these Articles of Incorporation have been executed as of the 16th day of February, 2000.

  
\_\_\_\_\_  
William T. Kirtley, Incorporator

Having been named as registered agent and to accept service of process for the above stated corporation at the place designated in this certificate, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relating to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.

Dated: February 16, 2000

  
\_\_\_\_\_  
William T. Kirtley, Registered Agent



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Return to Detail Screen](#) /

[Return to Detail Screen](#)

### Events

#### STEP UP FOR STUDENTS, INC.

**Document Number** N00000001090  
**Date Filed** 02/18/2000  
**Effective Date** None  
**Status** Active

Event Type	Filed Date	Effective Date	Description
AMENDMENT AND NAME CHANGE	01/06/2011		OLD NAME WAS : THE FLORIDA SCHOOL CHOICE FUND, INCORPORATED
AMENDMENT AND NAME CHANGE	06/01/2000		OLD NAME WAS : THE NATIONAL EDUCATION DEVELOPMENT FUND, INCORPORATED

[Return to Detail Screen](#)

# *State of Florida*

## *Department of State*

I certify from the records of this office that STEP UP FOR STUDENTS, INC. is a corporation organized under the laws of the State of Florida, filed on February 18, 2000.

The document number of this corporation is N00000001090.

I further certify that said corporation has paid all fees due this office through December 31, 2021, that its most recent annual report/uniform business report was filed on February 4, 2021, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capital, this  
the Eighteenth day of August,  
2021*



*Randy Be*  

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*Secretary of State*

Tracking Number: 0404438630CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

## **Step Up For Students**

### **Level 2 Background Screening Results for Operators and Owners**

The background screenings for all owners and operators are satisfactory and are on file with the Florida Department of Law Enforcement. Step Up For Students' officers are Doug Tuthill, Joe Pfountz, Gina Lynch, Lesley Searcy and Anne White.

**Step Up For Students, Florida Only**  
**3 Year Plan - Income Statement by Category**

Each Year, Step Up For Students prepares a detailed three year projection of its revenues and expenses. The income statement for the SFO application year is highlighted. Each year's budget targets a net operating margin between 1 - 4% and provides for capital investment to support future growth and stability of the programs.

The senior leadership team participates in the budgeting process and the board of directors reviews and approves the budgets before the beginning of each fiscal year. Monthly financial results are published and shared with the senior leadership team and board of directors, allowing for timely corrective action when needed. Additionally, to prepare for the unknown and to account for potential risk, a contingency budget is captured within the budget process, and unforeseen expenditures are managed through this budget item. The contingency is reflected in the 'other' line item.

Our revenue sources include administrative allowance from the FTC, FES Income Based, FES Special Needs, Hope and Reading programs. Each program's revenue and expenses are accounted for separately in the general ledger via fund accounting, and separate bank accounts are maintained for each program's scholarship funds. For FTC, Hope, and Reading programs, we recognize an administrative allowance of 3% of all scholarships funded. For FES and Special Needs we recognize an administrative allowance of 2.5%. These administrative allowances are used to fund operating expenses related to administering the programs which include application and reimbursement processing costs. Additionally, we have planned grant income which provides funding for additional advocacy initiatives that will help to broaden awareness of the program. The last revenue source is included in 'other income', and is related to our philanthropic efforts, where we plan to fundraise non-tax credit donations which can be used on expenditures that further the mission of the organization.

<b>Fundraising Cap</b>	<b>\$874M</b>	<b>\$874M</b>	<b>\$874M</b>
------------------------	---------------	---------------	---------------

12 Months ending June 30, 2022			
	2022 Operating Budget	2023 Annual Plan	2024 Annual Plan
<b>Operating Revenues</b>			
Florida Tax Credit Administrative Allowance	20,841,833	15,388,231	12,453,475
FES - Income	10,390,739	21,669,734	33,690,236
FES - Special Needs	4,746,655	12,524,575	13,614,419
Grants	285,000	300,000	300,000
Hope Scholarship	130,841	142,891	158,499
Reading	97,950	98,700	99,450
Other Income	473,363	487,564	511,942
<b>Total Revenues</b>	<b>\$36,966,381</b>	<b>\$50,611,695</b>	<b>\$60,828,021</b>

	2022 Operating Budget	2023 Annual Plan	2024 Annual Plan
<b>Operating Expenses</b>			
Salaries, wages and benefits	23,113,489	30,025,984	35,838,697
Occupancy	473,180	487,375	501,997
Insurance	322,756	441,894	531,094
Voice and data	1,779,827	2,686,810	3,478,698
Travel	492,189	673,870	809,895
Dues, Fees & Subscriptions	802,107	842,212	884,323
Professional Services	789,000	1,178,450	1,237,373
Marketing/Advertising	868,298	1,400,000	1,600,000
Contract Services	2,530,329	3,353,529	4,433,076
Equipment	47,050	198,462	204,415
Postage & Delivery	72,171	74,336	76,566
Printing & Reproduction	124,845	170,929	205,432
Software Licenses	546,271	759,175	912,420
Conferences & Seminars	115,310	149,795	178,794
Training	135,164	139,219	143,395
Employee Recruitment	130,950	170,113	203,045
Sponsorship/Tradeshows	140,142	191,872	230,603
Bank Fees	387,561	530,559	637,656
Milestone and Company Events	28,100	28,943	29,811
Interest Expense	16,752	20,000	20,000
Supplies	143,493	186,407	222,494
Depreciation	1,585,278	2,000,000	2,400,000
Other	758,413	1,500,000	1,500,000
<b>Total Operating Expenses</b>	<b>\$35,402,675</b>	<b>\$47,209,935</b>	<b>\$56,279,783</b>

<b>Net Income/(Loss)</b>	<b>\$1,563,706</b>	<b>\$3,401,760</b>	<b>\$4,548,238</b>
<b>Net Income % of Revenue</b>	4.2%	6.7%	7.5%

<b>Capital expenditure</b>	<b>\$2,792,606</b>	<b>\$3,000,000</b>	<b>\$3,600,000</b>
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**Step Up For Students  
Operational Cash Flow 2022 Plan**

The financial planning process includes operational cashflow projections. Cash on hand is approximately 77 days of expenses at June 30, 2022.

No. of Days Operating Cash on Hand at June 30, 2022	77
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<b>Operating Cash at July 1, 2021</b>	<b>\$10,522,213</b>
<b>Operating Revenue</b>	
Tax Credit Allowance	20,972,674
ESA Allowance	4,844,605
FES Allowance	10,390,739
Grants	285,000
Other Income	473,363
<b>Net Cash Received From Revenue</b>	<b>36,966,381</b>
<b>Operating Expenses</b>	
Departmental Operating Expenses	33,817,397
Capital Expenditure	2,792,606
<b>Net Cash For Operating Expenses</b>	<b>36,610,003</b>
<b>Net Cash Inflow/(Outflow)</b>	<b>356,378</b>
<b>Operating Cash At June 30, 2022</b>	<b>\$10,878,591</b>

**Step Up For Students**  
**SCHOLARSHIP CASH FLOW 2022 Plan**

Scholarship cash flow is also projected during the planning process. During the 2021 - 2022 school year, Step Up For Students will serve approximately 96,000 students between the FTC and Hope programs. To determine the amount of total scholarship payments for the year, Step Up balances the desire to maximize scholarship payments with the uncertainty associated with estimating the actual number of students that will take advantage of their scholarship awards and the need to reserve enough funds to make the following year's first scholarship payment. As a safeguard to ensure sufficient scholarship cash is available, Step Up For Students maintains a \$60 million line of credit which can be used to bridge any gap between scholarship commitments and available funds.

	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	2022 Total
<b>Opening Cash &amp; Cash Equivalents</b>	<b>\$63,800</b>	<b>\$141,234</b>	<b>\$186,928</b>	<b>\$68,318</b>	<b>\$164,943</b>	<b>\$215,463</b>	<b>\$136,651</b>	<b>\$190,174</b>	<b>\$93,570</b>	<b>\$133,282</b>	<b>\$182,323</b>	<b>\$48,857</b>	<b>\$63,800</b>
Gross Donations	35,263	45,694	45,121	96,625	50,520	81,835	53,523	61,122	39,712	49,041	23,799	7,746	590,001
Hope Transfer	42,171												
<b>Net Donations</b>	<b>77,434</b>	<b>45,694</b>	<b>45,121</b>	<b>96,625</b>	<b>50,520</b>	<b>81,835</b>	<b>53,523</b>	<b>61,122</b>	<b>39,712</b>	<b>49,041</b>	<b>23,799</b>	<b>7,746</b>	<b>632,172</b>
Scholarship Payments	-	-	(163,731)	-	-	(160,647)	-	(157,726)	-	-	(157,265)	-	(639,369)
Payments Received from Schools													-
Line of Credit													-
<b>Balance at end of month<sup>1</sup></b>	<b>\$141,234</b>	<b>\$186,928</b>	<b>\$68,318</b>	<b>\$164,943</b>	<b>\$215,463</b>	<b>\$136,651</b>	<b>\$190,174</b>	<b>\$93,570</b>	<b>\$133,282</b>	<b>\$182,323</b>	<b>\$48,857</b>	<b>\$56,603</b>	<b>\$56,603</b>

**Additional Information:**

<sup>1</sup> SUFS maintains a \$60 million line of credit to cover any shortfalls.

## **Step Up For Students**

### **Geographic Regions Served and Demand/Unmet Need for Eligible Students in the Area**

Step Up For Students intends to continue serving Florida students statewide in any of the 67 counties in 2022-23. Step Up operates statewide and has seen a growing demand for scholarships which has been evidenced by an increasing number of applications each year.

Our programs have a broad range, with many of them in the vast majority, if not all, counties. We plan to share with families in every county each of our scholarship programs.

In 2014-15, 120,215 students started applications for a Florida Tax Credit Scholarship, and 75,859 awarded. = This season ended with a waitlist.

In 2015-16, 125,115 students started applications, and 91,575 students were awarded an FTC scholarship. This season ended with a waitlist.

In 2016-17, 166,189 students started applications, and 122,013 students were awarded an FTC scholarship. This season ended with a waitlist.

In 2017-18, 179,388 students started applications, and 121,949 students were awarded an FTC scholarship.

In 2018-19, 170,063 students started applications, with 99,727 students awarded an FTC scholarship. This season ended with a waitlist.

In 2019-20, Step Up saw unprecedented demand again. We had a change in the scholarship applications, and there was a single application for both the Florida Tax Credit Scholarship Program and the Family Empowerment Scholarship Program (FES). Step Up was able to fund 107,809 students through the FTC program, and approximately 18,000 students were funded through the FES program.

Even with the uncertainty of the pandemic for the 2020-21 school year, Step Up continued to see statewide demand for both the Florida Tax Credit and Family Empowerment Scholarship programs. 176,305 students on applications started. Ultimately, 119,898 students were funded through these two income-based programs. For the 2021-22 school year, we are already trending tremendous growth with applications for income-based programs more than 30% higher than the prior year.

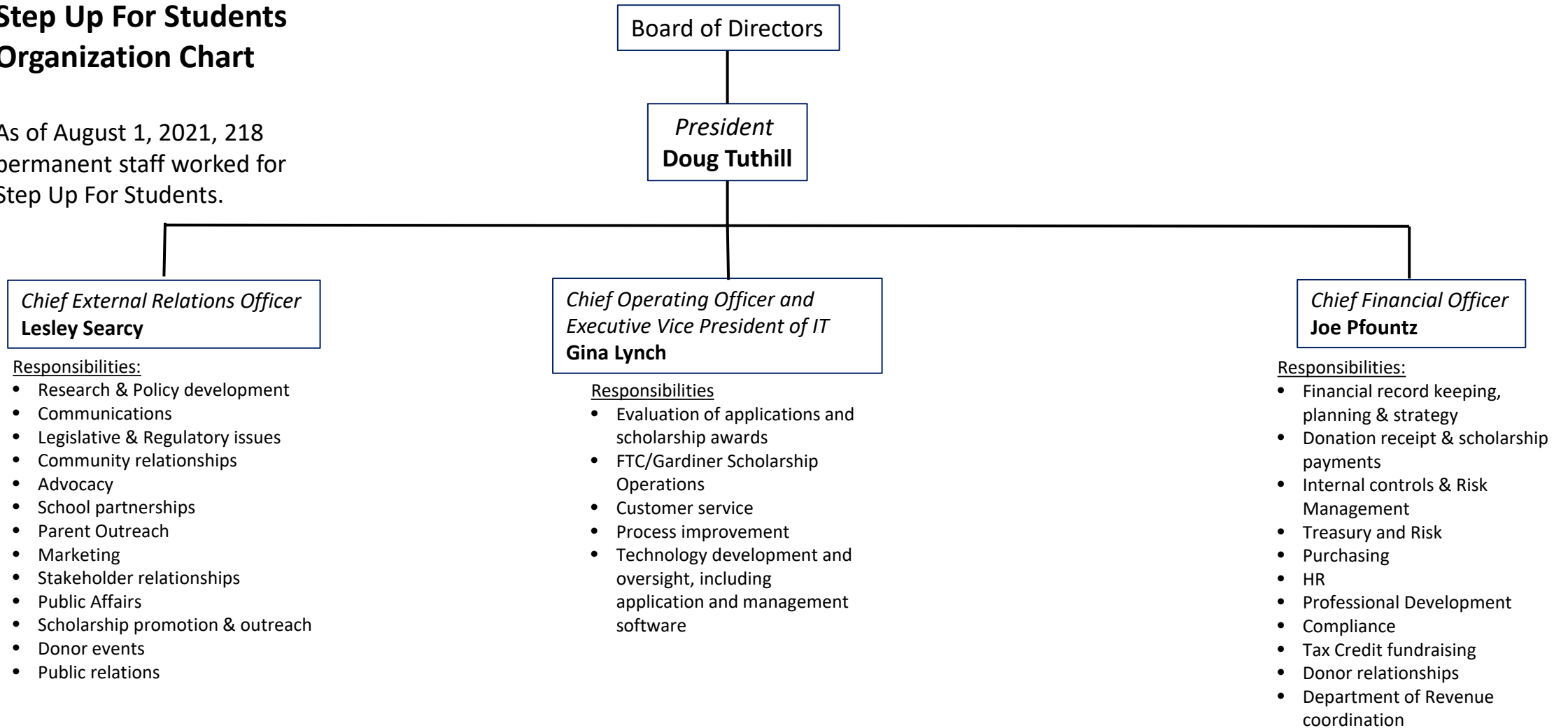
Our Unique Abilities program (formerly the Gardiner Scholarship Program) has also experienced steady growth from year to year. Each year has exceeded the prior year in participation, with most years resulting in a waitlist. It is likely that the 2021-22 school year will see this population exceed 20,000 awards for the first time.

We anticipate that one or more of our programs will move to a wait list this year, and that we will once again be unable to serve the full demand for all programs.

Year over year growth of both applying and funded students demonstrates continued demand for our programs across the state. Ongoing interest in our programs continues to reflect the unmet needs of eligible students statewide who would like to participate in our programs.

# Step Up For Students Organization Chart

As of August 1, 2021, 218 permanent staff worked for Step Up For Students.



## **Step Up For Students**

### **The Application Process, Deadlines and Associated Fees**

#### **Florida Tax Credit Scholarship Program**

Families interested in receiving the Florida Tax Credit scholarship submit an online application in advance of the school year. Application start dates and deadlines are established each year.

In keeping with the guiding statute, renewing families receive priority and awards are granted on a first-come, first-served basis. The application process for renewing applicants begins prior to that for new families. For the 2021-22 school year, renewing families were able to begin applying in February 2021 and new families were able to begin applying in March 2021. Children in foster or out-of-home care or who are a dependent of military families may apply at any time during the year.

#### **Eligibility/Priority**

##### *Age Eligibility:*

Students entering Kindergarten must be 5 on or before Sept. 1.

Students entering first grade must be 6 on or before Sept.1.

##### *Income Eligibility:*

- If the student is on the direct certification list
- If the student's household income level does not exceed 375 percent of the federal poverty level. *An income chart by household size for the 2021-22 school year is attached at the end of this document.*
- If the student or a member of the student's household receives SNAP, TANF or FDPIR
- If the student is currently placed or during the previous fiscal year was placed in foster care or out-of-home care
- As of July 1, 2020 if the student initially receives a scholarship based on the criteria above, they remain eligible until they graduate from high school or turn 21 years old, whichever occurs first, regardless of their household income level. This is referred to as "once-in/always-in."

##### *Priority:*

Scholarships are awarded on a first-come, first-served basis with priority given to renewal families followed by new families with the greatest financial need.

Priority is as follows:

- Renewal families
- New applicants with a household income that is at or under 185 percent of the federal poverty level or who are in foster care or out-of-home care.
- New applicants with a household income over 185 percent of the federal poverty level. *An income chart by household size for the 2021-22 school year is attached at the end of this document.*

#### **Methodology for Evaluating Income Eligibility:**

- *Direct Certification*  
Direct certification is the process by which the SFO certifies children who are members of households receiving assistance under SNAP, based on information provided electronically by the State/ local agency administering those programs.

Eligibility is extended to all children in a household if one member has been directly certified as eligible under the Assistance Programs. These children are also considered directly certified.

Because of year-long duration of eligibility, households are not required to report changes in their categorical eligibility status.

- The Step Up For Students online application, at the time the applicant completes the application, submits a bundle of data to the SNAP database housed at the Department of Education, and returns a YES or NO if a student on the application is found to be in the SNAP database.
  - Applications that are directly certified do not require any additional income validating documentation.
- *Receipt of SNAP, TANF or FDPIR*  
Demonstration of any member of the household receiving one of these benefit services from the State of Florida.

Validating documentation is the most recent document from the SNAP, TANF or FDPIR agency showing the names of the household members, the address and the valid date of the benefit.

- *Once-In / Always-In*  
A student who was found eligible and received a scholarship in the 2019-20 school year or after, having not graduated or turned 21 years-of-age is considered eligible for a scholarship.
- *Determination by income*  
For the 2021-22 school year income eligibility was based on total gross household income, annualized by the frequency of receipt of the different sources of income. Income validation may include one or more of the documents listed as Income Validation Documents on the attached *Acceptable Document Listing* found at the end of this document.

Questions regarding different sources of income are listed on the application, and validating documentation varies depending on the income source. Please see the attached *Acceptable Document Listing*.

Members of the family unit are identified on the application along with the type and amount of income for each member.

Household income calculation are based on gross income. Gross income is defined as the full amount of pay before taxes or other deductions and includes:

- Gross wages or salary
- Tips
- Commissions
- Incentives, bonuses and/or overtime that is regular and recurring
- Holiday, vacation, PTO and/or sick pay
- Medical, dental and/or vision benefits paid directly to the employee
- Per diem pay
- Housing allowance

If the total annualized income for all adult members of the economic unit is less than or equal to the approved income cap guidelines for a household of that size (see Eligibility chart below), the family is considered to be income eligible. After being determined eligible, the student will be awarded a scholarship in the priority order outlined in statute.

- **Other sources of categorical income eligibility**

- *Foster or out-of-home care*

A student who is/was placed at any time in foster care or out-of-home care during the current or previous state fiscal year may be eligible.

A child in foster care is defined by the following:

“Foster care” means care provided a child in a foster family or boarding home, group home, agency boarding home, childcare institution, or any combination thereof, as defined by s. 39.01(30).

A child in out-of-home care placement is defined by the following:

“Out-of-home” means a placement outside of the home of the parents or a parent, as defined by s. 39.01(55).

“Out-of-Home Care” means the placement of a child in licensed and non-licensed settings, arranged, and supervised by the department or contracted service provider, outside of the home of the parent, as defined by DCF Rule: 65C-30.001 Definitions. (18).

These students may apply at any time during the school year and will receive a scholarship as long as funds are available. In order to apply after the regular application processing season closes applicants are directed to call our hotline at 877-735-7837 for assistance.

Acceptable validating documentation for these students is:

- a copy of the official state placement papers
- a copy of the current Foster Care license
- a copy of the court documents demonstrating placement of the child with a relative caregiver

Additionally, children who are indicated as part of the Migrant Education Program (MEP), who are under the Runaway and Homeless Youth Act, who are identified as homeless and residing with another household are considered to be categorically income eligible.

### **Application Process Fees and Deadlines:**

There is no application or appeal fee.

Step Up For Students operates under the priority mandated in Florida statute 1002.395 using a rolling admissions-style process with deadlines established based on historical trends in application volumes and utilization rates, and also as funding becomes scarce. At the point where funding becomes scarce, any qualified applicants will be placed on a wait list. Wait List students can become awarded if and when previously awarded students decline the scholarship and/or additional funding becomes available. If funding becomes available after the application period has closed, applicants may request an incomplete application to be reopened for processing.

Scholarship awards have an expiration date that is determined each year and is indicated on the award letter. Students must be enrolled in an eligible, participating school by the expiration date, or request an extension indicating intent to enroll at a later date. Awards not utilized by the expiration date will be expired. If funding is still available after an award is expired, a family may request the award be reinstated with a new expiration timeframe. All requests for reinstatement or extension are subject to the availability of funding.

### **Deadlines for Attendance Verification and Scholarship Payments:**

Attendance verification will take place quarterly prior to each scholarship payment.

## **Family Empowerment Scholarship for Educational Options (FES – EO)**

Families interested in receiving the Family Empowerment scholarship submit an online application in advance of the school year. Application start dates and deadlines are established each year.

Following the submission of an online application, families may be required to submit supporting documentation to substantiate eligibility. Step Up For Students operates under the priority mandated in Florida statute 1002.394.

After review of the online application and supporting documentation, students found to be income eligible are presented to the Florida Department of Education for funding.

Students indicated as eligible are notified via email communication.

### **Eligibility/Priority**

#### *Age Eligibility:*

Students entering Kindergarten must be 5 on or before Sept. 1.

Students entering first grade must be 6 on or before Sept. 1.

#### *Income Eligibility:*

- If the student is on the direct certification list
- If the student's household income level does not exceed 375 percent of the federal poverty level. *An income chart by household size for the 2021-22 school year is attached at the end of this document.*
- If the student or a member of the student's household receives SNAP, TANF or FDPIR
- If the student is currently placed or during the previous fiscal year was placed in foster care or out-of-home care
- As of July 1, 2020 if the student initially receives a scholarship based on the criteria above they remain eligible until they graduate from high school or turn 21 years old, whichever occurs first, regardless of their household income level. This is referred to as "once-in/always-in."

#### *Other Sources of Categorical Eligibility:*

- Foster/Out of Home Care (Please see definitions under the FTC Scholarship)
- Dependent children of a member of the United States Armed Forces, or Reservist.
- Siblings of students participating in the Family Empowerment Scholarship for Unique Abilities, including siblings of students who are eligible based on a special need.

#### *Priority:*

Scholarships are awarded on a first-come, first-served basis with priority given to renewal families followed by new families with the greatest financial need.

#### *Methodology for Determining Income:*

Step Up For Students utilizes one application for Income-Based scholarships. The application and supporting documentation procedures are the same for FES-EO as the Florida Tax Credit Scholarship program. Please see the Methodology for Determination under the FTC Scholarship).

### **Application Process Fees and Deadlines:**

There is no application or appeal fee.



## **Deadlines for Attendance Verification and Scholarship Payments:**

Attendance verification will take place quarterly prior to each scholarship payment.

## **Family Empowerment Scholarship for Students with Unique Abilities (Formerly the Gardiner Scholarship Program)**

Families interested in receiving a Family Empowerment Scholarship for Students with Unique Abilities (FES-UA) submit an online application annually. Application start dates and deadlines are established each year, with renewals having priority, followed by students on the wait list from the prior year and new students.

Applications are generally available to renewing applicants in late Winter and prior year wait list and new applicants in early Spring. Applications are processed on a first-come, first-served basis. As scholarships become scarce students are placed on a wait list.

Following submission of an online application, new families are required to submit supporting documentation to substantiate eligibility, including the student's age, diagnosis, and residency in the state of Florida. Once a student is found eligible, parents access the conditional eligibility letter within the parent login area of the SUFS website. The conditional eligibility letter describes the process that the Department of Education (DOE) uses to fund students.

Beginning in the 2021-22 school year Step Up For Students will provide the Department of Education with a list of conditionally eligible students prior to each of four payment dates. The Department of Education then cross-checks enrollment lists for the public-school system, the McKay scholarship, the Florida Tax Credit scholarship and VPK to ensure the student is not already being funded by one of these programs. Once the student passes the cross-check the Department of Education will send funds to Step Up For Students for those students that do not appear on any of the programs listed above.

Beginning in the 2021-22 school year the scholarship award is based on a matrix established in the following way: 1) renewal students receive the higher of the awarded amount in the 2020-21 school year OR the calculated amount for the Level 1-3; 2) new students that do not have a matrix level of services, are funded at the Level 1-3 matrix amount. If the student has a matrix level of services on file with the Florida Department of Education, due to public school enrollment, of 254 or 255, they will be funded at that matrix level. There are deadlines throughout the year which in turn impact funding amounts.

## **Eligibility:**

The FES-UA scholarship is available to Florida students age 3-22 that have an IEP provided by a Florida public school or a diagnosis of a physician or psychologist for one of the following: Autism spectrum disorder, Muscular dystrophy, Cerebral palsy, Down syndrome, Phelan McDermid syndrome, Prader-Willi syndrome, Spina bifida, Williams syndrome, Intellectual disability, rare diseases as defined by the National Organization for Rare Disorders, anaphylaxis, deaf, visually impaired, dual sensory impaired, traumatic brain injured, hospital or homebound as defined by the rules of the State Board of Education, or a 3, 4 or 5 year-old deemed high-risk due to developmental delays.

## **Application Process Fees and Deadlines:**

There is no application fee for the FES - UA Program

Funding is prorated based on the date the student is found eligible by the Scholarship Funding Organization. The application must be received on or before August 1 and found eligible on or before September 1st for 100% scholarship. Application must be received on or before October 1st and found eligible on or before November 1st for a 75% scholarship. Application must be received on or before January 1st and found eligible on or before February 1st for a 50% scholarship. Application must be received on or before March 1st and found eligible on or before April 1st for a 25% scholarship.

If the scholarship cap is exhausted qualified applicants are placed on a wait list. Wait-listed students can become awarded if and when scholarship seats become available. Wait-listed students have priority over new students in the following school year.

### **Exceptions**

Policy exceptions must follow the documented exception process.

### **Hope Scholarship Program**

In 2018, the Florida Legislature created the Hope Scholarship Program to give public school children in Florida relief from bullying and violence. The Hope Scholarship Program gives parents the opportunity to transfer their child to another K-12 public school with available capacity within the school district, receive a scholarship to transport the student to a public school in another school district, or to request a scholarship for the student to attend an eligible private school.

Pursuant to s. 1002.40, F.S., a qualifying incident must have taken place at a public K-12 educational institution, any school-related or school-sponsored program or activity, riding on the school bus or waiting at the school bus stop. Qualifying incidents include battery; harassment; hazing; bullying; kidnapping; physical attack; robbery; sexual offenses, harassment, assault or battery; threat or intimidation; or fighting at school as defined by the Florida Department of Education in accordance with s. 1006.09(6).

Beginning in the 2018-19 school year, once a parent or child submits a report of an incident, the school principal, or his/her designee, will provide a copy of the report to the parent and investigate the incident. Once the investigation is complete, or within 15 days after the incident was reported, whichever occurs first, the principal, or his/her designee, will notify the parent about the Hope Scholarship Program, and provide the Hope Scholarship Notification Form required for Step Up For Students to determine scholarship eligibility.

### **Criteria used to evaluate eligibility for the Hope Scholarship Program:**

Step Up For Students will require an application to be submitted by a parent, along with a valid Hope Notification Form (IEPC-HS1) that has been provided by a public school principal, or his/her designee, after a qualifying incident is reported. Step Up For Students will verify that the Hope Notification Form submitted is complete, and that one of the qualifying incident types has been identified on the form.

### **Methodology used to evaluate eligibility for the Hope Scholarship Program:**

Parents must complete and submit the application directly to Step Up For Students via a link provided on the website at <https://www.stepupforstudents.org/for-parents/hope/how-the-scholarship-works/>.

Pursuant to Rule 6A-6.0951, F.A.C., the application submitted by the parent must include, at a minimum, the student's name, student's Florida Education Identifier (FLEID), date of birth, gender, race, current public school district, current public school attended, grade level, parent's name, telephone number, mailing address and email address.

A completed Hope Notification Form (IEPC-HS1) must be submitted with the application.

Step Up For Students will confirm that this information, and supporting documentation, has been submitted for each student, will process applications in the order they are received, and will award scholarships on a first-come, first-served basis, pending funding availability.

### **Application Process Fees and Deadlines:**

There are no fees to apply. Application deadlines are established by Step Up For Students.

**Deadlines for Attendance Verification and Scholarship Payments:**

Attendance verification will take place quarterly prior to each scholarship payment.

**Reading Scholarship Accounts Program**

Pursuant to s. 1002.411(2), F.S., contingent upon available funds, and on a first-come, first-served basis, each student in grades 3 through 5 who is enrolled in a Florida public school is eligible for a reading scholarship account if the student scored a Level 1 or 2 on the grade 3 or grade 4 statewide, standardized English Language Arts (ELA) assessment in the prior school year.

Eligible students who are classified as English Language Learners, and who are enrolled in a program or receiving services that are specifically designed to meet the instructional needs of English Language Learner students, will receive priority.

Students complete and submit an application directly to Step Up For Students via the website at [stepupforstudents.org](http://stepupforstudents.org).

Through the application, Step Up For Students collects the student name and demographic data, FLEID, grade level, and test score data required for the student to qualify under the eligibility criteria.

Data for students found eligible for the scholarship is sent to the Department of Education monthly for a pre-funding cross-check with other scholarship programs, and then funded on a first-come, first-served basis, with English Language Learners on each monthly file receiving priority for funding.

**Application Process Fees and Deadlines:**

There are no fees to apply, and application deadlines are established by Step Up For Students.

The application deadline is late spring unless available funding were to require an earlier deadline. The online application will remain open until allocated state funds have been expended.

**Deadlines for Attendance Verification and Scholarship Payments:**

Reading Scholarships are provided to public school students; therefore, the public-school district is responsible for handling the attendance records of students. Scholarship payments are made by Step Up For Students on a quarterly basis as reimbursement for qualifying expenditures.

**Addendum:**

**2021-22 Combined FTC & FES – EO Income Charts**

**Income-Based Scholarship Guidelines**

**2021-22 School Year**

<b>Household Size</b>	<b>PRIORITY Funding Annual Maximum Gross Income Cap</b>	<b>Florida Tax Credit Scholarship Annual Maximum Gross Income Cap</b>	<b>Family Empowerment Scholarship* Annual Maximum Gross Income Cap</b>
1	\$ 23,828	\$ 48,300	\$ 48,300
2	\$ 32,227	\$ 65,325	\$ 65,325
3	\$ 40,626	\$ 82,350	\$ 82,350
4	\$ 49,025	\$ 99,375	\$ 99,375
5	\$ 57,424	\$ 116,400	\$ 116,400
6	\$ 65,823	\$ 133,425	\$ 133,425
7	\$ 74,222	\$ 150,450	\$ 150,450
8	\$ 82,621	\$ 167,475	\$ 167,475
9	\$ 91,020	\$ 184,500	\$ 184,500
10	\$ 99,419	\$ 201,525	\$ 201,525
11	\$ 107,818	\$ 218,550	\$ 218,550
12	\$ 116,217	\$ 235,575	\$ 235,575
13	\$ 124,616	\$ 252,600	\$ 252,600
	Each additional member + \$8,399	Each additional member + \$17,025	Each additional member + \$17,025

Students must have a birth date of NO LATER THAN September 1, 2016 (K5) or 2015 (1st) to be eligible.

\* For the Family Empowerment Scholarship, the student must be entering kindergarten OR have attended a Florida public school for the 2020-21 school year to qualify.

Based on guidelines published by the Department of Health & Human Services in National Registry on January 13, 2021

**Acceptable Documents for Income-Based Scholarship Application**

ACCEPTABLE DOCUMENT LISTING	
STUDENT ELIGIBILITY VALIDATION DOCUMENTS	
For Kindergarten: Birth Certificate or passport showing that the student was at least five years old by September 1 <sup>st</sup>	
For 1 <sup>st</sup> grade: Birth Certificate or passport showing that the student was at least six years old by September 1 <sup>st</sup>	
HOUSEHOLD COMPOSITION VALIDATION DOCUMENTS	
ADULT MEMBERS	<i>(Current showing the name and address of the adult)</i>
One of the following:	
Current SSI statement	
Current VA statement	
Current SNAP statement	
Current TANF	
Section 8/HUD lease	
Mortgage / deed / residential lease	
Pay stubs with address	
Medical or health care benefit or reenrollment statement	
Current homeowner or renter's insurance	
Utility bill (water / electric; no more than 2 months old)	
Medicaid documents	
Health benefit statement	
MINORS (Current showing name and address of minor)	
Current SSI statement	
Current SNAP statement	
Current TANF	
Medicaid statement	
Medical or health care benefit or reenrollment statement	
Public school transcripts or report card with child's name and address listed	
Official court custody documents showing child's name and custodial parent's name listed	
Florida KidCare	
Medical benefit statement	
INCOME VALIDATION DOCUMENTS	
#1025-SEP / Separation	
#1055-CW / Cash Wages	

Adoption Benefits Verification
Current Bank Statements
Current Child Support Documentation (myfloridacounty.com print out)
Current SNAP/TANF/Food and Distribution Program on Indian Reservation statement
Personal Income Documentation for a Child in Foster Care
Housing / Clothing Allowance Verification
IRS Form 1099 for SSI OR VA OR Pension ONLY
LES (Leave & Earning Statement)
Current Pay Stubs
Current Profit and Loss Statement (Self-Employment ONLY)
SSI Dependent Statement
SSI Statement
SSI Supplement Statement
Prior Year Tax Return (Self-Employment or appeal)
Tax Schedules (Self-Employment or appeal)
Unemployment Statement or Paystubs
VA Statement

# Step Up For Students Policy

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## Conflict of Interest

Effective Date:	01/2009	Reviewed by:	Anne White
Revision Date:	06/20/2016	Approved by:	Doug Tuthill
Revision No.:	1		

**Purpose** The purpose of the conflict of interest policy is to protect this tax-exempt organization's (Organization) interest when it is contemplating entering into a transaction or arrangement that might benefit the private interest of an officer or director of the Organization or might result in a possible excess benefit transaction. This policy is intended to supplement but not replace any applicable state and federal laws governing conflict of interest applicable to nonprofit and charitable organizations.

### **Guidelines**      **Definitions**

#### **1. Interested Person**

Any director, principal officer, or member of a committee with governing board delegated powers, who has a direct or indirect financial interest, as defined below, is an interested person.

#### **2. Financial Interest**

A person has a financial interest if the person has, directly or indirectly, through business, investment, or family:

- a. An ownership or investment interest in any entity with which the Organization has a transaction or arrangement,
- b. A compensation arrangement with the Organization or with any entity or individual with which the Organization has a transaction or arrangement, or
- c. A potential ownership or investment interest in, or compensation arrangement with, any entity or individual with which the Organization is negotiating a transaction or arrangement.

Compensation includes direct and indirect remuneration as well as gifts or favors that are not insubstantial.

A financial interest is not necessarily a conflict of interest. Under Article III, Section 2, a person who has a financial interest may have a conflict of interest only if the appropriate governing board or committee decides that a conflict of interest exists.

### **Procedures**      **1. Duty to Disclose**

In connection with any actual or possible conflict of interest, an interested person must disclose the existence of the financial interest and be given the opportunity to disclose all material facts to the directors and members of committees with governing board delegated powers considering the proposed transaction or arrangement.

#### **2. Determining Whether a Conflict of Interest Exists**

After disclosure of the financial interest and all material facts, and after any discussion with the interested person, he/she shall leave the governing board or committee meeting while the determination of a conflict of interest is discussed and voted upon. The remaining board or committee members shall decide if a conflict of interest exists.

# Step Up For Students Policy

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## Conflict of Interest

Effective Date:	01/2009	Reviewed by:	Anne White
Revision Date:	06/20/2016	Approved by:	Doug Tuthill
Revision No.:	1		

### 3. Procedures for Addressing the Conflict of Interest

- a. An interested person may make a presentation at the governing board or committee meeting, but after the presentation, he/she shall leave the meeting during the discussion of, and the vote on, the transaction or arrangement involving the possible conflict of interest.
- b. The chairperson of the governing board or committee shall, if appropriate, appoint a disinterested person or committee to investigate alternatives to the proposed transaction or arrangement.
- c. After exercising due diligence, the governing board or committee shall determine whether the Organization can obtain with reasonable efforts a more advantageous transaction or arrangement from a person or entity that would not give rise to a conflict of interest.
- d. If a more advantageous transaction or arrangement is not reasonably possible under circumstances not producing a conflict of interest, the governing board or committee shall determine by a majority vote of the disinterested directors whether the transaction or arrangement is in the Organization's best interest, for its own benefit, and whether it is fair and reasonable. In conformity with the above determination it shall make its decision as to whether to enter into the transaction or arrangement.

### 4. Violations of the Conflicts of Interest Policy

- a. If the governing board or committee has reasonable cause to believe a member has failed to disclose actual or possible conflicts of interest, it shall inform the member of the basis for such belief and afford the member an opportunity to explain the alleged failure to disclose.
- b. If, after hearing the member's response and after making further investigation as warranted by the circumstances, the governing board or committee determines the member has failed to disclose an actual or possible conflict of interest, it shall take appropriate disciplinary and corrective action.

## Records of Proceedings

The minutes of the governing board and all committees with board delegated powers shall contain:

- a. The names of the persons who disclosed or otherwise were found to have a financial interest in connection with an actual or possible conflict of interest, the nature of the financial interest, any action taken to determine whether a conflict of interest was present, and the governing board's or committee's decision as to whether a conflict of interest in fact existed.
- b. The names of the persons who were present for discussions and votes relating to the transaction or arrangement, the content of the discussion, including any alternatives to the proposed transaction or arrangement, and a record of any votes taken in connection with the proceedings.



# Step Up For Students Policy

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## Conflict of Interest

Effective Date:	01/2009	Reviewed by:	Anne White
Revision Date:	06/20/2016	Approved by:	Doug Tuthill
Revision No.:	1		

## Compensation

- a. A voting member of the governing board who receives compensation, directly or indirectly, from the Organization for services is precluded from voting on matters pertaining to that member's compensation.
- b. A voting member of any committee whose jurisdiction includes compensation matters and who receives compensation, directly or indirectly, from the Organization for services is precluded from voting on matters pertaining to that member's compensation.
- c. No voting member of the governing board or any committee whose jurisdiction includes compensation matters and who receives compensation, directly or indirectly, from the Organization, either individually or collectively, is prohibited from providing information to any committee regarding compensation.

## Annual Statements

- Each director, principal officer and member of a committee with governing board delegated powers shall annually sign a statement which affirms such person:
- a. Has received a copy of the conflicts of interest policy,
  - b. Has read and understands the policy,
  - c. Has agreed to comply with the policy, and
  - d. Understands the Organization is charitable and in order to maintain its federal tax exemption it must engage primarily in activities which accomplish one or more of its tax-exempt purposes.

## Periodic Reviews

- To ensure the Organization operates in a manner consistent with charitable purposes and does not engage in activities that could jeopardize its tax-exempt status, periodic reviews shall be conducted. The periodic reviews shall, at a minimum, include the following subjects:
- a. Whether compensation arrangements and benefits are reasonable, based on competent survey information, and the result of arm's length bargaining.
  - b. Whether partnerships, joint ventures, and arrangements with management organizations conform to the Organization's written policies, are properly recorded, reflect reasonable investment or payments for goods and services, further charitable purposes and do not result in inurement, impermissible private benefit or in an excess benefit transaction.

## Use of Outside Experts

When conducting the periodic reviews as provided for in Article VII, the Organization may, but need not, use outside advisors. If outside experts are used, their use shall not relieve the governing board of its responsibility for ensuring periodic reviews are conducted.

# Step Up For Students Policy

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## Conflict of Interest

Effective Date:	01/2009	Reviewed by:	Anne White
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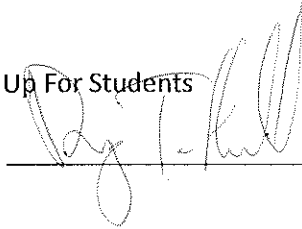
### Authority and

**Interpretation** SUFS has the legal right to revise or eliminate this policy at any given time with or without notice.

**Approved** Doug Tuthill,

President, Step Up For Students

**Signature**



**Date:**

Sept. 9, 2016

### Signature of Individual

I hereby certify that I have read, understand and agree to abide by this Step Up For Students Conflict of Interest Policy.

Print Name \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

# Step Up For Students – Policy

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## Employee Protection -Whistleblower

Effective Date:	July 17, 2011	Reviewed by:	Anne White
Revision Date:	September 10, 2012	Approved by:	Doug Tuthill
Revision No.:	1		

**Purpose** Step Up For Students (SUFS) requires directors, officers and employees to observe high standards of business and personal ethics in the conduct of their duties and responsibilities. As employees and representatives of the organization, we must practice honesty and integrity in fulfilling our responsibilities and comply with all applicable laws and regulations.

**Guidelines** **Reporting Responsibility**

It is the responsibility of all directors, officers and employees to report ethics violations or suspected violations in accordance with this Whistleblower Policy.

**No Retaliation**

No director, officer or employee who in good faith reports an ethics violation shall suffer harassment, retaliation or adverse employment consequence. An employee who retaliates against someone who has reported a violation in good faith is subject to discipline up to and including termination of employment. This Whistleblower Policy is intended to encourage and enable employees and others to raise serious concerns within the organization prior to seeking resolution outside the organization.

**Reporting Violations**

SUFS has an open door policy and suggests that employees share their questions, concerns, suggestions or complaints with someone who can address them properly. In most cases, an employee's supervisor is in the best position to address an area of concern. However, if you are not comfortable speaking with your supervisor or you are not satisfied with your supervisor's response, you are encouraged to speak with anyone in management whom you are comfortable in approaching. Supervisors and managers are required to report suspected ethics violations to the organization's Compliance Officer, who has specific and exclusive responsibility to investigate all reported violations. When you are not satisfied or uncomfortable with following organization's open door policy, individuals may contact the organization's Compliance Officer directly.

**Compliance Officer**

The organization's Compliance Officer is responsible for investigating and resolving all reported complaints and allegations concerning violations and, at his/her discretion, shall advise the President and/or the Chairman. The Compliance Officer has direct access to the board of directors and is required to report to the board at least annually on compliance activity. The Compliance Officer is the Chief Financial Officer.

**Acting in Good Faith**

## Step Up For Students/SON – Policy

### Employee Protection -Whistleblower

Effective Date:	July 17, 2011	Reviewed by:	Anne White
Revision Date:	September 10, 2012	Approved by:	Doug Tuthill
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Anyone filing a complaint concerning a violation or suspected violation must be acting in good faith and have reasonable grounds for believing the information disclosed indicates a violation. Any allegations that prove not to be substantiated and which prove to have been made maliciously or knowingly to be false will be viewed as a serious disciplinary offense.

#### Confidentiality

Violations or suspected violations may be submitted on a confidential basis by the complainant or submitted anonymously. Reports of violations or suspected violations will be kept confidential to the extent possible, consistent with the need to conduct an adequate investigation.

#### Handling of Reported Violations

The Compliance Officer will notify the sender and acknowledge receipt of the reported violation or suspected violation within five business days. All reports will be promptly investigated and appropriate corrective action will be taken if warranted by the investigation. Employees using and having access to these corporate assets must take reasonable and prudent steps to preserve the integrity of the systems, data and to protect the assets. These assets should be used primarily for purposes that benefit SUFS and that are directly applicable to an employee's job function and authority. Occasional personal use is acceptable provided such use does not interfere with company business or the performance of your duties and incurs little or no cost. All communications from SUFS or made and transmitted within SUFS shall be professional in nature as they represent the corporation, its employees, board of directors, and others.

Violation of policy or misuse of corporate assets is subject to disciplinary action up to and including termination. Failure to report known violations of policy in itself constitutes a violation of policy and is therefore subject to disciplinary action.

These policies are intended to augment existing State, Federal, and copyright laws. Failure to comply with applicable State, Federal, or copyright laws is considered a violation of policy and subject to disciplinary action up to and including termination.

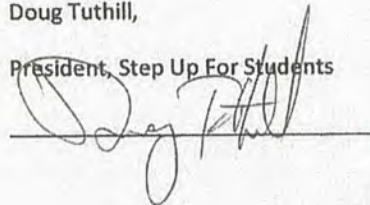
#### Authority and Interpretation

SUFS/SON has the legal right to revise or eliminate this policy at any given time with or without notice. The Human Resource Dept is responsible for interpretations of this policy.

Approved Doug Tuthill,

President, Step Up For Students

Signature



Date: 9-14-2012

State of Florida

SCHOLARSHIP FUNDING ORGANIZATION BOND

Bond No. 21BSBHF7433
(To be Assigned by Surety)

Know All Men By These Presents, that we Step Up For Students, Inc.
(Principal)

located at 4655 Salisbury Road Suite 400 Jacksonville, FL 32256
(Address of Principal)

as Principal and Hartford Fire Insurance Company, a corporation of the State of Connecticut lawfully doing business in
(Surety Company)

the State of Florida, as Surety, are held and firmly bound unto an eligible nonprofit scholarship-funding organization, pursuant to 1002.395 F.S. for the use and benefit of any student who would have had scholarships funded but for a diversion of funds giving rise to the claim against this bond in the sum of \$25,000,000.00 for which sum well and truly to be paid to the eligible nonprofit scholarship-funding organization, for the use and benefit of any student who would have had scholarship funded but for the diversion of funds giving rise to the claim against the bond, said Principal and Surety bind themselves, their heirs, executors, administrators, successors, and assigns, jointly and severally, firmly by these presents.

Whereas, the above bounded Principal, a "Scholarship Funding Organization," desires to operate its organization at the above stated location as authorized by and in conformity with the provisions of the Florida Statutes and all rules and regulations promulgated by the Department of Education thereunder, and

Whereas, said "Florida K-20 Education Code" requires the filing of a letter of credit or a surety bond in the sum of \$25,000,000.00 (as determined by the formula in section 1002.395, F.S., adjustable quarterly to equal the actual amount of undisbursed funds based upon submission by the organization of a statement from a certified public accountant verifying the amount of undisbursed funds) before a 'Certificate of Authorization' can be issued to the organization.

Now, Therefore, The Condition Of This Obligation is that if the Principal or any of its officers, agents, or employees, shall well and truly perform its obligations as set forth under section 1002.395, F.S., then this obligation shall be null and void; otherwise it shall remain in full force and effect.

- 1. The aggregate Liability of the Surety shall not exceed the penal sum of the bond, as required by section 1002.395, F.S., on all breaches of the condition of the bond by the Principal and its officers, agents, or employees, nor shall the sum of the bond be considered cumulative from year to year. Should the Principal fail with respect to any of its statutory obligations under section 1002.395, F.S., as evidenced by agency action taken by the Florida Department of Education, resulting in a diversion, giving rise to the claim against the bond, of funds that would have been provided as scholarship funds to student(s), then immediately upon demand, the Surety will be obligated to pay such scholarship funds hereunder up to the amount of such bond to the eligible nonprofit scholarship funding organization.
2. The Surety shall have the right to cancel this bond at any time by written notice, stating when the cancellation shall take effect and served by registered mail to the Office of Independent Education and Parental Choice at least thirty (30) days prior to the date that the cancellation becomes effective, but said Surety so filing said notice shall not be discharged from any liability already accrued or incurred under this bond or which shall accrue or incur hereunder before the expiration of said thirty (30) day period, whether known or unknown at the time of expiration.
3. Without limiting the effect of any other provision herein which is not in conflict therewith, this bond is to be construed as a statutory bond under the provision of section 1002.395, F.S., the Florida K-20 Education Code.

Signed and sealed this 1st day of August 2015.

Attest

Witness signatures: [Handwritten signatures]
(Witness)
(Witness)
(Witness)
(Witness)

Step Up For Students, Inc.
(Principal)
By [Handwritten signature]
Hartford Fire Insurance Company
(Surety)
By [Handwritten signature]
Tyler D. DeBord: Attorney In-Fact & Resident Agent

# POWER OF ATTORNEY

Direct Inquiries/Claims to:

**THE HARTFORD**

Bond T-4

One Hartford Plaza

Hartford, Connecticut 06155

call: 888-266-3488 or fax: 860-757-5835)

KNOW ALL PERSONS BY THESE PRESENTS THAT:

Agency Code: 21-220889

- Hartford Fire Insurance Company, a corporation duly organized under the laws of the State of Connecticut
- Hartford Casualty Insurance Company, a corporation duly organized under the laws of the State of Indiana
- Hartford Accident and Indemnity Company, a corporation duly organized under the laws of the State of Connecticut
- Hartford Underwriters Insurance Company, a corporation duly organized under the laws of the State of Connecticut
- Twin City Fire Insurance Company, a corporation duly organized under the laws of the State of Indiana
- Hartford Insurance Company of Illinois, a corporation duly organized under the laws of the State of Illinois
- Hartford Insurance Company of the Midwest, a corporation duly organized under the laws of the State of Indiana
- Hartford Insurance Company of the Southeast, a corporation duly organized under the laws of the State of Florida

having their home office in Hartford, Connecticut (hereinafter collectively referred to as the "Companies") do hereby make, constitute and appoint, **up to the amount of Unlimited** :

Ryan P. Rothrock, Tyler D. DeBord, Steve P. Farmer, Rebecca A. Robinson, Pamela J. Thompson, M. Decker Youngman, III of DAYTONA BEACH, Florida

their true and lawful Attorney(s)-in-Fact, each in their separate capacity if more than one is named above, to sign its name as surety(ies) only as delineated above by , and to execute, seal and acknowledge any and all bonds, undertakings, contracts and other written instruments in the nature thereof, on behalf of the Companies in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

In Witness Whereof, and as authorized by a Resolution of the Board of Directors of the Companies on August 1, 2009, the Companies have caused these presents to be signed by its Vice President and its corporate seals to be hereto affixed, duly attested by its Assistant Secretary. Further, pursuant to Resolution of the Board of Directors of the Companies, the Companies hereby unambiguously affirm that they are and will be bound by any mechanically applied signatures applied to this Power of Attorney.



*Wesley W. Cowling*

Wesley W. Cowling, Assistant Secretary

*M. Ross Fisher*

M. Ross Fisher, Vice President

STATE OF CONNECTICUT }  
COUNTY OF HARTFORD } ss. Hartford

On this 12th day of July, 2012, before me personally came M. Ross Fisher, to me known, who being by me duly sworn, did depose and say: that he resides in the County of Hartford, State of Connecticut; that he is the Vice President of the Companies, the corporations described in and which executed the above instrument; that he knows the seals of the said corporations; that the seals affixed to the said instrument are such corporate seals; that they were so affixed by authority of the Boards of Directors of said corporations and that he signed his name thereto by like authority.



CERTIFICATE

*Kathleen T. Maynard*

Kathleen T. Maynard  
Notary Public

My Commission Expires July 31, 2016

I, the undersigned, Vice President of the Companies, DO HEREBY CERTIFY that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which is still in full force effective as of August 1, 2015  
Signed and sealed at the City of Hartford.



*Gary W. Stumper*

Gary W. Stumper, Vice President



# Verification Certificate

This is to certify that Bond No. \_\_\_\_\_ issued by the member company of The Hartford  
subscribing this certificate, dated \_\_\_\_\_  
in the amount of \_\_\_\_\_

on behalf of \_\_\_\_\_, as Principal,  
and in favor of \_\_\_\_\_, as Obligee,  
covers an indefinite term which began on \_\_\_\_\_, and ends with the cancellation of  
said bond; that said bond is now in full force and effect and will continue in full force and effect until cancelled.

**ANNIVERSARY PREMIUM PERIOD:**

**Signed, Sealed, and Dated**

Attest or Witness

*Shelby Wiggins*

Surety

By:

*Joelle Harris*

, Attorney in fact



# POWER OF ATTORNEY

Direct Inquiries/Claims to:  
**THE HARTFORD**  
BOND, T-11  
One Hartford Plaza  
Hartford, Connecticut 06155  
[Bond.Claims@thehartford.com](mailto:Bond.Claims@thehartford.com)  
call: 888-266-3488 or fax: 860-757-5835

KNOW ALL PERSONS BY THESE PRESENTS THAT:

Agency Name:  
Agency Code:

- Hartford Fire Insurance Company**, a corporation duly organized under the laws of the State of Connecticut
- Hartford Casualty Insurance Company**, a corporation duly organized under the laws of the State of Indiana
- Hartford Accident and Indemnity Company**, a corporation duly organized under the laws of the State of Connecticut
- Hartford Underwriters Insurance Company**, a corporation duly organized under the laws of the State of Connecticut
- Twin City Fire Insurance Company**, a corporation duly organized under the laws of the State of Indiana
- Hartford Insurance Company of Illinois**, a corporation duly organized under the laws of the State of Illinois
- Hartford Insurance Company of the Midwest**, a corporation duly organized under the laws of the State of Indiana
- Hartford Insurance Company of the Southeast**, a corporation duly organized under the laws of the State of Florida

having their home office in Hartford, Connecticut (hereinafter collectively referred to as the "Companies") do hereby make, constitute and appoint

its true and lawful Attorney-in-Fact, to sign its name as surety(ies) only as delineated above by , and to execute, seal and acknowledge the following bond, undertaking, contract or written instrument:

Bond No.

in the amount of See Bond Form(s) on behalf of Company in its business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

**In Witness Whereof**, and as authorized by a Resolution of the Board of Directors of the Companies on May 23, 2016 the Companies have caused these presents to be signed by its Assistant Vice President and its corporate seals to be hereto affixed, duly attested by its Assistant Secretary. Further, pursuant to Resolution of the Board of Directors of the Companies, the Companies hereby unambiguously affirm that they are and will be bound by any mechanically applied signatures applied to this Power of Attorney.



*Shelby Wiggins*

Shelby Wiggins, Assistant Secretary

*Joelle L. LaPierre*

Joelle L. LaPierre, Assistant Vice President

STATE OF FLORIDA

COUNTY OF SEMINOLE

ss. Lake Mary

On this 13th day of February, 2020, before me personally came Joelle LaPierre, to me known, who being by me duly sworn, did depose and say: that (s)he resides in Seminole County, State of Florida; that (s)he is the Assistant Vice President of the Companies, the corporations described in and which executed the above instrument; that (s)he knows the seals of the said corporations; that the seals affixed to the said instrument are such corporate seals; that they were so affixed by authority of the Boards of Directors of said corporations and that (s)he signed his/her name thereto by like authority.



*Jessica Ciccone*

Jessica Noelle Ciccone  
My Commission #GG077453  
Expires June 20, 2021

I, the undersigned, Assistant Vice President of the Companies, DO HEREBY CERTIFY that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which is still in full force effective as of \_\_\_\_\_.

Signed and sealed in Lake Mary, Florida.



*Keith D. Dozois*

Keith D. Dozois, Assistant Vice President



PUBLIC DISCLOSURE COPY

# Return of Organization Exempt From Income Tax

OMB No. 1545-0047

## 2019

Open to Public Inspection

Form **990**  
(Rev. January 2020)  
Department of the Treasury  
Internal Revenue Service

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter social security numbers on this form as it may be made public.  
Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

**A** For the 2019 calendar year, or tax year beginning **JUL 1, 2019** and ending **JUN 30, 2020**

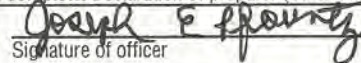
<b>B</b> Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<b>C</b> Name of organization STEP UP FOR STUDENTS, INC.,		<b>D</b> Employer identification number 59-3649371
	Doing business as		<b>E</b> Telephone number 904-352-2246
	Number and street (or P.O. box if mail is not delivered to street address)	Room/suite	
	4655 SALISBURY ROAD		400
	City or town, state or province, country, and ZIP or foreign postal code JACKSONVILLE, FL 32256		
<b>F</b> Name and address of principal officer: JOE PFOUNTZ SAME AS C ABOVE			<b>H(a)</b> Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <b>H(b)</b> Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list. (see instructions)
<b>I</b> Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) ( ) (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527			
<b>J</b> Website: WWW.STEPUFORSTUDENTS.ORG			
<b>K</b> Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other			<b>L</b> Year of formation: 2000
			<b>M</b> State of legal domicile: FL

### Part I Summary

<b>Activities &amp; Governance</b>	<b>1</b> Briefly describe the organization's mission or most significant activities: SEE SCHEDULE O		
	<b>2</b> Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	<b>3</b> Number of voting members of the governing body (Part VI, line 1a)	<b>3</b>	8
	<b>4</b> Number of independent voting members of the governing body (Part VI, line 1b)	<b>4</b>	8
	<b>5</b> Total number of individuals employed in calendar year 2019 (Part V, line 2a)	<b>5</b>	313
	<b>6</b> Total number of volunteers (estimate if necessary)	<b>6</b>	106
	<b>7 a</b> Total unrelated business revenue from Part VIII, column (C), line 12	<b>7a</b>	0.
<b>b</b> Net unrelated business taxable income from Form 990-T, line 39	<b>7b</b>	0.	
<b>Revenue</b>	<b>8</b> Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	<b>9</b> Program service revenue (Part VIII, line 2g)	714,828,892.	618,153,616.
	<b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d)	1,432,494.	1,085,828.
	<b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	1,673,206.	1,464,788.
	<b>12</b> Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	15,075.	440.
	<b>13</b> Grants and similar amounts paid (Part IX, column (A), lines 1-3)	717,949,667.	620,704,672.
<b>Expenses</b>	<b>14</b> Benefits paid to or for members (Part IX, column (A), line 4)	624,325,720.	667,545,702.
	<b>15</b> Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	0.	0.
	<b>16 a</b> Professional fundraising fees (Part IX, column (A), line 11e)	19,899,245.	22,110,458.
	<b>b</b> Total fundraising expenses (Part IX, column (D), line 25)	0.	0.
	<b>17</b> Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	2,427,225.	
	<b>18</b> Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	10,563,586.	30,518,227.
<b>19</b> Revenue less expenses. Subtract line 18 from line 12	654,788,551.	720,174,387.	
<b>Net Assets or Fund Balances</b>	<b>20</b> Total assets (Part X, line 16)	63,161,116.	-99,469,715.
	<b>21</b> Total liabilities (Part X, line 26)	Beginning of Current Year	End of Year
	<b>22</b> Net assets or fund balances. Subtract line 21 from line 20	697,130,640.	590,867,275.
		120,265,897.	113,472,247.
		576,864,743.	477,395,028.

### Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

<b>Sign Here</b>		Date 01/05/2021
	Signature of officer JOE PFOUNTZ, CFO Type or print name and title	

<b>Paid Preparer Use Only</b>	Print/Type preparer's name JULIANA KREUL	Preparer's signature	Date 12/22/20	Check if self-employed <input type="checkbox"/>	PTIN P01204534
	Firm's name RSM US LLP	Firm's EIN 42-0714325	Firm's address 7351 OFFICE PARK PL. MELBOURNE, FL 32940-8229	Phone no. 321-751-6200	

May the IRS discuss this return with the preparer shown above? (see instructions)  Yes  No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III [X]

1 Briefly describe the organization's mission: STEP UP FOR STUDENTS EMPOWERS FAMILIES TO PURSUE AND ENGAGE IN THE MOST APPROPRIATE LEARNING OPTIONS FOR THEIR CHILDREN, WITH AN EMPHASIS ON FAMILIES WHO LACK THE INFORMATION AND FINANCIAL RESOURCES TO ACCESS THESE OPTIONS. BY PURSUING THIS MISSION, WE HELP PUBLIC EDUCATION

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? [ ] Yes [X] No If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? [ ] Yes [X] No If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code: ) (Expenses \$ 689,053,782. including grants of \$ 658,496,253. ) (Revenue \$ ) FLORIDA TAX CREDIT SCHOLARSHIP PROGRAM: IN THE 2019-20 SCHOOL YEAR, 108,504 UNDERPRIVILEGED STUDENTS ATTENDED 1,855 PRIVATE SCHOOLS ON A STEP UP FOR STUDENTS' TAX CREDIT SCHOLARSHIP. THE K-12 SCHOLARSHIP PROGRAM WAS CREATED IN 2001 TO HELP ALLEVIATE THE ENORMOUS EDUCATIONAL CHALLENGES FACED BY CHILDREN WHO LIVE IN POVERTY, AND IT IS NOW THE LARGEST SUCH SCHOLARSHIP IN THE NATION. ELIGIBLE STUDENTS COULD CHOOSE BETWEEN SCHOLARSHIPS WORTH AN AVERAGE OF \$6,673 TO \$7,169, DEPENDING ON GRADE LEVEL AND COUNTY RESIDENCE, FOR PRIVATE SCHOOL TUITION AND FEES OR UP TO \$750 IN TRANSPORTATION COSTS TO ATTEND AN OUT-OF-DISTRICT PUBLIC SCHOOL. THE AVERAGE INCOME FOR PARTICIPANTS WAS 13% ABOVE THE FEDERAL POVERTY LEVEL, AND 53% OF THE STUDENTS WERE FROM SINGLE-PARENT HOUSEHOLDS.

4b (Code: ) (Expenses \$ 8,434,457. including grants of \$ 7,992,191. ) (Revenue \$ 440. ) THE ALABAMA OPPORTUNITY SCHOLARSHIP FUND (ALOSF) IS A SCHOLARSHIP GRANTING ORGANIZATION FORMED TO IMPLEMENT THE ALABAMA ACCOUNTABILITY ACT. ALOSF AWARDS SCHOLARSHIPS TO ELIGIBLE LOW-INCOME K5-12TH GRADE STUDENTS WITH PRIORITY GIVEN TO STUDENTS WHO ARE ZONED TO ATTEND A FAILING PUBLIC SCHOOL. THE SCHOLARSHIPS PAY FOR PRIVATE SCHOOL TUITION OR TRANSFER FEES TO A NON-FAILING PUBLIC SCHOOL. THE FIRST SCHOLARSHIPS WERE GRANTED FOR THE SEMESTER STARTING JANUARY 2014. ALOSF HAS AWARDED OVER 12,000 SCHOLARSHIPS OVER 6 1/2 YEARS REPRESENTING 46 OF THE 67 COUNTIES IN ALABAMA. THE SCHOLARSHIPS ARE FUNDED BY DONATIONS OF INCOME TAX LIABILITY FROM INDIVIDUALS AND CORPORATIONS WHO RECEIVE AN ALABAMA STATE INCOME TAX CREDIT.

4c (Code: ) (Expenses \$ 5,827,647. including grants of \$ ) (Revenue \$ ) THE GARDINER SCHOLARSHIP ACCOUNT PROGRAM: IN THE 2019-20 SCHOOL YEAR, STEP UP ADMINISTERED A STATEWIDE SCHOLARSHIP AVAILABLE TO SPECIAL-NEEDS STUDENTS WITH SPECIFIC DISABILITIES THAT INCLUDE: AUTISM, CEREBRAL PALSY, DOWN SYNDROME, SPINA BIFIDA, INTELLECTUAL DISABILITY AND WILLIAMS SYNDROME. FOR 2019-20, THE PROGRAM SERVED 13,462 STUDENTS WHO RECEIVED SCHOLARSHIPS WORTH AN AVERAGE OF \$10,392 EACH. THE PROGRAM EMPOWERS FAMILIES TO CHOOSE THE EDUCATIONAL SERVICES THAT BEST MEET THE NEEDS OF THEIR STUDENT, AND THE MONEY CAN BE SPENT FOR SCHOOLS, THERAPISTS, SPECIALISTS, CURRICULUM, TECHNOLOGY - EVEN A COLLEGE SAVINGS ACCOUNT.

4d Other program services (Describe on Schedule O.) (Expenses \$ 8,639,745. including grants of \$ 1,057,258. ) (Revenue \$ 1,085,828. )

4e Total program service expenses 711,955,631.

**Part IV Checklist of Required Schedules**

	Yes	No
<b>1</b> Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>	X	
<b>2</b> Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ?	X	
<b>3</b> Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
<b>4 Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>	X	
<b>5</b> Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>		X
<b>6</b> Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		X
<b>7</b> Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		X
<b>8</b> Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
<b>9</b> Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>	X	
<b>10</b> Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? <i>If "Yes," complete Schedule D, Part V</i>		X
<b>11</b> If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
<b>a</b> Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	X	
<b>b</b> Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>		X
<b>c</b> Did the organization report an amount for investments - program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		X
<b>d</b> Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>	X	
<b>e</b> Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>		X
<b>f</b> Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>	X	
<b>12a</b> Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>		X
<b>b</b> Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>	X	
<b>13</b> Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
<b>14a</b> Did the organization maintain an office, employees, or agents outside of the United States?		X
<b>b</b> Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>		X
<b>15</b> Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>		X
<b>16</b> Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i>		X
<b>17</b> Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i>		X
<b>18</b> Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>		X
<b>19</b> Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X
<b>20a</b> Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		X
<b>b</b> If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		
<b>21</b> Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>		X

Part IV Checklist of Required Schedules (continued)

Table with 3 columns: Question, Yes, No. Rows 22-38 covering various organizational requirements.

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

Table with 3 columns: Question, Yes, No. Rows 1a, 1b, 1c regarding Form 1096, Forms W-2G, and backup withholding rules.

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)

Table with columns for question number, question text, and Yes/No columns. Includes questions 2a through 16 regarding employee counts, tax returns, unrelated business income, foreign accounts, prohibited transactions, and charitable contributions.

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI [X]

Section A. Governing Body and Management

Table with 3 columns: Question, Yes, No. Rows include 1a (voting members), 1b (independent members), 2-7a (governance questions), 7b (reserved decisions), 8 (documentation), 8a (governing body), 8b (committees), 9 (unreachable officer).

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

Table with 3 columns: Question, Yes, No. Rows include 10a (local chapters), 10b (policies), 11a (copy of Form 990), 11b (review process), 12a-c (conflict of interest policy), 13 (whistleblower policy), 14 (document retention), 15 (compensation review), 15a-b (CEO/officers), 16a (joint venture), 16b (policy for joint ventures).

Section C. Disclosure

- 17 List the states with which a copy of this Form 990 is required to be filed AK, AR, CA, CO, CT, FL, DC, GA, HI, IL, KS, KY
18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection.
19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
20 State the name, address, and telephone number of the person who possesses the organization's books and records

**Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

Check if Schedule O contains a response or note to any line in this Part VII

**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees**

**1a** Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations. See instructions for the order in which to list the persons above.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) JOHN KIRTLEY CHAIRMAN, SUFS/DIRECTOR, A	40.00	X					0.	0.	0.	
(2) ALISON HERTOG DIRECTOR, SUFS	2.00	X					0.	0.	0.	
(3) ALFRED "AL" LAWSON DIRECTOR, SUFS	2.00	X					0.	0.	0.	
(4) RICHARD OUTRAM DIRECTOR, SUFS	2.00	X					0.	0.	0.	
(5) PAUL SHERMAN DIRECTOR, SUFS	2.00	X					0.	0.	0.	
(6) CURTIS STOKES DIRECTOR, SUFS	2.00	X					0.	0.	0.	
(7) TERRY JOVE DIRECTOR, SUFS	2.00	X					0.	0.	0.	
(8) JOHN LEGG DIRECTOR, SUFS	2.00	X					0.	0.	0.	
(9) DOUG TUTHILL PRESIDENT, SUFS	40.00			X			286,847.	0.	30,060.	
(10) ANNE WHITE CAO, SUFS	40.00			X			176,536.	0.	26,292.	
(11) JOE PFOUNTZ TREASURER & CFO, SUFS	40.00			X			216,315.	0.	27,529.	
(12) JONATHAN BECKHAM CIO, SUFS	40.00			X			175,541.	0.	33,585.	
(13) GINA LYNCH COO, SUFS	40.00			X			177,765.	0.	24,887.	
(14) LESLEY SEARCY CEAO, SUFS	40.00			X			162,326.	0.	8,046.	
(15) ALISSA RANDALL CMO, SUFS	40.00					X	182,184.	0.	22,967.	
(16) CAROL MACEDONIA VP STUDENT LEARNING	40.00					X	162,676.	0.	16,339.	
(17) CHARLES PARKER DIRECTOR OF SOFTWARE & TECHNICAL OPE	40.00					X	153,399.	0.	14,996.	



**Part VII** Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) SUSAN DUGAN CONTROLLER	40.00				X			146,218.	0.	8,135.
(19) JILL LAROSE VP LEADERSHIP DEVELOPMENT	40.00				X			144,216.	0.	15,428.
<b>1b Subtotal</b>								1,984,023.	0.	228,264.
<b>c Total from continuation sheets to Part VII, Section A</b>								0.	0.	0.
<b>d Total (add lines 1b and 1c)</b>								1,984,023.	0.	228,264.

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization 26

	Yes	No
3 Did the organization list any <b>former</b> officer, director, trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	X	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		X

**Section B. Independent Contractors**

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
SAP AMERICA, INC., PO BOX 7780-824024, PHILADELPHIA, PA 19182-4024	SOFTWARE SERVICES	929,138.
SOLIX, INC. 30 LANIDEX PLAZA WEST, PARSIPPANY, NJ 07054	TELECOMMUNICATION	393,084.
INTERACTIVE RESOURCES, LLC PO BOX 202056, DALLAS, TX 75320-2056	CONSULTING SERVICES	348,334.
ACQUIRE DIGITAL, LLC, 2000 GLEN ECHO RD., STE 200, NASHVILLE, TN 37215	MARKETING AND ADVERTISING	327,278.
ASTON CARTER, 3689 COLLECTION CENTER DRIVE, CHICAGO, IL 60693	CONSULTING SERVICES	244,364.

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization 14

**Part VIII Statement of Revenue**

Check if Schedule O contains a response or note to any line in this Part VIII

				(A)	(B)	(C)	(D)	
				Total revenue	Related or exempt function revenue	Unrelated business revenue	Revenue excluded from tax under sections 512 - 514	
<b>Contributions, Gifts, Grants and Other Similar Amounts</b>	<b>1 a</b> Federated campaigns	<b>1a</b>						
	<b>b</b> Membership dues	<b>1b</b>						
	<b>c</b> Fundraising events	<b>1c</b>						
	<b>d</b> Related organizations	<b>1d</b>						
	<b>e</b> Government grants (contributions)	<b>1e</b>						
	<b>f</b> All other contributions, gifts, grants, and similar amounts not included above	<b>1f</b>	618,153,616.					
	<b>g</b> Noncash contributions included in lines 1a-1f	<b>1g</b>	\$					
	<b>h Total.</b> Add lines 1a-1f			618,153,616.				
<b>Program Service Revenue</b>	<b>2 a</b> SERVICE CONTRACT	<b>Business Code</b>	561000	910,173.	910,173.			
	<b>b</b> ADVOCACY & CIVIC ENGAG		900099	143,424.	143,424.			
	<b>c</b> STUDENT DEVELOPMENT		900099	32,231.	32,231.			
	<b>d</b>							
	<b>e</b>							
	<b>f</b> All other program service revenue							
	<b>g Total.</b> Add lines 2a-2f			1,085,828.				
<b>Other Revenue</b>	<b>3</b> Investment income (including dividends, interest, and other similar amounts)			1,464,788.			1,464,788.	
	<b>4</b> Income from investment of tax-exempt bond proceeds							
	<b>5</b> Royalties							
	<b>6 a</b> Gross rents	<b>6a</b>	(i) Real					
			(ii) Personal					
	<b>b</b> Less: rental expenses	<b>6b</b>						
	<b>c</b> Rental income or (loss)	<b>6c</b>						
	<b>d</b> Net rental income or (loss)							
	<b>7 a</b> Gross amount from sales of assets other than inventory	<b>7a</b>	(i) Securities					
			(ii) Other					
	<b>b</b> Less: cost or other basis and sales expenses	<b>7b</b>						
	<b>c</b> Gain or (loss)	<b>7c</b>						
	<b>d</b> Net gain or (loss)							
<b>8 a</b> Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18	<b>8a</b>							
<b>b</b> Less: direct expenses	<b>8b</b>							
<b>c</b> Net income or (loss) from fundraising events								
<b>9 a</b> Gross income from gaming activities. See Part IV, line 19	<b>9a</b>							
<b>b</b> Less: direct expenses	<b>9b</b>							
<b>c</b> Net income or (loss) from gaming activities								
<b>10 a</b> Gross sales of inventory, less returns and allowances	<b>10a</b>							
<b>b</b> Less: cost of goods sold	<b>10b</b>							
<b>c</b> Net income or (loss) from sales of inventory								
<b>Miscellaneous Revenue</b>	<b>11 a</b> OTHER INCOME	<b>Business Code</b>	900099	440.	440.			
	<b>b</b>							
	<b>c</b>							
	<b>d</b> All other revenue							
	<b>e Total.</b> Add lines 11a-11d			440.				
<b>12 Total revenue.</b> See instructions				620,704,672.	1,086,268.	0.	1,464,788.	

**Part IX Statement of Functional Expenses**

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
<b>1</b> Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
<b>2</b> Grants and other assistance to domestic individuals. See Part IV, line 22	667,545,702.	667,545,702.		
<b>3</b> Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
<b>4</b> Benefits paid to or for members				
<b>5</b> Compensation of current officers, directors, trustees, and key employees	1,164,052.	338,843.	825,209.	
<b>6</b> Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
<b>7</b> Other salaries and wages	16,726,915.	13,497,132.	2,109,767.	1,120,016.
<b>8</b> Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	749,778.	498,389.	184,518.	66,871.
<b>9</b> Other employee benefits	2,154,139.	1,604,892.	364,063.	185,184.
<b>10</b> Payroll taxes	1,315,574.	911,177.	288,969.	115,428.
<b>11</b> Fees for services (nonemployees):				
<b>a</b> Management				
<b>b</b> Legal	179,710.		179,710.	
<b>c</b> Accounting	200,942.		200,942.	
<b>d</b> Lobbying	414,719.	414,719.		
<b>e</b> Professional fundraising services. See Part IV, line 17				
<b>f</b> Investment management fees				
<b>g</b> Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)				
<b>12</b> Advertising and promotion	585,680.	518,462.	40,190.	27,028.
<b>13</b> Office expenses	854,949.	684,380.	74,681.	95,888.
<b>14</b> Information technology				
<b>15</b> Royalties				
<b>16</b> Occupancy	1,011,666.	584,550.	301,725.	125,391.
<b>17</b> Travel	471,562.	252,218.	130,674.	88,670.
<b>18</b> Payments of travel or entertainment expenses for any federal, state, or local public officials				
<b>19</b> Conferences, conventions, and meetings				
<b>20</b> Interest				
<b>21</b> Payments to affiliates				
<b>22</b> Depreciation, depletion, and amortization	854,014.	503,963.	240,120.	109,931.
<b>23</b> Insurance	291,726.	169,975.	83,788.	37,963.
<b>24</b> Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
<b>a</b> UNCOLLECTIBLE ACCOUNTS	20,893,325.	20,893,325.		
<b>b</b> OTHER COSTS	3,924,896.	2,940,949.	631,287.	352,660.
<b>c</b> BANK FEES	300,594.	262,123.	38,315.	156.
<b>d</b> REPAIRS AND MAINTENANCE	272,701.	162,415.	76,744.	33,542.
<b>e</b> All other expenses	261,743.	172,417.	20,829.	68,497.
<b>25 Total functional expenses.</b> Add lines 1 through 24e	720,174,387.	711,955,631.	5,791,531.	2,427,225.
<b>26 Joint costs.</b> Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here  if following SOP 98-2 (ASC 958-720)

**Part X Balance Sheet**

Check if Schedule O contains a response or note to any line in this Part X

		(A) Beginning of year		(B) End of year
<b>Assets</b>	<b>1</b> Cash - non-interest-bearing .....	63,442,105.	<b>1</b>	71,685,413.
	<b>2</b> Savings and temporary cash investments .....	130,000.	<b>2</b>	65,000.
	<b>3</b> Pledges and grants receivable, net .....	542,649,336.	<b>3</b>	402,513,651.
	<b>4</b> Accounts receivable, net .....	4,963,297.	<b>4</b>	3,398,534.
	<b>5</b> Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons .....		<b>5</b>	
	<b>6</b> Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B) .....		<b>6</b>	
	<b>7</b> Notes and loans receivable, net .....		<b>7</b>	
	<b>8</b> Inventories for sale or use .....		<b>8</b>	
	<b>9</b> Prepaid expenses and deferred charges .....	858,639.	<b>9</b>	889,513.
	<b>10a</b> Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D .....	<b>10a</b> 5,590,136.		
	<b>b</b> Less: accumulated depreciation .....	<b>10b</b> 2,561,870.	2,896,104.	<b>10c</b> 3,028,266.
	<b>11</b> Investments - publicly traded securities .....		<b>11</b>	
	<b>12</b> Investments - other securities. See Part IV, line 11 .....		<b>12</b>	
	<b>13</b> Investments - program-related. See Part IV, line 11 .....		<b>13</b>	
	<b>14</b> Intangible assets .....		<b>14</b>	
	<b>15</b> Other assets. See Part IV, line 11 .....	82,191,159.	<b>15</b>	109,286,898.
<b>16 Total assets.</b> Add lines 1 through 15 (must equal line 33) .....	697,130,640.	<b>16</b>	590,867,275.	
<b>Liabilities</b>	<b>17</b> Accounts payable and accrued expenses .....	3,083,508.	<b>17</b>	4,196,061.
	<b>18</b> Grants payable .....		<b>18</b>	
	<b>19</b> Deferred revenue .....		<b>19</b>	
	<b>20</b> Tax-exempt bond liabilities .....		<b>20</b>	
	<b>21</b> Escrow or custodial account liability. Complete Part IV of Schedule D .....	82,182,389.	<b>21</b>	109,276,186.
	<b>22</b> Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons .....		<b>22</b>	
	<b>23</b> Secured mortgages and notes payable to unrelated third parties .....	35,000,000.	<b>23</b>	0.
	<b>24</b> Unsecured notes and loans payable to unrelated third parties .....		<b>24</b>	
	<b>25</b> Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D .....		<b>25</b>	
	<b>26 Total liabilities.</b> Add lines 17 through 25 .....	120,265,897.	<b>26</b>	113,472,247.
<b>Net Assets or Fund Balances</b>	<b>Organizations that follow FASB ASC 958, check here</b> <input checked="" type="checkbox"/> <b>and complete lines 27, 28, 32, and 33.</b>			
	<b>27</b> Net assets without donor restrictions .....	6,621,589.	<b>27</b>	13,586,344.
	<b>28</b> Net assets with donor restrictions .....	570,243,154.	<b>28</b>	463,808,684.
	<b>Organizations that do not follow FASB ASC 958, check here</b> <input type="checkbox"/> <b>and complete lines 29 through 33.</b>			
	<b>29</b> Capital stock or trust principal, or current funds .....		<b>29</b>	
	<b>30</b> Paid-in or capital surplus, or land, building, or equipment fund .....		<b>30</b>	
	<b>31</b> Retained earnings, endowment, accumulated income, or other funds .....		<b>31</b>	
	<b>32</b> Total net assets or fund balances .....	576,864,743.	<b>32</b>	477,395,028.
<b>33</b> Total liabilities and net assets/fund balances .....	697,130,640.	<b>33</b>	590,867,275.	

**Part XI Reconciliation of Net Assets**

Check if Schedule O contains a response or note to any line in this Part XI

<b>1</b>	Total revenue (must equal Part VIII, column (A), line 12)	<b>1</b>	620,704,672.
<b>2</b>	Total expenses (must equal Part IX, column (A), line 25)	<b>2</b>	720,174,387.
<b>3</b>	Revenue less expenses. Subtract line 2 from line 1	<b>3</b>	-99,469,715.
<b>4</b>	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	<b>4</b>	576,864,743.
<b>5</b>	Net unrealized gains (losses) on investments	<b>5</b>	
<b>6</b>	Donated services and use of facilities	<b>6</b>	
<b>7</b>	Investment expenses	<b>7</b>	
<b>8</b>	Prior period adjustments	<b>8</b>	
<b>9</b>	Other changes in net assets or fund balances (explain on Schedule O)	<b>9</b>	0.
<b>10</b>	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	<b>10</b>	477,395,028.

**Part XII Financial Statements and Reporting**

Check if Schedule O contains a response or note to any line in this Part XII

- 1** Accounting method used to prepare the Form 990:  Cash  Accrual  Other \_\_\_\_\_  
If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.
- 2a** Were the organization's financial statements compiled or reviewed by an independent accountant? \_\_\_\_\_  
If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both:  
 Separate basis  Consolidated basis  Both consolidated and separate basis
- b** Were the organization's financial statements audited by an independent accountant? \_\_\_\_\_  
If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both:  
 Separate basis  Consolidated basis  Both consolidated and separate basis
- c** If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? \_\_\_\_\_  
If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.
- 3a** As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133? \_\_\_\_\_
- b** If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits \_\_\_\_\_

	Yes	No
<b>2a</b>		X
<b>2b</b>	X	
<b>2c</b>	X	
<b>3a</b>		X
<b>3b</b>		



**Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .....	521,372,137.	533,245,078.	705,681,555.	714,828,892.	618,153,616.	3093281278.
<b>2</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf .....						
<b>3</b> The value of services or facilities furnished by a governmental unit to the organization without charge .....						
<b>4 Total.</b> Add lines 1 through 3 .....	521,372,137.	533,245,078.	705,681,555.	714,828,892.	618,153,616.	3093281278.
<b>5</b> The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) .....						1237401370.
<b>6 Public support.</b> Subtract line 5 from line 4.						1855879908.

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
<b>7</b> Amounts from line 4 .....	521,372,137.	533,245,078.	705,681,555.	714,828,892.	618,153,616.	3093281278.
<b>8</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources .....	90,396.	397,500.	999,419.	1,673,206.	1,464,788.	4,625,309.
<b>9</b> Net income from unrelated business activities, whether or not the business is regularly carried on .....						
<b>10</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) .....	7,046.	339.	3,990.	15,075.	440.	26,890.
<b>11 Total support.</b> Add lines 7 through 10						3097933477.
<b>12</b> Gross receipts from related activities, etc. (see instructions) .....					12	3,630,656.
<b>13 First five years.</b> If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and <b>stop here</b> .....						<input type="checkbox"/>

**Section C. Computation of Public Support Percentage**

<b>14</b> Public support percentage for 2019 (line 6, column (f) divided by line 11, column (f)) .....	<b>14</b>	59.91 %
<b>15</b> Public support percentage from 2018 Schedule A, Part II, line 14 .....	<b>15</b>	60.46 %
<b>16a 33 1/3% support test - 2019.</b> If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization .....		<input checked="" type="checkbox"/>
<b>b 33 1/3% support test - 2018.</b> If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization .....		<input type="checkbox"/>
<b>17a 10% -facts-and-circumstances test - 2019.</b> If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization .....		<input type="checkbox"/>
<b>b 10% -facts-and-circumstances test - 2018.</b> If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization .....		<input type="checkbox"/>
<b>18 Private foundation.</b> If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions .....		<input type="checkbox"/>

**Part III Support Schedule for Organizations Described in Section 509(a)(2)**

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ►	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .....						
<b>2</b> Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose .....						
<b>3</b> Gross receipts from activities that are not an unrelated trade or business under section 513 .....						
<b>4</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf .....						
<b>5</b> The value of services or facilities furnished by a governmental unit to the organization without charge .....						
<b>6 Total.</b> Add lines 1 through 5 .....						
<b>7a</b> Amounts included on lines 1, 2, and 3 received from disqualified persons .....						
<b>b</b> Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year .....						
<b>c</b> Add lines 7a and 7b .....						
<b>8 Public support.</b> (Subtract line 7c from line 6.)						

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ►	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
<b>9</b> Amounts from line 6 .....						
<b>10a</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources .....						
<b>b</b> Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975 .....						
<b>c</b> Add lines 10a and 10b .....						
<b>11</b> Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on .....						
<b>12</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) .....						
<b>13 Total support.</b> (Add lines 9, 10c, 11, and 12.)						

**14 First five years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here**

**Section C. Computation of Public Support Percentage**

<b>15</b> Public support percentage for 2019 (line 8, column (f), divided by line 13, column (f)) .....	<b>15</b>	%
<b>16</b> Public support percentage from 2018 Schedule A, Part III, line 15 .....	<b>16</b>	%

**Section D. Computation of Investment Income Percentage**

<b>17</b> Investment income percentage for 2019 (line 10c, column (f), divided by line 13, column (f)) .....	<b>17</b>	%
<b>18</b> Investment income percentage from 2018 Schedule A, Part III, line 17 .....	<b>18</b>	%

**19a 33 1/3% support tests - 2019.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

**b 33 1/3% support tests - 2018.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

**20 Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions



**Part IV Supporting Organizations**

(Complete only if you checked a box in line 12 on Part I. If you checked 12a of Part I, complete Sections A and B. If you checked 12b of Part I, complete Sections A and C. If you checked 12c of Part I, complete Sections A, D, and E. If you checked 12d of Part I, complete Sections A and D, and complete Part V.)

**Section A. All Supporting Organizations**

	Yes	No
<b>1</b> Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>		
<b>2</b> Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
<b>3a</b> Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If "Yes," answer (b) and (c) below.</i>		
<b>b</b> Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If "Yes," describe in Part VI when and how the organization made the determination.</i>		
<b>c</b> Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If "Yes," explain in Part VI what controls the organization put in place to ensure such use.</i>		
<b>4a</b> Was any supported organization not organized in the United States ("foreign supported organization")? <i>If "Yes," and if you checked 12a or 12b in Part I, answer (b) and (c) below.</i>		
<b>b</b> Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>		
<b>c</b> Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>		
<b>5a</b> Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If "Yes," answer (b) and (c) below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>		
<b>b Type I or Type II only.</b> Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
<b>c Substitutions only.</b> Was the substitution the result of an event beyond the organization's control?		
<b>6</b> Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If "Yes," provide detail in Part VI.</i>		
<b>7</b> Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
<b>8</b> Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
<b>9a</b> Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If "Yes," provide detail in Part VI.</i>		
<b>b</b> Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If "Yes," provide detail in Part VI.</i>		
<b>c</b> Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If "Yes," provide detail in Part VI.</i>		
<b>10a</b> Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If "Yes," answer 10b below.</i>		
<b>b</b> Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i>		

**Part IV Supporting Organizations** (continued)

	Yes	No
<b>11</b> Has the organization accepted a gift or contribution from any of the following persons?		
<b>a</b> A person who directly or indirectly controls, either alone or together with persons described in (b) and (c) below, the governing body of a supported organization?		
<b>b</b> A family member of a person described in (a) above?		
<b>c</b> A 35% controlled entity of a person described in (a) or (b) above? <i>If "Yes" to a, b, or c, provide detail in Part VI.</i>		

**Section B. Type I Supporting Organizations**

	Yes	No
<b>1</b> Did the directors, trustees, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the tax year? <i>If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove directors or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.</i>		
<b>2</b> Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? <i>If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.</i>		

**Section C. Type II Supporting Organizations**

	Yes	No
<b>1</b> Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? <i>If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).</i>		

**Section D. All Type III Supporting Organizations**

	Yes	No
<b>1</b> Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		
<b>2</b> Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? <i>If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).</i>		
<b>3</b> By reason of the relationship described in (2), did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? <i>If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.</i>		

**Section E. Type III Functionally Integrated Supporting Organizations**

<b>1</b> Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).		
<b>a</b> <input type="checkbox"/> The organization satisfied the Activities Test. Complete line 2 below.		
<b>b</b> <input type="checkbox"/> The organization is the parent of each of its supported organizations. Complete line 3 below.		
<b>c</b> <input type="checkbox"/> The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions).		
<b>2</b> Activities Test. Answer (a) and (b) below.		
<b>a</b> Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? <i>If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.</i>		
<b>b</b> Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? <i>If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.</i>		
<b>3</b> Parent of Supported Organizations. Answer (a) and (b) below.		
<b>a</b> Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? <i>Provide details in Part VI.</i>		
<b>b</b> Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? <i>If "Yes," describe in Part VI the role played by the organization in this regard.</i>		

**Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations**

- 1  Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (explain in Part VI). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

<b>Section A - Adjusted Net Income</b>		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	<b>Adjusted Net Income</b> (subtract lines 5, 6, and 7 from line 4)	8	

<b>Section B - Minimum Asset Amount</b>		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	<b>Total</b> (add lines 1a, 1b, and 1c)	1d	
e	<b>Discount</b> claimed for blockage or other factors (explain in detail in <b>Part VI</b> ):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d.	3	
4	Cash deemed held for exempt use. Enter 1-1/2% of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by .035.	6	
7	Recoveries of prior-year distributions	7	
8	<b>Minimum Asset Amount</b> (add line 7 to line 6)	8	

<b>Section C - Distributable Amount</b>		(A) Prior Year	Current Year
1	Adjusted net income for prior year (from Section A, line 8, Column A)	1	
2	Enter 85% of line 1.	2	
3	Minimum asset amount for prior year (from Section B, line 8, Column A)	3	
4	Enter greater of line 2 or line 3.	4	
5	Income tax imposed in prior year	5	
6	<b>Distributable Amount.</b> Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	
7	<input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		

Schedule A (Form 990 or 990-EZ) 2019

**Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** (continued)

Section D - Distributions	Current Year
<b>1</b> Amounts paid to supported organizations to accomplish exempt purposes	
<b>2</b> Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	
<b>3</b> Administrative expenses paid to accomplish exempt purposes of supported organizations	
<b>4</b> Amounts paid to acquire exempt-use assets	
<b>5</b> Qualified set-aside amounts (prior IRS approval required)	
<b>6</b> Other distributions (describe in <b>Part VI</b> ). See instructions.	
<b>7 Total annual distributions.</b> Add lines 1 through 6.	
<b>8</b> Distributions to attentive supported organizations to which the organization is responsive (provide details in <b>Part VI</b> ). See instructions.	
<b>9</b> Distributable amount for 2019 from Section C, line 6	
<b>10</b> Line 8 amount divided by line 9 amount	

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2019	(iii) Distributable Amount for 2019
<b>1</b> Distributable amount for 2019 from Section C, line 6			
<b>2</b> Underdistributions, if any, for years prior to 2019 (reasonable cause required- explain in <b>Part VI</b> ). See instructions.			
<b>3</b> Excess distributions carryover, if any, to 2019			
<b>a</b> From 2014			
<b>b</b> From 2015			
<b>c</b> From 2016			
<b>d</b> From 2017			
<b>e</b> From 2018			
<b>f Total</b> of lines 3a through e			
<b>g</b> Applied to underdistributions of prior years			
<b>h</b> Applied to 2019 distributable amount			
<b>i</b> Carryover from 2014 not applied (see instructions)			
<b>j</b> Remainder. Subtract lines 3g, 3h, and 3i from 3f.			
<b>4</b> Distributions for 2019 from Section D, line 7: \$			
<b>a</b> Applied to underdistributions of prior years			
<b>b</b> Applied to 2019 distributable amount			
<b>c</b> Remainder. Subtract lines 4a and 4b from 4.			
<b>5</b> Remaining underdistributions for years prior to 2019, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in <b>Part VI</b> . See instructions.			
<b>6</b> Remaining underdistributions for 2019. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in <b>Part VI</b> . See instructions.			
<b>7 Excess distributions carryover to 2020.</b> Add lines 3j and 4c.			
<b>8</b> Breakdown of line 7:			
<b>a</b> Excess from 2015			
<b>b</b> Excess from 2016			
<b>c</b> Excess from 2017			
<b>d</b> Excess from 2018			
<b>e</b> Excess from 2019			

**Part VI** **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information.  
(See instructions.)

SCHEDULE A, PART II, LINE 10, EXPLANATION FOR OTHER INCOME:

OTHER INCOME

2015 AMOUNT: \$ 7,046.

2016 AMOUNT: \$ 339.

2017 AMOUNT: \$ 3,990.

2018 AMOUNT: \$ 15,075.

2019 AMOUNT: \$ 440.

# Schedule B

(Form 990, 990-EZ, or 990-PF)

Department of the Treasury  
Internal Revenue Service

# Schedule of Contributors

▶ Attach to Form 990, Form 990-EZ, or Form 990-PF.  
▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

# 2019

Name of the organization

STEP UP FOR STUDENTS, INC.

Employer identification number

59-3649371

Organization type (check one):

**Filers of:**

**Section:**

Form 990 or 990-EZ

501(c)( 3 ) (enter number) organization

4947(a)(1) nonexempt charitable trust **not** treated as a private foundation

527 political organization

Form 990-PF

501(c)(3) exempt private foundation

4947(a)(1) nonexempt charitable trust treated as a private foundation

501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule**.

**Note:** Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

**General Rule**

For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

**Special Rules**

For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990 or 990-EZ), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** \$5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I, II, and III.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling \$5,000 or more during the year ..... ▶ \$ \_\_\_\_\_

**Caution:** An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990, 990-EZ, or 990-PF), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

Name of organization  <b>STEP UP FOR STUDENTS, INC.</b>	<b>Employer identification number</b>  59-3649371
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**Part I Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	<hr/> <hr/> <hr/>	\$ 13,450,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
2	<hr/> <hr/> <hr/>	\$ 28,100,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
3	<hr/> <hr/> <hr/>	\$ 18,334,400.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
4	<hr/> <hr/> <hr/>	\$ 63,075,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
5	<hr/> <hr/> <hr/>	\$ 165,000,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
6	<hr/> <hr/> <hr/>	\$ 17,000,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)

Name of organization  STEP UP FOR STUDENTS, INC.	Employer identification number  59-3649371
--	--

**Part I Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
7	<hr/> <hr/> <hr/>	\$ 15,000,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
8	<hr/> <hr/> <hr/>	\$ 24,000,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
9	<hr/> <hr/> <hr/>	\$ 38,250,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
10	<hr/> <hr/> <hr/>	\$ 33,000,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
	<hr/> <hr/> <hr/>	\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
	<hr/> <hr/> <hr/>	\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)



Name of organization  STEP UP FOR STUDENTS, INC.	Employer identification number  59-3649371
--	--

**Part II Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
	_____	\$ _____	_____
	_____	\$ _____	_____
	_____	\$ _____	_____
	_____	\$ _____	_____
	_____	\$ _____	_____
	_____	\$ _____	_____
	_____	\$ _____	_____

Name of organization  STEP UP FOR STUDENTS, INC.	Employer identification number  59-3649371
--	--

**Part III** Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than \$1,000 for the year from any one contributor. Complete columns (a) through (e) and the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of \$1,000 or less for the year. (Enter this info. once.) ▶ \$ \_\_\_\_\_  
Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	

**SCHEDULE C**  
**(Form 990 or 990-EZ)**

**Political Campaign and Lobbying Activities**

OMB No. 1545-0047

**2019**

**Open to Public Inspection**

Department of the Treasury  
Internal Revenue Service

**For Organizations Exempt From Income Tax Under section 501(c) and section 527**  
▶ **Complete if the organization is described below. ▶ Attach to Form 990 or Form 990-EZ.**  
▶ **Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.**

**If the organization answered "Yes," on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then**

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

**If the organization answered "Yes," on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then**

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

**If the organization answered "Yes," on Form 990, Part IV, line 5 (Proxy Tax) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), then**

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of organization

STEP UP FOR STUDENTS, INC.

Employer identification number

59-3649371

**Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.**

- 1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.
- 2 Political campaign activity expenditures ▶ \$ \_\_\_\_\_
- 3 Volunteer hours for political campaign activities \_\_\_\_\_

**Part I-B Complete if the organization is exempt under section 501(c)(3).**

- 1 Enter the amount of any excise tax incurred by the organization under section 4955 ▶ \$ \_\_\_\_\_
- 2 Enter the amount of any excise tax incurred by organization managers under section 4955 ▶ \$ \_\_\_\_\_
- 3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year?  Yes  No
- 4a Was a correction made?  Yes  No
- b If "Yes," describe in Part IV.

**Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).**

- 1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ▶ \$ \_\_\_\_\_
- 2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities ▶ \$ \_\_\_\_\_
- 3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b ▶ \$ \_\_\_\_\_
- 4 Did the filing organization file **Form 1120-POL** for this year?  Yes  No
- 5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds. If none, enter -0-.	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-.

**Part II-A Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).**

- A** Check  if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).  
**B** Check  if the filing organization checked box A and "limited control" provisions apply.

<b>Limits on Lobbying Expenditures</b> (The term "expenditures" means amounts paid or incurred.)		(a) Filing organization's totals	(b) Affiliated group totals												
<b>1a</b>	Total lobbying expenditures to influence public opinion (grassroots lobbying) .....	241,907.													
<b>b</b>	Total lobbying expenditures to influence a legislative body (direct lobbying) .....	172,811.													
<b>c</b>	Total lobbying expenditures (add lines 1a and 1b) .....	414,718.													
<b>d</b>	Other exempt purpose expenditures .....	719,609,788.													
<b>e</b>	Total exempt purpose expenditures (add lines 1c and 1d) .....	720,024,506.													
<b>f</b>	Lobbying nontaxable amount. Enter the amount from the following table in both columns.	1,000,000.													
<table border="1" style="width: 100%;"> <thead> <tr> <th style="width: 50%;">If the amount on line 1e, column (a) or (b) is:</th> <th style="width: 50%;">The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 1e.</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000.</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000.</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000.</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000.</td> </tr> </tbody> </table>		If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e.	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.	Over \$17,000,000	\$1,000,000.		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e.														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.														
Over \$17,000,000	\$1,000,000.														
<b>g</b>	Grassroots nontaxable amount (enter 25% of line 1f) .....	250,000.													
<b>h</b>	Subtract line 1g from line 1a. If zero or less, enter -0- .....	0.													
<b>i</b>	Subtract line 1f from line 1c. If zero or less, enter -0- .....	0.													
<b>j</b>	If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? .....		<input type="checkbox"/> Yes <input type="checkbox"/> No												

**4-Year Averaging Period Under Section 501(h)**  
 (Some organizations that made a section 501(h) election do not have to complete all of the five columns below.  
 See the separate instructions for lines 2a through 2f.)

<b>Lobbying Expenditures During 4-Year Averaging Period</b>					
Calendar year (or fiscal year beginning in)	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) Total
<b>2a</b> Lobbying nontaxable amount	1,000,000.	1,000,000.	1,000,000.	1,000,000.	4,000,000.
<b>b</b> Lobbying ceiling amount (150% of line 2a, column(e))					6,000,000.
<b>c</b> Total lobbying expenditures	66,809.	115,003.	256,683.	414,718.	853,213.
<b>d</b> Grassroots nontaxable amount	250,000.	250,000.	250,000.	250,000.	1,000,000.
<b>e</b> Grassroots ceiling amount (150% of line 2d, column (e))					1,500,000.
<b>f</b> Grassroots lobbying expenditures	10,454.	18,858.	124,725.	241,907.	395,944.

**Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).**

For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.	(a)		(b)
	Yes	No	Amount
<b>1</b> During the year, did the filing organization attempt to influence foreign, national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
<b>a</b> Volunteers? .....			
<b>b</b> Paid staff or management (include compensation in expenses reported on lines 1c through 1i)? ..			
<b>c</b> Media advertisements? .....			
<b>d</b> Mailings to members, legislators, or the public? .....			
<b>e</b> Publications, or published or broadcast statements? .....			
<b>f</b> Grants to other organizations for lobbying purposes? .....			
<b>g</b> Direct contact with legislators, their staffs, government officials, or a legislative body? .....			
<b>h</b> Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means? .....			
<b>i</b> Other activities? .....			
<b>j</b> Total. Add lines 1c through 1i .....			
<b>2a</b> Did the activities in line 1 cause the organization to be not described in section 501(c)(3)? .....			
<b>b</b> If "Yes," enter the amount of any tax incurred under section 4912 .....			
<b>c</b> If "Yes," enter the amount of any tax incurred by organization managers under section 4912 .....			
<b>d</b> If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year? .....			

**Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).**

	Yes	No
<b>1</b> Were substantially all (90% or more) dues received nondeductible by members? .....	<b>1</b>	
<b>2</b> Did the organization make only in-house lobbying expenditures of \$2,000 or less? .....	<b>2</b>	
<b>3</b> Did the organization agree to carry over lobbying and political campaign activity expenditures from the prior year? .....	<b>3</b>	

**Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."**

<b>1</b> Dues, assessments and similar amounts from members .....	<b>1</b>	
<b>2</b> Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
<b>a</b> Current year .....	<b>2a</b>	
<b>b</b> Carryover from last year .....	<b>2b</b>	
<b>c</b> Total .....	<b>2c</b>	
<b>3</b> Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues .....	<b>3</b>	
<b>4</b> If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year? .....	<b>4</b>	
<b>5</b> Taxable amount of lobbying and political expenditures (see instructions) .....	<b>5</b>	

**Part IV Supplemental Information**

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (see instructions); and Part II-B, line 1. Also, complete this part for any additional information.

SCHEDULE C, PART II-A

THE SENIOR POLICY DIRECTOR AND LEGISLATIVE AFFAIRS MANAGER AIDED

LEGISLATORS AND LEGISLATIVE STAFF BY ANSWERING QUESTIONS AND PROVIDING

DETAILED INFORMATION ABOUT THE STATE'S VARIOUS SCHOLARSHIP PROGRAMS. STEP

UP EMPLOYEES ALSO HELPED SCHOLARSHIP PARENTS MEET STATE SENATORS AND

REPRESENTATIVES TO DISCUSS THEIR EXPERIENCE ON THE PROGRAMS. DURING THE



**SCHEDULE D**  
**(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Supplemental Financial Statements**

▶ **Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.**  
▶ **Attach to Form 990.**

▶ **Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.**

OMB No. 1545-0047

**2019**  
**Open to Public Inspection**

**Name of the organization** STEP UP FOR STUDENTS, INC. **Employer identification number** 59-3649371

**Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.** Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year .....		
2 Aggregate value of contributions to (during year) .....		
3 Aggregate value of grants from (during year) .....		
4 Aggregate value at end of year .....		
5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? .....	<input type="checkbox"/> Yes <input type="checkbox"/> No	
6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? .....	<input type="checkbox"/> Yes <input type="checkbox"/> No	

**Part II Conservation Easements.** Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).  
 Preservation of land for public use (for example, recreation or education)  Preservation of a historically important land area  
 Protection of natural habitat  Preservation of a certified historic structure  
 Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

	Held at the End of the Tax Year
a Total number of conservation easements .....	2a
b Total acreage restricted by conservation easements .....	2b
c Number of conservation easements on a certified historic structure included in (a) .....	2c
d Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register .....	2d

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶                     

4 Number of states where property subject to conservation easement is located ▶                     

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? .....

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶                     

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ \$                     

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? .....

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

**Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.** Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 .....

(ii) Assets included in Form 990, Part X .....

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 .....

b Assets included in Form 990, Part X .....

**Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets** (continued)

- 3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):
- a  Public exhibition
  - b  Scholarly research
  - c  Preservation for future generations
  - d  Loan or exchange program
  - e  Other \_\_\_\_\_
- 4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?  Yes  No

**Part IV Escrow and Custodial Arrangements.** Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?  Yes  No
- b If "Yes," explain the arrangement in Part XIII and complete the following table:
- |                                 | Amount       |
|---------------------------------|--------------|
| c Beginning balance             | 82,182,389.  |
| d Additions during the year     | 153,346,054. |
| e Distributions during the year | 126,252,257. |
| f Ending balance                | 109,276,186. |
- 2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability?  Yes  No
- b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII

**Part V Endowment Funds.** Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

- 2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a Board designated or quasi-endowment \_\_\_\_\_%
  - b Permanent endowment \_\_\_\_\_%
  - c Term endowment \_\_\_\_\_%
- The percentages on lines 2a, 2b, and 2c should equal 100%.
- 3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- |  | Yes                                 | No                       |
|--|-------------------------------------|--------------------------|
| (i) Unrelated organizations  | <input type="checkbox"/>            | <input type="checkbox"/> |
| (ii) Related organizations   | <input type="checkbox"/>            | <input type="checkbox"/> |
| b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R? | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
- 4 Describe in Part XIII the intended uses of the organization's endowment funds.

**Part VI Land, Buildings, and Equipment.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements		47,544.	43,886.	3,658.
d Equipment		5,542,592.	2,517,984.	3,024,608.
e Other				
<b>Total.</b> Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)				3,028,266.



**Part VII Investments - Other Securities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives .....		
(2) Closely held equity interests .....		
(3) Other .....		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
<b>Total.</b> (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶		

**Part VIII Investments - Program Related.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
<b>Total.</b> (Col. (b) must equal Form 990, Part X, col. (B) line 13.) ▶		

**Part IX Other Assets.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1) FUNDS HELD IN TRUST FOR STUDENTS	109,276,186.
(2) DUE FROM AFFILIATES	10,712.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 15.) ▶	109,286,898.

**Part X Other Liabilities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ...

**Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

<b>1</b>	Total revenue, gains, and other support per audited financial statements	<b>1</b>	620,945,239.
<b>2</b>	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
<b>a</b>	Net unrealized gains (losses) on investments	<b>2a</b>	
<b>b</b>	Donated services and use of facilities	<b>2b</b>	160,567.
<b>c</b>	Recoveries of prior year grants	<b>2c</b>	
<b>d</b>	Other (Describe in Part XIII.)	<b>2d</b>	80,000.
<b>e</b>	Add lines <b>2a</b> through <b>2d</b>	<b>2e</b>	240,567.
<b>3</b>	Subtract line <b>2e</b> from line <b>1</b>	<b>3</b>	620,704,672.
<b>4</b>	Amounts included on Form 990, Part VIII, line 12, but not on line 1:		
<b>a</b>	Investment expenses not included on Form 990, Part VIII, line 7b	<b>4a</b>	
<b>b</b>	Other (Describe in Part XIII.)	<b>4b</b>	
<b>c</b>	Add lines <b>4a</b> and <b>4b</b>	<b>4c</b>	0.
<b>5</b>	Total revenue. Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 12.)	<b>5</b>	620,704,672.

**Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

<b>1</b>	Total expenses and losses per audited financial statements	<b>1</b>	720,511,234.
<b>2</b>	Amounts included on line 1 but not on Form 990, Part IX, line 25:		
<b>a</b>	Donated services and use of facilities	<b>2a</b>	160,567.
<b>b</b>	Prior year adjustments	<b>2b</b>	
<b>c</b>	Other losses	<b>2c</b>	
<b>d</b>	Other (Describe in Part XIII.)	<b>2d</b>	176,280.
<b>e</b>	Add lines <b>2a</b> through <b>2d</b>	<b>2e</b>	336,847.
<b>3</b>	Subtract line <b>2e</b> from line <b>1</b>	<b>3</b>	720,174,387.
<b>4</b>	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
<b>a</b>	Investment expenses not included on Form 990, Part VIII, line 7b	<b>4a</b>	
<b>b</b>	Other (Describe in Part XIII.)	<b>4b</b>	
<b>c</b>	Add lines <b>4a</b> and <b>4b</b>	<b>4c</b>	0.
<b>5</b>	Total expenses. Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 18.)	<b>5</b>	720,174,387.

**Part XIII Supplemental Information.**

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

PART IV, LINE 2B:

IN JUNE 2014, LEGISLATION CREATED A SCHOLARSHIP FOR SPECIAL NEEDS CHILDREN

THAT WAS SIGNED INTO LAW IN FLORIDA. A GARDINER SCHOLARSHIP ACCOUNT IS

ESTABLISHED FOR EACH CHILD THAT IS AWARDED A SPECIAL NEEDS SCHOLARSHIP.

PARENTS USE THIS MONEY TO PERSONALIZE THE EDUCATION OF THEIR CHILDREN WITH

UNIQUE ABILITIES BY DIRECTING MONEY TOWARDS A COMBINATION OF PROGRAMS AND

STATE APPROVED PROVIDERS. THESE INCLUDE SCHOOLS, THERAPISTS, SPECIALISTS,

CURRICULUM AND TECHNOLOGY AND COLLEGE SAVINGS ACCOUNTS.

IN JUNE 2018, LEGISLATION CREATED A SCHOLARSHIP TO PROVIDE ACADEMIC

SUPPORT FOR ELEMENTARY SCHOOL STUDENTS IN DISTRICT OR CHARTER SCHOOLS WHO

STRUGGLE IN READING THAT WAS SIGNED INTO LAW IN FLORIDA. THE SCHOLARSHIP

**Part XIII** Supplemental Information *(continued)*

IS AVAILABLE TO STUDENTS IN THIRD THROUGH FIFTH GRADE WHO HAVE SCORED A  
LEVEL 1 OR 2 ON THE ENGLISH LANGUAGE ARTS SECTION OF THE FLORIDA STANDARDS  
ASSESSMENT. PARENTS USE THIS SCHOLARSHIP TO PAY FOR TUITION AND FEES  
RELATED TO PART-TIME TUTORING, SUMMER AND AFTER-SCHOOL LITERACY PROGRAMS,  
INSTRUCTIONAL MATERIALS AND MORE.

DURING THE YEARS ENDED JUNE 30, 2020 AND 2019, STEP UP FOR STUDENTS  
DISTRIBUTED APPROXIMATELY \$126.2 MILLION AND \$104.9 MILLION, LEAVING A  
BALANCE OF APPROXIMATELY \$109.2 MILLION AND \$82.1 MILLION RESPECTIVELY,  
WHICH IS RECORDED IN THE CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS  
BOTH AN ASSET AND A LIABILITY. STEP UP FOR STUDENTS IS ACTING AS AN AGENT  
FOR BOTH OF THESE PROGRAMS, THEREFORE, THERE ARE NO REVENUES AND EXPENSES  
REPORTED ON THE STATEMENT OF ACTIVITIES FOR SCHOLARSHIP FUNDS RECEIVED AND  
DISTRIBUTED FROM THE STATE OF FLORIDA.

## PART X, LINE 2:

STEP UP FOR STUDENTS IS EXEMPT FROM FEDERAL INCOME TAXES UNDER SECTION  
501(C)(3) OF THE INTERNAL REVENUE CODE AND FROM STATE INCOME TAXES UNDER  
SIMILAR PROVISIONS OF THE FLORIDA STATUTES. ACCORDINGLY, NO PROVISION FOR  
FEDERAL AND STATE INCOME TAXES HAS BEEN RECORDED IN THE FINANCIAL  
STATEMENTS. STEP UP FOR STUDENTS HAS MADE AN ELECTION UNDER SECTION  
501(H) OF THE INTERNAL REVENUE CODE, WHICH PERMITS CERTAIN ELIGIBLE  
501(C)(3) ORGANIZATIONS TO MAKE LIMITED EXPENDITURES TO INFLUENCE  
LEGISLATION. STEP UP FOR STUDENTS WOULD BE SUBJECT TO AN EXCISE TAX IF IT  
SPENDS MORE THAN THE AMOUNTS PERMITTED. SUCH LIMITS HAVE NOT BEEN  
EXCEEDED.

THE ALABAMA OPPORTUNITY SCHOLARSHIP FUND IS A DISREGARDED ENTITY FOR

**Part XIII** Supplemental Information (continued)

FEDERAL AND STATE INCOME TAX PURPOSES AND THEREFORE, REPORTS ALL FEDERAL AND STATE TAX INFORMATION THROUGH STEP UP FOR STUDENTS. ACCORDINGLY, NO PROVISION FOR FEDERAL AND STATE INCOME TAXES HAS BEEN RECORDED IN THE ACCOMPANYING CONSOLIDATED FINANCIAL STATEMENTS.

C2 OPPORTUNITY SCHOLARSHIPS AND ACADEMICS+ OPPORTUNITY SCHOLARSHIP FUND ARE DISREGARDED ENTITIES FOR FEDERAL AND STATE INCOME TAX PURPOSES AND THEREFORE, REPORTS ALL FEDERAL AND STATE INCOME TAX INFORMATION THROUGH STEP UP FOR STUDENTS. ACCORDINGLY, NO PROVISION FOR FEDERAL AND STATE INCOME TAXES HAS BEEN RECORDED IN THE ACCOMPANYING CONSOLIDATED FINANCIAL STATEMENTS.

STEP UP FOR STUDENTS FOLLOWS ACCOUNTING STANDARDS RELATING TO ACCOUNTING FOR UNCERTAINTY IN INCOME TAXES. MANAGEMENT ASSESSED WHETHER THERE WERE ANY UNCERTAIN TAX POSITIONS WHICH MAY GIVE RISE TO INCOME TAX LIABILITIES AND DETERMINED THAT THERE WERE NO SUCH MATTERS REQUIRING RECOGNITION IN THE CONSOLIDATED FINANCIAL STATEMENTS. GENERALLY, STEP UP FOR STUDENTS IS NO LONGER SUBJECT TO U.S. FEDERAL OR STATE INCOME TAX EXAMINATIONS BY TAX AUTHORITIES FOR YEARS BEFORE JUNE 30, 2016.

PART XI, LINE 2D - OTHER ADJUSTMENTS:

ALABAMA OPPORTUNITY ACTION FUND REVENUES 80,000.

PART XII, LINE 2D - OTHER ADJUSTMENTS:

ALABAMA OPPORTUNITY ACTION FUND EXPENSES 176,280.



**Part III Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on Form 990, Part IV, line 22. Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
FLORIDA TAX CREDIT SCHOLARSHIP PROGRAM	108370	658,496,253.	0. NA	NA	NA
ALABAMA OPPORTUNITY SCHOLARSHIP FUND	1280	7,992,191.	0. NA	NA	NA
HOPE SCHOLARSHIP PROGRAM	455	806,456.	0. NA	NA	NA
C2 SCHOLARSHIPS	48	250,802.	0. NA	NA	NA

**Part IV Supplemental Information.** Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

PART I, LINE 2:

STEP UP FOR STUDENTS RECEIVES GRANTS TO FUND PROJECTS AND INITIATIVES TO EMPOWER THE FAMILIES OF OUR STUDENTS. THE GRANT EXPENSES ARE TRACKED BY PROJECT CODE FOR EASE OF REPORTING TO OUR GRANTORS, IF APPLICABLE.

**SCHEDULE J  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Compensation Information**

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees  
 ▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.  
 ▶ Attach to Form 990.  
 ▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

**2019**

Open to Public Inspection

Name of the organization

STEP UP FOR STUDENTS, INC.

Employer identification number

59-3649371

**Part I Questions Regarding Compensation**

**1a** Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.

- |  |  |
|--|--|
| <input type="checkbox"/> First-class or charter travel             | <input type="checkbox"/> Housing allowance or residence for personal use   |
| <input type="checkbox"/> Travel for companions                     | <input type="checkbox"/> Payments for business use of personal residence   |
| <input type="checkbox"/> Tax indemnification and gross-up payments | <input type="checkbox"/> Health or social club dues or initiation fees     |
| <input type="checkbox"/> Discretionary spending account            | <input type="checkbox"/> Personal services (such as maid, chauffeur, chef) |

**b** If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain .....

**2** Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a? .....

**3** Indicate which, if any, of the following the organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.

- |   |   |
|---|---|
| <input checked="" type="checkbox"/> Compensation committee              | <input type="checkbox"/> Written employment contract                                |
| <input checked="" type="checkbox"/> Independent compensation consultant | <input checked="" type="checkbox"/> Compensation survey or study                    |
| <input checked="" type="checkbox"/> Form 990 of other organizations     | <input checked="" type="checkbox"/> Approval by the board or compensation committee |

**4** During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:

- a** Receive a severance payment or change-of-control payment? .....
- b** Participate in, or receive payment from, a supplemental nonqualified retirement plan? .....
- c** Participate in, or receive payment from, an equity-based compensation arrangement? .....
- If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.

**Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.**

**5** For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:

- a** The organization? .....
- b** Any related organization? .....
- If "Yes" on line 5a or 5b, describe in Part III.

**6** For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:

- a** The organization? .....
- b** Any related organization? .....
- If "Yes" on line 6a or 6b, describe in Part III.

**7** For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III .....

**8** Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III .....

**9** If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)? .....

	Yes	No
<b>1b</b>		
<b>2</b>		
<b>4a</b>		X
<b>4b</b>		X
<b>4c</b>		X
<b>5a</b>		X
<b>5b</b>		X
<b>6a</b>		X
<b>6b</b>		X
<b>7</b>		X
<b>8</b>		X
<b>9</b>		

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule J (Form 990) 2019

**Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees.** Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

**Note:** The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title	(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
	(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) DOUG TUTHILL PRESIDENT, SUFS	(i)	286,847.	0.	16,031.	14,029.	316,907.	0.
	(ii)	0.	0.	0.	0.	0.	0.
(2) ANNE WHITE CAO, SUFS	(i)	176,536.	0.	10,200.	16,824.	203,560.	0.
	(ii)	0.	0.	0.	0.	0.	0.
(3) JOE PFOUNTZ TREASURER & CFO, SUFS	(i)	216,315.	0.	11,940.	15,589.	243,844.	0.
	(ii)	0.	0.	0.	0.	0.	0.
(4) JONATHAN BECKHAM CIO, SUFS	(i)	175,541.	0.	10,015.	23,570.	209,126.	0.
	(ii)	0.	0.	0.	0.	0.	0.
(5) GINA LYNCH COO, SUFS	(i)	177,765.	0.	10,015.	14,872.	202,652.	0.
	(ii)	0.	0.	0.	0.	0.	0.
(6) LESLEY SEARCY CEO, SUFS	(i)	162,326.	0.	8,046.	0.	170,372.	0.
	(ii)	0.	0.	0.	0.	0.	0.
(7) ALISSA RANDALL CMO, SUFS	(i)	182,184.	0.	9,793.	13,174.	205,151.	0.
	(ii)	0.	0.	0.	0.	0.	0.
(8) CAROL MACEDONIA VP STUDENT LEARNING	(i)	162,676.	0.	9,186.	7,224.	179,086.	0.
	(ii)	0.	0.	0.	0.	0.	0.
(9) CHARLES PARKER DIRECTOR OF SOFTWARE & TECHNICAL OPERATIONS	(i)	153,399.	0.	7,645.	7,351.	168,395.	0.
	(ii)	0.	0.	0.	0.	0.	0.
(10) SUSAN DUGAN CONTROLLER	(i)	146,218.	0.	8,135.	264.	154,617.	0.
	(ii)	0.	0.	0.	0.	0.	0.
(11) JILL LAROSE VP LEADERSHIP DEVELOPMENT	(i)	144,216.	0.	8,077.	7,484.	159,777.	0.
	(ii)	0.	0.	0.	0.	0.	0.
(i)							
(ii)							
(i)							
(ii)							
(i)							
(ii)							
(i)							
(ii)							
(i)							
(ii)							





**SCHEDULE O**  
**(Form 990 or 990-EZ)**

Department of the Treasury  
Internal Revenue Service

**Supplemental Information to Form 990 or 990-EZ**

Complete to provide information for responses to specific questions on  
Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

**2019**

Open to Public  
Inspection

Name of the organization

STEP UP FOR STUDENTS, INC.

Employer identification number

59-3649371

FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

STEP UP FOR STUDENTS EMPOWERS FAMILIES TO PURSUE AND ENGAGE IN THE MOST

APPROPRIATE LEARNING OPTIONS FOR THEIR CHILDREN, WITH AN EMPHASIS ON

FAMILIES WHO LACK THE INFORMATION AND FINANCIAL RESOURCES TO ACCESS

THESE OPTIONS. BY PURSUING THIS MISSION, WE HELP PUBLIC EDUCATION

FULFILL THE PROMISE OF EQUAL OPPORTUNITY.

FORM 990, PART III, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

FULFILL THE PROMISE OF EQUAL OPPORTUNITY.

FORM 990, PART III, LINE 4A, PROGRAM SERVICE ACCOMPLISHMENTS:

A STUDY ON STANDARDIZED TEST SCORES RELEASED IN JULY 2020 SHOWED THAT

SCHOLARSHIP STUDENTS ACHIEVED THE SAME GAINS IN READING AND MATH AS

STUDENTS OF ALL INCOME LEVELS NATIONALLY, EVEN AS THE STUDENTS WHO

CHOSE THE SCHOLARSHIP WERE AMONG THE POOREST AND LOWEST-PERFORMING

STUDENTS FROM THE PUBLIC SCHOOLS THEY LEFT BEHIND. IN FEBRUARY 2019,

THE URBAN INSTITUTE REPORTED THAT SCHOLARSHIP STUDENTS ARE 43 PERCENT

MORE LIKELY THAN THEIR PUBLIC-SCHOOL PEERS TO ATTEND COLLEGE AND 20

PERCENT MORE LIKELY TO EARN BACHOLER'S DEGREES.

FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES:

HOPE SCHOLARSHIP PROGRAM: STEP UP FOR STUDENTS ADMINISTERS THE HOPE

SCHOLARSHIP, WHICH WAS CREATED IN 2018 TO PROVIDE THE OPTION OF PRIVATE

SCHOOL SCHOLARSHIPS TO STUDENTS IN PUBLIC SCHOOLS WHO HAVE EXPERIENCED

ACTS OF BULLYING AND INTIMIDATION. THE SCHOLARSHIPS ARE FINANCED BY

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Schedule O (Form 990 or 990-EZ) (2019)

Name of the organization STEP UP FOR STUDENTS, INC.	Employer identification number 59-3649371
--	--

CONTRIBUTIONS FROM AUTOMOBILE BUYERS, WHO ARE ALLOWED UNDER THE LAW TO

REDIRECT UP TO \$105 OF THEIR STATE TAXES ON EACH PURCHASE. THOSE

CONTRIBUTIONS ARE USED TO PROVIDE TUITION SCHOLARSHIPS TO PARTICIPATING

PRIVATE SCHOOLS WORTH UP TO \$7,169 OR A \$750 TRANSPORTATION SCHOLARSHIP

TO A PUBLIC SCHOOL IN ANOTHER DISTRICT. THE SCHOLARSHIP BEGAN IN 2018

AND SERVED 436 STUDENTS DURING THE 2019-20 SCHOOL YEAR. ANY UNUSED

FUNDS IN THE HOPE SCHOLARSHIP PROGRAM CAN BE USED TO FUND SCHOLARSHIPS

TO STUDENTS ON THE FLORIDA TAX CREDIT SCHOLARSHIP PROGRAM IN THE NEXT

STATE OF FLORIDA FISCAL YEAR.

EXPENSES \$ 1,673,569. INCLUDING GRANTS OF \$ 806,456. REVENUE \$ 0.

STUDENT DEVELOPMENT AND STUDENT LEARNING: THE STUDENT DEVELOPMENT AND

STUDENT LEARNING DEPARTMENT EXISTS TO ENGAGE, EQUIP, AND EMPOWER

EDUCATION PARTNERS TO SUPPORT STUDENT SUCCESS. THIS DEPARTMENT CONNECTS

SCHOOLS TO INTERNAL AND EXTERNAL PROFESSIONAL LEARNING OPPORTUNITIES

AND DEVELOPS CONNECTIONS TO AVAILABLE HIGH-QUALITY RESOURCES AND

NETWORKING OPPORTUNITIES. THEY HOST THE ANNUAL RISING STARS EVENT TO

HONOR AND RECOGNIZE EXCEPTIONAL STUDENTS, TEACHERS AND FAMILY MEMBERS.

THEY ALSO HOST THE ANNUAL CHOICE IN EDUCATION CONFERENCE, AN EDUCATOR'S

CONFERENCE WITH BREAKOUT SESSIONS RELATED TO EDUCATION CHOICE AND

TEACHING AND LEARNING. THE DEPARTMENT BUILDS A SUPPORT BASE OF SCHOOL

STAKEHOLDERS TO EDUCATE THEM ABOUT SCHOLARSHIPS, AND TRAIN THEM TO

PARTICIPATE IN ADVOCACY SO THAT THEY CAN BE ACTIVATED WHEN NEEDED. THE

STUDENT DEVELOPMENT AND STUDENT LEARNING DEPARTMENT IS COMMITTED TO

SUPPORTING AND BUILDING RELATIONSHIPS WITH OUR EDUCATIONAL PARTNERS.

EXPENSES \$ 1,553,199. INCLUDING GRANTS OF \$ 0. REVENUE \$ 32,231.

FAMILY EMPOWERMENT SCHOLARSHIP CREATED: IN MAY 2019, GOV. RON DESANTIS

Name of the organization STEP UP FOR STUDENTS, INC.	Employer identification number 59-3649371
--	--

SIGNED INTO LAW THE FAMILY EMPOWERMENT SCHOLARSHIP, WHICH IS INTENDED

TO HELP REDUCE THE WAITING LIST FOR THE TAX CREDIT SCHOLARSHIP AND

SIMILARLY SERVES STUDENTS FROM LOW-INCOME AND WORKING-CLASS HOUSEHOLDS.

STEP UP WORKS DIRECTLY WITH THE STATE OF FLORIDA DEPARTMENT OF

EDUCATION TO ADMINISTER THIS SCHOLARSHIP AND SERVED APPROXIMATELY

18,000 K-12 STUDENTS IN 2019-2020 SCHOOL YEAR.

EXPENSES \$ 1,388,678. INCLUDING GRANTS OF \$ 0. REVENUE \$ 0.

READING SCHOLARSHIP PROGRAM: THE READING SCHOLARSHIP WAS CREATED IN

2018 TO PROVIDE ACADEMIC SUPPORT FOR ELEMENTARY SCHOOL STUDENTS IN

DISTRICT OR CHARTER SCHOOLS, WHO STRUGGLE IN READING. STEP UP FOR

STUDENTS, AS AN APPROVED SCHOLARSHIP FUNDING ORGANIZATION, ADMINISTERS

THE PROGRAM. THE SCHOLARSHIP IS AVAILABLE TO STUDENTS IN THIRD-

THROUGH FIFTH-GRADE WHO HAVE SCORED A LEVEL 1 OR 2 ON THE ENGLISH

LANGUAGE ARTS SECTION OF THE FLORIDA STANDARDS ASSESSMENT. EACH

SCHOLARSHIP IS WORTH \$500, WHICH THE PARENT CAN USE TO PAY FOR TUITION

AND FEES RELATED TO PART-TIME TUTORING, SUMMER AND AFTER-SCHOOL

LITERACY PROGRAMS, INSTRUCTIONAL MATERIALS AND MORE. THE READING

SCHOLARSHIP BEGAN IN 2018 AND THE SCHOLARSHIP SERVED 6,258 STUDENTS

DURING THE 2019-20 SCHOOL YEAR.

EXPENSES \$ 842,349. INCLUDING GRANTS OF \$ 0. REVENUE \$ 0.

ADVOCACY AND CIVIC ENGAGEMENT (ACE): ACE THROUGH FLORIDA VOICES FOR

CHOICES, ORGANIZES ADVOCATES AND SUPPORTERS WHO BELIEVE CHILDREN SHOULD

BE EDUCATED BASED ON HOW THEY LEARN, RATHER THAN WHERE THEY LIVE. THIS

INCLUDES PARENTS AND STUDENTS WHO UTILIZE SCHOLARSHIPS AS WELL AS

DISTRICT, CHARTER, MAGNET, HOME AND VIRTUAL SCHOOLS. THE FLORIDA

VOICES FOR CHOICES EDUCATES, INFORMS AND TRAINS ADVOCATES AND

Name of the organization STEP UP FOR STUDENTS, INC.	Employer identification number 59-3649371
--	--

SUPPORTERS FOR THE PROTECTION AND EXPANSION OF CHOICE OPPORTUNITES.

ADVOCACY AND CIVIC ENGAGEMENT PROVIDES THESE SERVICES TO PARENTS OF

CHILREN PARTICIPATING IN PROGRAMS ADMINISTERED BY THE ORGANIZATION AND

TO PARENTS UTILIZING OTHER CHOICE OPTIONS UNDER CONTRACT SERVICE

AGREEMENTS WITH CHOICE ADVOCACY GROUPS.

EXPENSES \$ 725,052. INCLUDING GRANTS OF \$ 0. REVENUE \$ 143,424.

ILLINOIS INVEST IN KIDS SCHOLARSHIP PROGRAM: STEP UP FOR STUDENTS HAS

CONTRACTED WITH EMPOWER ILLINOIS, AN APPROVED 501(C)(3), SCHOLARSHIP

GRANTING ORGANIZATION (SGO) IN THE STATE OF ILLINOIS, THAT ADMINISTERS

THE ILLINOIS INVEST IN KIDS SCHOLARSHIP PROGRAM, A TAX CREDIT

SCHOLARSHIP PROGRAM. SINCE NOVEMBER 2017, STEP UP FOR STUDENTS HAS

PROVIDED SCHOLARSHIP ADMINISTRATION SERVICES FOR EMPOWER ILLINOIS.

EMPOWER ILLINOIS CAN SOLICIT AND RECEIVE CORPORATE AND INDIVIDUAL

CONTRIBUTIONS THAT ARE ENTITLED TO A 75% STATE TAX CREDIT OF CORPORATE

AND INDIVIDUAL STATE INCOME TAX. THOSE CONTRIBUTIONS, IN TURN MUST BE

SPENT TO PROVIDE SCHOLARSHIPS TO LOW INCOME ILLINOIS SCHOOL CHILDREN IN

COMPLIANCE WITH THE INVEST IN KIDS ACT. FOR THE 2019- 2020 SCHOOL

YEAR, QUALIFIED STUDENTS RECEIVED SCHOLARSHIPS OF UP TO \$13,336, OR FOR

INDIVIDUAL DISABILITY EDUCATION ACT STUDENTS, UP TO \$26,673, TO ATTEND

A PARTICIPATING PRIVATE SCHOOL WITHIN THE STATE OF ILLINOIS.

SCHOLARSHIPS ARE EXPENDED WHEN A STUDENT ATTENDS A PARTICIPATING SCHOOL.

EMPOWER ILLINOIS IS ALLOWED TO USE UP TO 5% OF THE CONTRIBUTIONS

COLLECTED TO ADMINISTER THE SCHOLARSHIP PROGRAM, AND STEP UP FOR

STUDENTS IS COMPENSATED FOR ITS WORK BY EMPOWER ILLINOIS VIA THOSE

ADMINISTRATIVE FUNDS. THE CONTRACT BETWEEN EMPOWER ILLINOIS AND STEP

UP FOR STUDENTS ENDED ON APRIL 10, 2020.

EXPENSES \$ 906,509. INCLUDING GRANTS OF \$ 0. REVENUE \$ 910,173.

Name of the organization STEP UP FOR STUDENTS, INC.	Employer identification number 59-3649371
--	--

RESEARCH ON STUDENT OUTCOMES: EACH TAX CREDIT SCHOLARSHIP IS INTENDED

TO PROVIDE A LOW-INCOME STUDENT IN FLORIDA WITH A VIABLE LEARNING

OPTION THAT CAN MAKE A DIFFERENCE IN HIS OR HER EDUCATIONAL LIFE.

TOWARD THAT OBJECTIVE, STEP UP CONTINUES TO BUILD TOOLS TO ROBUSTLY

ASSESS ACADEMIC PROGRESS. THE STATE COLLECTS STANDARDIZED TEST SCORES

EVERY YEAR AND IN ITS MOST RECENT REPORT DETERMINED THAT SCHOLARSHIP

STUDENTS ACHIEVED THE SAME ACADEMIC GAINS IN READING AND MATH AS

STUDENTS OF ALL INCOME LEVELS NATIONALLY. FOR 12 CONSECUTIVE YEARS,

THESE ACADEMIC REPORTS FIND THAT FLORIDA'S MOST DISADVANTAGED STUDENTS

ACHIEVE THE SAME LEARNING GAINS AS ALL STUDENTS NATIONALLY ONCE ON THE

PROGRAM. STEP UP HAS COMPLETED A DATA WAREHOUSE THAT PULLS TOGETHER

STUDENT ACADEMIC, DEMOGRAPHIC AND ENROLLMENT INFORMATION FOR MOST OF

THE PROGRAM'S HISTORY. FURTHER, STEP UP ALLOWS OUTSIDE RESEARCH

ORGANIZATIONS ACCESS TO DATA TO STUDY THE PROGRAMS IMPACT ON K12

EDUCATION AND BEYOND. THE URBAN INSTITUTE RELEASED A SECOND INDEPENDENT

REPORT IN FEBRUARY 2019 FINDING THAT STUDENTS ON THE SCHOLARSHIP WERE

UP TO 43 PERCENT MORE LIKELY TO ATTEND COLLEGE. STUDENTS WHO

PARTICIPATED FOR FOUR OR MORE YEARS WERE UP TO 45 PERCENT MORE LIKELY

THAN THEIR COUNTERPARTS IN PUBLIC SCHOOLS TO GRADUATE WITH BACHELOR'S

DEGREE.

EXPENSES \$ 1,299,587. INCLUDING GRANTS OF \$ 0. REVENUE \$ 0.

THE C2 OPPORTUNITY SCHOLARSHIP FUND (C2) IS A SCHOLARSHIP GRANTING

ORGANIZATION FORMED TO IMPLEMENT THE ALABAMA ACCOUNTABILITY ACT FOR

PARENTS INTERESTED IN CATHOLIC EDUCATION WITHIN THE DIOCESE OF

BIRMINGHAM. C2 AWARDS SCHOLARSHIPS TO ELIGIBLE LOW-INCOME STUDENTS WITH

PRIORITY GIVEN TO STUDENTS WHO ARE ZONED TO ATTEND A FAILING PUBLIC

Name of the organization STEP UP FOR STUDENTS, INC.	Employer identification number 59-3649371
--	--

SCHOOL IN GRADES K5-12. THE SCHOLARSHIPS ARE FUNDED BY DONATIONS OF  
 INCOME TAX LIABILITY FROM INDIVIDUALS AND CORPORATIONS WHO RECEIVE AN  
 ALABAMA STATE INCOME TAX CREDIT.

EXPENSES \$ 250,802. INCLUDING GRANTS OF \$ 250,802. REVENUE \$ 0.

FORM 990, PART VI, SECTION B, LINE 11B:

FORM 990 IS PREPARED BY THE FUND'S INDEPENDENT CPA FIRM. AFTER BEING  
 REVIEWED BY MANAGEMENT, THE FULL FORM 990 INFORMATIONAL RETURN IS PROVIDED  
 TO THE BOARD OF DIRECTORS FOR REVIEW AND COMMENT. THE BOARD OF DIRECTORS IS  
 ALSO AFFORDED THE OPPORTUNITY TO ASK QUESTIONS WITH RESPECT TO THE FORM 990  
 BEFORE THE RETURN IS FILED.

FORM 990, PART VI, SECTION B, LINE 12C:

STEP UP FOR STUDENTS ENSURES THAT THE CONFLICT OF INTEREST POLICY IS  
 ADHERED TO WITH THE FOLLOWING ACTIVITIES: 1) REGULAR EDUCATION WITH THE  
 BOARD OF DIRECTORS, OFFICERS AND KEY STAFF. EACH YEAR, THE POLICY IS  
 REVIEWED WITH THE BOARD OF DIRECTORS AND THE EXECUTIVE TEAM. EACH  
 ACKNOWLEDGE THEIR UNDERSTANDING AND COMPLIANCE BY SIGNING AN ANNUAL  
 COMPLIANCE STATEMENT. 2) THE CFO REVIEWS EACH CONTRACT THE ORGANIZATION  
 ENTERS. 3) FINANCE STAFF AND THE PRESIDENT REVIEW ALL PAYMENTS AS THEY ARE  
 MADE FOR POSSIBLE CONFLICTS.

FORM 990, PART VI, SECTION B, LINE 15:

THE COMPENSATION COMMITTEE OF THE BOARD OF DIRECTORS REVIEWS COMPARABLE  
 COMPENSATION AND BENEFITS DATA OF SIMILAR ORGANIZATIONS. DURING FISCAL YEAR  
 2016, AN INDEPENDENT COMPENSATION CONSULTING FIRM CONDUCTED A FULL  
 COMPARATIVE STUDY FOR EACH INDIVIDUAL EXECUTIVE POSITION AND ALL  
 NON-EXECUTIVE JOB GRADES. THE COMMITTEE USES THIS INFORMATION, COMBINED

Name of the organization STEP UP FOR STUDENTS, INC.	Employer identification number 59-3649371
--	--

WITH THE PERFORMANCE OF THE PRESIDENT, TO RECOMMEND THE PRESIDENT'S  
 COMPENSATION PACKAGE FOR APPROVAL OF THE FULL BOARD. THE FULL BOARD  
 APPROVES THE PACKAGE.

FORM 990, PART VI, LINE 17, LIST OF STATES RECEIVING COPY OF FORM 990:  
 AK, AR, CA, CO, CT, FL, DC, GA, HI, IL, KS, KY, ME, MD, MA, MI, MN, MS, NV, NH, NJ, NM, NY, NC, OH  
 OR, PA, RI, SC, TN, UT, VA, WA, WV, WI, AL, ND, MO

FORM 990, PART VI, SECTION C, LINE 19:  
 STEP UP FOR STUDENTS MAKES ITS GOVERNING DOCUMENTS, CONFLICT OF INTEREST  
 POLICY AND FINANCIAL STATEMENTS AVAILABLE ON ITS WEBSITE,  
 WWW.STEPUFORSTUDENTS.ORG. PRINTED COPIES ARE AVAILABLE BY REQUEST FOR THE  
 SAME PERIOD OF DISCLOSURE AS SET FORTH IN IRC SECTION 6104(D).

FORM 990, PART XII, LINE 2C  
 THIS PROCESS HAS NOT CHANGED SINCE THE PRIOR YEAR.



**SCHEDULE R  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Related Organizations and Unrelated Partnerships**

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.  
▶ Attach to Form 990.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

**2019**

Open to Public Inspection

Name of the organization

STEP UP FOR STUDENTS, INC.

Employer identification number  
59-3649371

**Part I Identification of Disregarded Entities.** Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
THE ALABAMA OPPORTUNITY SCHOLARSHIP FUND - 49-3813722, 2101 MAGNOLIA AVE S, STE 425, BIRMINGHAM, AL 35205	SCHOLARSHIP FUNDING	ALABAMA	-5,104,732.	3,463,252.	STEP UP FOR STUDENTS
C2 OPPORTUNITY SCHOLARSHIPS - 83-2425710 2101 MAGNOLIA AVE S, STE 425					
BIRMINGHAM, AL 35205	SCHOLARSHIP FUNDING	ALABAMA	148,123.	571,985.	STEP UP FOR STUDENTS
ACADEMICS+ OPPORTUNITY SCHOLARSHIP FUND - 84-3332619, 2101 MAGNOLIA AVE S, STE 425, BIRMINGHAM, AL 35205	SCHOLARSHIP FUNDING	ALABAMA	84,813.	14,983.	STEP UP FOR STUDENTS

**Part II Identification of Related Tax-Exempt Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity?	
						Yes	No
ALABAMA OPPORTUNITY ACTION FUND - 83-3979219 2101 MAGNOLIA AVE, S., STE. 425 BIRMINGHAM, AL 35205	SCHOLARSHIP FUNDING	ALABAMA	501(C)(4)		STEP UP FOR STUDENTS		X



**Part V Transactions With Related Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

**Note:** Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

**1** During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

	Yes	No
<b>a</b> Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity		X
<b>b</b> Gift, grant, or capital contribution to related organization(s)		X
<b>c</b> Gift, grant, or capital contribution from related organization(s)		X
<b>d</b> Loans or loan guarantees to or for related organization(s)		X
<b>e</b> Loans or loan guarantees by related organization(s)		X
<b>f</b> Dividends from related organization(s)		X
<b>g</b> Sale of assets to related organization(s)		X
<b>h</b> Purchase of assets from related organization(s)		X
<b>i</b> Exchange of assets with related organization(s)		X
<b>j</b> Lease of facilities, equipment, or other assets to related organization(s)		X
<b>k</b> Lease of facilities, equipment, or other assets from related organization(s)		X
<b>l</b> Performance of services or membership or fundraising solicitations for related organization(s)		X
<b>m</b> Performance of services or membership or fundraising solicitations by related organization(s)		X
<b>n</b> Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)		X
<b>o</b> Sharing of paid employees with related organization(s)		X
<b>p</b> Reimbursement paid to related organization(s) for expenses		X
<b>q</b> Reimbursement paid by related organization(s) for expenses		X
<b>r</b> Other transfer of cash or property to related organization(s)		X
<b>s</b> Other transfer of cash or property from related organization(s)		X

**2** If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

(a) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
(1) ALABAMA OPPORTUNITY ACTION FUND	Q	10,712. FMV	
(2)			
(3)			
(4)			
(5)			
(6)			





# **Step Up For Students, Inc. and Subsidiaries**

Consolidated Financial Report  
June 30, 2020

## Contents

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Independent auditor's report	1-2
------------------------------	-----

---

Financial statements	
Consolidated statement of financial position	3
Consolidated statement of activities	4
Consolidated statement of functional expenses	5-6
Consolidated statement of cash flows	7
Notes to consolidated financial statements	8-21

---

Supplementary information	
Consolidating statement of financial position	22
Consolidating statement of activities	23-24
Schedule of expenditures of state financial assistance	25
Notes to schedule of expenditures of state financial assistance	26

---

Independent auditor's report on internal control over financial reporting and on compliance and other matters based on an audit of financial statements performed in accordance with <i>Government Auditing Standards</i>	27-28
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Independent auditor's report on compliance for its major state financial assistance project and report on internal control over compliance required by State of Florida Chapter 10.650, <i>Rules of the Auditor General</i>	29-30
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Schedule of findings and questioned costs	31
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RSM US LLP

## Independent Auditor's Report

Board of Directors  
Step Up For Students, Inc.

### Report on the Financial Statements

We have audited the accompanying consolidated financial statements of Step Up For Students, Inc. and its subsidiaries, which comprise the consolidated statement of financial position as of June 30, 2020, and the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Step Up For Students, Inc. and its subsidiaries as of June 30, 2020, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.



**Report on Summarized Comparative Information**

We have previously audited Step Up For Students, Inc. and its subsidiaries' 2019 consolidated financial statements, and we expressed an unmodified audit opinion on those audited consolidated financial statements in our report dated December 18, 2019. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2019, is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

**Other Matters – Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying consolidating statement of financial position and consolidating statement of activities is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. The accompanying schedule of expenditures of state financial assistance, as required by State of Florida Chapter 10.650, *Rules of the Auditor General*, is also presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the consolidated financial statements as a whole.

**Other Reporting Required by *Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated December 18, 2020, on our consideration of Step Up For Students, Inc. and its subsidiaries' internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Step Up For Students, Inc. and its subsidiaries' internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Step Up For Students, Inc. and its subsidiaries' internal control over financial reporting and compliance.

*RSM US LLP*

Orlando, Florida  
December 18, 2020

**Step Up For Students, Inc. and Subsidiaries**

**Consolidated Statement of Financial Position**

**June 30, 2020**

**(With Summarized Comparative Information for June 30, 2019)**

	2020	2019
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 71,827,719	\$ 63,558,310
Pledges receivable, less allowance for uncollectible pledges of \$22,000,000 and \$20,000,000 in 2020 and 2019, respectively	402,513,651	542,649,336
Accounts and grants receivable, less allowance for uncollectible accounts of \$314,830 and \$661,235 in 2020 and 2019, respectively	3,398,534	5,088,297
Prepaid expenses and other assets	889,513	858,639
Funds held in trust for students	109,276,186	82,182,389
<b>Total current assets</b>	<b>587,905,603</b>	<b>694,336,971</b>
Restricted certificate of deposit	65,000	130,000
Property and equipment, net	3,028,266	2,896,104
<b>Total assets</b>	<b>\$ 590,998,869</b>	<b>\$ 697,363,075</b>
<b>Liabilities and Net Assets</b>		
Current liabilities:		
Accounts payable	\$ 954,932	\$ 828,692
Accrued expenses	3,244,189	2,262,437
Line of credit	-	35,000,000
Funds held in trust for students liability	109,276,186	82,182,389
<b>Total current liabilities</b>	<b>113,475,307</b>	<b>120,273,518</b>
Commitments and contingencies (Notes 6 and 10)		
Net assets:		
Without donor restrictions	13,567,714	6,621,589
With donor restrictions	463,955,848	570,467,968
<b>Total net assets</b>	<b>477,523,562</b>	<b>577,089,557</b>
<b>Total liabilities and net assets</b>	<b>\$ 590,998,869</b>	<b>\$ 697,363,075</b>

See notes to consolidated financial statements.

**Step Up For Students, Inc. and Subsidiaries**

**Consolidated Statement of Activities**

**Year Ended June 30, 2020**

**(With Summarized Comparative Information for June 30, 2019)**

	2020			Total 2019
	Without Donor Restrictions	With Donor Restrictions	Total	
Revenues and support:				
Contributions and grants:				
Florida Tax Credit Scholarship Program, net	\$ 31,780,128	\$ 513,658,422	\$ 545,438,550	\$ 663,389,168
Hope Scholarship Program	3,402,058	63,441,023	66,843,081	42,134,066
Alabama Tax Credit Scholarship Program	171,696	3,264,723	3,436,419	3,620,437
Gardiner Scholarship Program	-	-	-	3,537,044
Reading Scholarship Program	-	-	-	84,280
Grants and other contributions	686,644	1,989,489	2,676,133	2,748,173
Other revenue and interest income	259,920	1,380,963	1,640,883	2,139,289
Scholarship service contract revenue	910,173	-	910,173	981,486
Net assets released from restrictions	690,246,740	(690,246,740)	-	-
<b>Total revenues and support</b>	<b>727,457,359</b>	<b>(106,512,120)</b>	<b>620,945,239</b>	<b>718,633,943</b>
Expenses:				
Program services:				
Florida Tax Credit Scholarship Program	689,211,318	-	689,211,318	625,981,768
Alabama Tax Credit Scholarship Program	8,685,259	-	8,685,259	9,380,985
Gardiner Scholarship Program	5,828,686	-	5,828,686	4,993,457
Hope Scholarship Program	1,673,569	-	1,673,569	1,427,683
School Development and Student Learning	1,553,199	-	1,553,199	1,785,546
Communications, Policy and Public Affairs	1,475,867	-	1,475,867	1,732,298
Family Empowerment Scholarship	1,388,678	-	1,388,678	107,480
Scholarship Service Contract	908,501	-	908,501	1,010,028
Reading Scholarship Program	842,349	-	842,349	827,726
Advocacy and Civic Engagement	725,052	-	725,052	934,496
<b>Total program services</b>	<b>712,292,478</b>	<b>-</b>	<b>712,292,478</b>	<b>648,181,467</b>
Supporting services:				
General and administrative	5,791,531	-	5,791,531	4,399,635
Development and fundraising	2,427,225	-	2,427,225	2,666,911
<b>Total supporting services</b>	<b>8,218,756</b>	<b>-</b>	<b>8,218,756</b>	<b>7,066,546</b>
<b>Total expenses</b>	<b>720,511,234</b>	<b>-</b>	<b>720,511,234</b>	<b>655,248,013</b>
<b>Change in net assets</b>	<b>6,946,125</b>	<b>(106,512,120)</b>	<b>(99,565,995)</b>	<b>63,385,930</b>
Net assets:				
Beginning	6,621,589	570,467,968	577,089,557	513,703,627
Ending	<b>\$ 13,567,714</b>	<b>\$ 463,955,848</b>	<b>\$ 477,523,562</b>	<b>\$ 577,089,557</b>

See notes to consolidated financial statements.

Step Up For Students, Inc. and Subsidiaries

Consolidated Statement of Functional Expenses

Year Ended June 30, 2020

(With Summarized Comparative Information for June 30, 2019)

	2020											Total	
	Florida Tax Credit Scholarship Program	Alabama Tax Credit Scholarship Program	Gardiner Scholarship Program	Hope Scholarship Program	School Development and Student Learning	Communications, Policy and Public Affairs	Family Empowerment Scholarship	Scholarship Service Contract	Reading Scholarship Program	Advocacy and Civic Engagement	Total Program Services		
Scholarships and grants	\$ 658,496,253	\$ 8,242,993	\$ -	\$ 806,456	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 667,545,702
Provision for doubtful accounts (recovery)	20,521,339	(19,586)	391,573	-	-	-	-	-	-	-	-	-	20,893,326
Salaries and wages	4,974,953	143,179	4,525,032	568,653	646,758	395,990	1,257,521	634,702	645,119	166,723	13,958,630	3,051,155	3,051,155
Payroll taxes and employee benefits	1,529,055	32,206	491,800	103,541	320,403	207,692	82,534	105,155	87,599	91,170	26,295	1,517,424	1,517,424
Contract services	558,144	181,008	144,349	57,335	39,790	448,112	781	33,751	27,859	34,111	1,276,966	588,793	588,793
Software licenses, fees and subscriptions	874,311	20,552	93,009	5,811	53,734	75,817	1,954	112,827	4,840	43,887	503,962	652,712	652,712
Rent	363,632	14,022	-	-	100,313	66,939	-	-	-	-	41,014	683,370	683,370
Depreciation	307,474	6,249	-	-	84,821	53,013	-	11,391	-	13,912	172,784	337,404	337,404
Telephone	445,577	9,453	77,594	13,979	29,711	17,242	12,831	2,269	30,144	9,063	145,473	304,015	304,015
Recruiting and advertising	380,990	5,653	113,811	87,923	-	15,723	32,835	-	37,372	17,283	262,123	169,975	169,975
Travel, lodging and meals	47,423	13,315	12,217	3,141	57,970	21,386	222	7,741	1,205	-	185,384	162,415	162,415
Professional fees	2,973	16,148	-	-	821	125,172	-	-	-	-	53,649	-	53,649
Other costs	56,167	8,271	5,201	4,394	144,840	7,331	-	-	528	77,283	304,015	262,123	262,123
Bank charges and fees	265,750	-	(27,609)	19,077	-	-	-	-	4,905	-	13,859	169,975	169,975
Insurance	106,500	1,408	-	-	29,666	18,542	-	-	-	-	13,859	169,975	169,975
Printing and postage	139,378	2,816	667	2,709	14,634	2,633	-	665	1,213	20,669	185,384	162,415	162,415
Repairs and maintenance	101,407	4,622	1,042	-	26,833	16,771	-	-	-	11,740	162,415	53,649	53,649
Office expenses	39,992	2,950	-	550	2,905	3,504	-	-	1,565	2,183	53,649	-	-
Temporary labor	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>\$ 689,211,318</b>	<b>\$ 8,685,259</b>	<b>\$ 5,828,686</b>	<b>\$ 1,673,569</b>	<b>\$ 1,553,199</b>	<b>\$ 1,475,867</b>	<b>\$ 1,388,678</b>	<b>\$ 908,501</b>	<b>\$ 842,349</b>	<b>\$ 725,052</b>	<b>\$ 712,292,478</b>		

(Continued)

Step Up For Students, Inc. and Subsidiaries

Consolidated Statement of Functional Expenses (Continued)  
 Year Ended June 30, 2020  
 (With Summarized Comparative Information for June 30, 2019)

	2020				
	Supporting Services				
	General and Administrative	Development and Fundraising	Total Supporting Services	Total Expenses	Total 2019 Expenses
Scholarships and grants	\$ -	\$ -	\$ -	\$ 667,545,702	\$ 624,325,720
Provision for doubtful accounts (recovery)	-	-	-	20,893,326	603,562
Salaries and wages	2,934,975	1,120,017	4,054,992	18,013,622	16,111,401
Payroll taxes and employee benefits	837,550	367,484	1,205,034	4,256,189	3,867,211
Contract services	446,826	77,214	524,040	2,041,464	2,420,830
Software licenses, fees and subscriptions	184,597	133,410	318,007	1,594,973	1,265,187
Rent	301,726	125,391	427,117	1,015,910	876,072
Depreciation	240,121	109,931	350,052	854,014	758,610
Telephone	53,269	46,327	99,596	752,308	299,461
Recruiting and advertising	40,189	27,028	67,217	750,587	980,303
Travel, lodging and meals	130,673	88,670	219,343	556,747	868,250
Professional fees	307,310	51,085	358,395	503,868	677,885
Other costs	73,205	90,950	164,155	468,170	641,287
Bank charges and fees	38,315	156	38,471	300,594	298,172
Insurance	83,788	37,963	121,751	291,726	288,583
Printing and postage	20,830	68,497	89,327	274,711	355,739
Repairs and maintenance	76,744	33,542	110,286	272,701	466,757
Office expenses	21,413	49,560	70,973	124,622	130,033
Temporary labor	-	-	-	-	12,950
<b>Total</b>	<b>\$ 5,791,531</b>	<b>\$ 2,427,225</b>	<b>\$ 8,218,756</b>	<b>\$ 720,511,234</b>	<b>\$ 655,248,013</b>

See notes to consolidated financial statements.

**Step Up For Students, Inc. and Subsidiaries**

**Consolidated Statement of Cash Flows**

**Year Ended June 30, 2020**

**(With Summarized Comparative Information for June 30, 2019)**

	2020	2019
Cash flows from operating activities:		
Change in net assets	\$ (99,565,995)	\$ 63,385,930
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	854,014	758,610
Provision for doubtful accounts	20,893,326	14,040,332
Change in operating assets and liabilities:		
(Increase) decrease in assets:		
Pledges receivable	119,289,847	(53,266,083)
Accounts and grants receivable	1,642,275	(554,077)
Prepaid expenses and other assets	(30,874)	(157,237)
Increase (decrease) in liabilities:		
Accounts payable	126,240	538,950
Accrued expenses	981,752	315,483
Funds held in trust for students liability	27,093,797	23,715,011
<b>Net cash provided by operating activities</b>	<b>71,284,382</b>	<b>48,776,919</b>
Cash flows from investing activities:		
Purchases of property and equipment	(986,176)	(668,549)
Decrease in restricted certificate of deposit	65,000	66,000
<b>Net cash used in investing activities</b>	<b>(921,176)</b>	<b>(602,549)</b>
Cash flows from financing activities:		
Borrowings on line of credit	16,000,000	90,000,000
Repayments on line of credit	(51,000,000)	(69,986,632)
<b>Net cash (used in) provided by financing activities</b>	<b>(35,000,000)</b>	<b>20,013,368</b>
<b>Net increase in cash and cash equivalents and funds held in trust for students</b>	<b>35,363,206</b>	<b>68,187,738</b>
Cash and cash equivalents and funds held in trust for students:		
Beginning	145,740,699	77,552,961
Ending	<b>\$ 181,103,905</b>	<b>\$ 145,740,699</b>
Cash and cash equivalents and funds held in trust for students is included in the following captions on the consolidated statement of financial position:		
Cash and cash equivalents	\$ 71,827,719	\$ 63,558,310
Funds held in trust for students	109,276,186	82,182,389
	<b>\$ 181,103,905</b>	<b>\$ 145,740,699</b>
Supplemental disclosure of cash flow information:		
Cash paid during the year for interest	\$ 29,234	\$ 130,714

See notes to consolidated financial statements.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2019)

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#### Note 1. Nature of Organization and Significant Accounting Policies

**Nature of organization:** The primary mission of Step Up For Students, Inc. and its subsidiaries (collectively, the Organization) is to empower families to pursue and engage in the most appropriate learning options for their children, with an emphasis on families who lack the information and financial resources to access these options. By pursuing this mission, the Organization helps public education fulfill the promise of equal opportunity.

Step Up For Students, Inc. (Step Up For Students) is a not-for-profit organization incorporated on February 18, 2000. Through the Florida Tax Credit Scholarship Program, Step Up For Students served 108,370 and 100,415 students in 1,859 and 1,811 private schools across Florida during the 2019 – 2020 and 2018 – 2019 school years, respectively.

Additionally, Step Up For Students administers the Gardiner Scholarship Program. The Gardiner Scholarship Program was created to provide the option for parents to better meet the individual educational needs of an eligible child. The Gardiner Scholarship Program provides eligible students a scholarship that can be used to purchase approved services or products. During the years ended June 30, 2020 and 2019, Step Up For Students administered the program on behalf of the State of Florida for 14,033 and 11,845 eligible children, respectively.

The Alabama Opportunity Scholarship Fund, LLC (Alabama Opportunity Scholarship Fund) is a not-for-profit limited liability company incorporated on October 4, 2013, whose sole member is Step Up For Students. The Alabama Opportunity Scholarship Fund was established to operate under the standards prescribed by the Alabama Accountability Act of 2013. Through the Alabama Opportunity Scholarship Fund K-12 scholarship program, 1,280 and 1,568 children received scholarships to attend private schools for the 2019 – 2020 and 2018 – 2019 school years, respectively.

The C2 Opportunity Scholarships, LLC (C2) is a not-for-profit limited liability company incorporated on November 28, 2018, whose sole member is Step Up For Students. C2 was established to operate under the standards prescribed by the Alabama Accountability Act of 2013. Through the C2 K-12 scholarship program, 48 children received scholarships to attend private schools for the 2019 – 2020 school year. There were no scholarships made during the year ended June 30, 2019.

The Academics+ Opportunity Scholarship Fund, LLC (Academics+) is a not-for-profit limited liability company incorporated on October 9, 2019, whose sole member is Step Up For Students. Academics+ was established to operate under the standards prescribed by the Alabama Accountability Act of 2013. Through the Academics+ K-12 scholarship program, there were no scholarships made during the year ended June 30, 2020.

The Alabama Opportunity Action Fund (AOAF) is a not-for-profit organization incorporated on March 15, 2019, affiliated to Step Up For Students through common control and management, with the support of the American Federation for Children to create positive grassroots and legislative influence for scholarship programs and school choice programs in Alabama. AOAF brought dozens of scholarship families from around the State to the Statehouse to share their stories with legislators and ask them to continue supporting the scholarship program. Additionally, AOAF spent the session creating a grassroots team to support an education savings account for special needs students, which it continues to grow.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2019)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

The following is a summary of the programs operated by the Organization:

- **Florida Tax Credit Scholarship Program:** Step Up For Students, Inc. is approved under Florida Statute 1002.395 to serve as a Scholarship Funding Organization (SFO). Since July 1, 2011, Step Up For Students has been the predominate Florida SFO. As an SFO, Step Up For Students can solicit and receive corporate contributions that are entitled to a state tax credit against 100% of corporate income tax, insurance premium tax, and direct-pay sales tax liabilities, 90% of alcoholic beverage tax liabilities, and 50% of oil and gas severance tax liabilities. Those contributions, in turn, must be spent to provide scholarships to low income Florida school children in compliance with the Florida Tax Credit Scholarship Program. For the 2019 – 2020 school year and the 2018 – 2019 school year, qualified students received a maximum scholarship of \$9,197 and \$7,111, respectively, to attend a private school that have been approved by the State of Florida or \$750 for transportation to an out-of-district public school. Scholarships are expensed when a student attends a qualified school. During the year ended June 30, 2019, Step Up For Students was allowed to use up to 3% of the contributions collected to administer the scholarship program. Effective July 1, 2019, due to Florida statutory changes, the State of Florida changed the guidelines for calculation and use of the administrative fee (see Administrative fee for management of Florida Scholarship Programs below).
- **Alabama Tax Credit Scholarship Program:** The Alabama Opportunity Scholarship Fund, C2 and Academics+ were established to operate under standards prescribed in the Alabama Accountability Act of 2013 and is approved under the Alabama Department of Revenue to serve as a Scholarship Granting Organization (SGO). In accordance with the Alabama Accountability Act of 2013 and the Administrative Rulings by the Alabama Department of Revenue, the Alabama Opportunity Scholarship Fund, C2 and Academics+ must use at least 95% of revenue from credit eligible scholarship donations and all interest and investment income attributable to these scholarship funds for educational scholarships. Therefore, the Alabama Opportunity Scholarship Fund, C2 and Academics+ may use no more than 5% of the amount of its scholarship donations for purposes other than making scholarship grants. As an SGO, the Alabama Opportunity Scholarship Fund, C2 and Academics+ can solicit and receive corporate and individual donations that entitle the donors to certain tax credits administrated by the Alabama Department of Revenue.
- **School Development and Student Learning:** This program oversees the process development intended to assist schools and families in establishing and maintaining collaborative partnerships that ensure the academic, social and emotional success of every child; while at the same time, upholding the belief that the ultimate responsibility for the education of the child resides with the parent.
- **Gardiner Scholarship Program:** In June 2014, legislation creating scholarships for special needs children was signed into law in Florida. This scholarship is for Florida students in kindergarten through 12th grade with one of the following disabilities: Autism, Muscular Dystrophy, Cerebral palsy, Down syndrome, Prader-Willi syndrome, Spina bifida, Williams syndrome, Intellectual Disability (severe cognitive impairment), Phelan McDermid Syndrome, rare diseases as defined by the National Organization for Rare Disorders, Anaphylaxis, deaf, visually impaired, dual sensory impaired, traumatic brain injured, hospital or home bound. Also, kindergarten students deemed “high risk” because of developmental delays may be eligible. The students need either an Individual Education Plan (IEP) from a Florida school district or a formal diagnosis from a licensed physician or psychologist to qualify. Students can participate in this scholarship as part of home education; however, they cannot be enrolled in a public school or be receiving any other state-sponsored scholarship, including the McKay Scholarship or the Florida Tax Credit Scholarship. A Gardiner Scholarship account is established for each child that is awarded a special needs scholarship. Parents use this money to personalize the education of their children with unique abilities by directing money towards a combination of programs and state approved providers. These include schools, therapists, specialists, curriculum and technology and college savings accounts.



## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2019)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

During the year ended June 30, 2019, Step Up For Students, per the provisions of state statute, received an administrative fee of 3% of funded scholarships from the State of Florida to cover the administration of the program on behalf of the State of Florida. During the year ended June 30, 2019, Step Up For Students received an administrative fee for administering the program on behalf of the State of Florida in the amount of approximately \$3,537,000. Effective July 1, 2019, due to Florida statutory changes, the State of Florida changed the guidelines for calculation and use of the administrative fee (see Administrative fee for management of Florida Scholarship Programs below).

During the years ended June 30, 2020 and 2019, Step Up For Students distributed approximately \$115.8 million and \$97.8 million, leaving a balance of approximately \$104.5 million and \$79.5 million, respectively, which is recorded in the accompanying consolidated statement of financial position as both an asset and liability. Step Up For Students is acting as an agent for this program; therefore, there are no revenues and expenses reported on the accompanying consolidated statement of activities for scholarship funds received and distributed from the State of Florida.

- **Communications, Policy and Public Affairs:** This program takes the message of the scholarship program to constituency groups, community and political leaders, and local, state and national news publications. It issues press releases on topics of special concern and writes commentary for various publications. The group also analyzes demographic, achievement and participation data and trends in the program and education choice movement. This group also responds to numerous information requests from newspapers and other media.
- **Advocacy and Civic Engagement:** This program, through the Florida Voices For Choices, organizes parents and supporters who believe children should be educated based on how they learn, rather than where they live. This includes parents who utilize scholarships as well as charter, magnet, home and virtual schools. The Florida Voices For Choice educates, informs and trains parents to be advocates and supporters for the protections and expansion of choice opportunities. Advocacy and civic engagement provides these services to parents of children participating in programs administered by the Organization and to parents utilizing other choice options under contract service agreements with choice advocacy groups.
- **Scholarship Service Contract:** Step Up For Students has contracted with Empower Illinois, an approved 501(c)(3), Scholarship Granting Organization (SGO) in the State of Illinois, that administers the Illinois Invest in Kids Scholarship program, a tax credit scholarship program. Effective November 2017, Step Up For Students has provided scholarship administration services for Empower Illinois, both in-house and through a third-party partner. Empower Illinois can solicit and receive corporate and individual contributions that are entitled to a 75% state tax credit of corporate and individual state income tax. Those contributions, in turn must be spent to provide scholarships to low income Illinois school children in compliance with the Invest in Kids Act. For the 2019 – 2020 school year and the 2018 – 2019 school year, qualified students received scholarships of up to \$13,336, or for Individuals with Disabilities Education Act students, up to \$26,673, to attend a participating private school within the State of Illinois. Scholarships are expended when a student attends a participating school. Empower Illinois is allowed to use up to 5% of the contributions collected to administer this program, and Step Up For Students is compensated for its work by Empower Illinois via those administrative funds. The contract between Empower Illinois and Step Up For Students ended on April 10, 2020.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2019)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

- **Hope Scholarship Program:** The Hope Scholarship Program was established by Florida Statute 1002.40, which was created in 2018 to provide the option of private-school scholarships to students in public schools who have experienced acts of bullying and intimidation. Step Up For Students, as an approved Scholarship Funding Organization (SFO), is authorized to administer Hope Scholarships. The Hope Scholarship Program provides that automobile buyers may redirect up to \$105 of their state taxes on each purchase toward an authorized SFO. Those contributions must be used to provide tuition scholarships to participating private schools or a \$750 transportation scholarship to a public school in another district. Any unused funds in the Hope Scholarship Program can be used to fund scholarships to students in the Florida Tax Credit Scholarship Program in the next State of Florida fiscal year. For the 2019 – 2020 school year and the 2018 – 2019 school year, qualified students received a maximum scholarship of \$9,197 and \$7,111, respectively. During the year ended June 30, 2019, Step Up for Students was allowed to use up to 3% of the contributions to administer the scholarship and claimed an administrative fee of \$1,264,022. Effective July 1, 2019, due to Florida statutory changes, the State of Florida changed the guidelines for calculation and use of the administrative fee (see Administrative fee for management of Florida Scholarship Programs below). Through the Hope Scholarship Program, 455 and 128 students received scholarships for the 2019 – 2020 school year and the 2018 – 2019 school year, respectively. During the years ended June 30, 2020 and 2019, Step Up For Students collected \$66,843,081 and \$42,134,066, respectively, of eligible contributions. Step Up For Students expended \$806,456 and \$290,968 for scholarships during the years ended June 30, 2020 and 2019, respectively. Any unused funds in the Hope Scholarship Program can be used to fund scholarships to students of the Florida Tax Credit Scholarship Program in the next State of Florida fiscal year.
- **Reading Scholarship Program:** The Reading Scholarship Program was established by Florida Statute 1002.411, which was created in 2018 to provide academic support for elementary school students who struggle in reading in district or charter schools. Step Up For Students, as an approved Scholarship Funding Organization (SFO), is authorized to administer the program. The scholarship is available to students in third- through fifth-grade who have scored a Level 1 or 2 on the English Language Arts section of the Florida Standards Assessment (FSA). Each scholarship is worth \$500, which the parent can use to pay for tuition and fees related to part-time tutoring, summer and after-school literacy programs, instructional materials and more. The funding is from direct state appropriation. A Reading Scholarship account is established for each child that is awarded a reading scholarship. Through the Reading Scholarship Program, 6,783 and 5,658 students received scholarships for the 2019 – 2020 school year and the 2018 – 2019 school year, respectively.

During the year ended June 30, 2019, Step Up For Students, per the provisions of state statute, received an administrative fee of 3% of funded scholarships from the State of Florida to cover the administration of the program on behalf of the State of Florida. During the year ended June 30, 2019, Step Up For Students received an administrative fee for administering the program on behalf of the State of Florida in the amount of approximately \$84,000. Effective July 1, 2019, due to Florida statutory changes, the State of Florida changed the guidelines for calculation and use of the administrative fee (see Administrative fee for management of Florida Scholarship Programs below).

During the years ended June 30, 2020 and 2019, Step Up For Students distributed approximately \$1.3 million and \$304,000, leaving a balance of approximately \$4.8 million and \$2.7 million, respectively, which is recorded in the accompanying consolidated statement of financial position as both an asset and liability. Step Up For Students is acting as an agent for this program, therefore, there are no revenues and expenses reported on the accompanying consolidated statement of activities for scholarship funds received and distributed from the State of Florida.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2019)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

- **Family Empowerment Scholarship:** In May 2019, the Florida State Governor signed into law the Family Empowerment Scholarship, which is intended to help reduce the waiting list for the Florida Tax Credit Scholarship Program and similarly services students from low-income and working-class households. Step Up For Students works directly with the State of Florida Department of Education to administer this scholarship and served approximately 18,000 K-12 students for 2019 – 2020 school year.

**Administrative fee for management of Florida Scholarship Programs:** Due to Florida statutory changes effective July 1, 2019, Step Up For Students can receive an administrative fee not to exceed 3% of scholarships awarded for the management of all Florida Scholarship Programs. For determining the income eligibility for the Family Empowerment Scholarship Program (see above), Step Up For Students receives 1% in administrative fees.

During the year ended June 30, 2020, total scholarships awarded to students was 176,352, which resulted in \$35,182,186 of administrative fees. This administrative fee was used to manage the Florida Tax Credit Scholarship Program, Hope Scholarship Program, Gardiner Scholarship Program, Reading Scholarship Program and the determination of eligibility for the Family Empowerment Scholarship Program in the State of Florida.

A summary of the Organization's significant accounting policies follows:

**Principles of consolidation:** The consolidated financial statements include the accounts of Step Up For Students and its wholly-owned subsidiaries, the Alabama Opportunity Scholarship Fund, LLC, C2 Opportunity Scholarships, LLC and Academics+ Opportunity Scholarship Fund, LLC. In addition, the consolidated financial statements include the accounts of Alabama Opportunity Action Fund, which is affiliated to Step Up For Students through common control and management. All significant intercompany transactions have been eliminated in consolidation.

**Comparative financial statements:** The consolidated financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's consolidated financial statements for the year ended June 30, 2019, from which the summarized information was derived.

**Use of estimates:** The presentation of financial statements in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and support, and expenses during the reporting period. Actual results could differ from those estimates.

**Basis of presentation:** The accompanying consolidated financial statements have been prepared on the accrual basis of accounting.

A not-for-profit organization is required to report information regarding its financial position and activities according to two classes of net assets: without donor restrictions and with donor restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

**Net assets without donor restrictions:** Net assets that are not subject to donor-imposed stipulations, but may be designated for specific purposes by action of the Board of Directors.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2019)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

**Net assets with donor restrictions:** Net assets subject to donor-imposed stipulations that may or will be met either by actions of the Organization, passage of time, or permanently maintained by the Organization. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statement of activities as net assets released from restrictions.

**Cash and cash equivalents:** For purposes of the consolidated statement of cash flows, the Organization considers all short-term securities purchased with an original maturity of three months or less to be cash equivalents. Cash and cash equivalents excludes funds held in trust for students.

The Organization maintains their cash accounts at commercial banks, which are insured by the Federal Deposit Insurance Corporation (FDIC). Balances exceed amounts insured by the FDIC and the Organization has not experienced any losses on such accounts. To help reduce any potential losses, excess balances are swept into a money market fund, which is invested in U.S. Government Obligations.

**Pledges receivable, contributions and grants:** Contributions and grants are recorded in the period received at fair value as net assets without donor restrictions or net assets with donor restrictions support depending on the existence or nature of any donor restrictions. Contributions and grants that are restricted by the donor are reported as increases in net assets with donor restrictions depending on the nature of the restrictions. When time restrictions expire or purpose restrictions are fulfilled, net assets with donor restrictions are reclassified to net assets without donor restrictions.

Unconditional promises to give (pledges) are recognized as support in the period received at fair value. Conditional promises to give are recognized when the conditions on which they depend are substantially met. The Organization uses the allowance method to determine uncollectible pledges receivable. The allowance is established based upon management's analysis of specific pledges and other economic factors. The Organization has received promises to give from corporations for the Florida Tax Credit Scholarship Program, from corporations and individuals for the Alabama Tax Credit Scholarship Program, and from private foundations.

Pledges, which become uncollectible or for which an allowance is established in the year of the pledge, are written off against contribution revenue. Pledges which become uncollectible in subsequent years are charged to the allowance for uncollectible pledges.

Contributed services are recognized and reported at fair value in the period received, if the services received create or enhance non-financial assets or require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by contribution. There were no contributed services for the years ended June 30, 2020 and 2019.

**Accounts and grants receivable:** Accounts and grants receivable are stated at net realizable value. The Organization uses the allowance method to determine uncollectible accounts receivable. The allowance is established based upon management's analysis of specific accounts and other economic factors. In the opinion of management, an allowance for uncollectible accounts of \$314,830 and \$661,235 was considered necessary at June 30, 2020 and 2019, respectively.

**Restricted certificate of deposit:** Restricted certificate of deposit held by the Organization represents funds required to be set aside by the lessor relating to an office lease signed by the Organization in 2015 for collateral and is carried at amortized cost.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2019)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

**Property and equipment:** Property and equipment are recorded at cost when purchased or at fair value at the date of gift, if contributed. Depreciation of property and equipment is computed using the straight-line method of accounting over the estimated useful lives of the depreciable assets. Routine maintenance and repair costs are charged to expense as incurred, while major replacements and improvements are capitalized as additions to the related assets. When assets are sold or retired, the related cost and accumulated depreciation are removed from the accounts and gains or losses from dispositions are credited or charged to income.

**Impairment of long-lived assets:** The carrying value of property and equipment is reviewed for impairment whenever events or changes in circumstances indicate such value may not be recoverable. Recoverability of assets or asset groups to be held and used is measured by a comparison of the carrying amount of an asset or asset group to future net cash flows expected to be generated by the asset or asset group. If such assets or asset groups are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the fair value of the assets or asset group. Assets or asset groups to be disposed of are reported at the lower of the carrying amount or fair value less cost to sell. No impairment of the Organization's long-lived assets or asset groups have been recognized during the years ended June 30, 2020 and 2019.

**Funds held in trust for students and funds held in trust for students liability:** Funds held in trust for students and funds held in trust for students liability represents funds received for the Gardiner Scholarship Program and the Reading Scholarship Program. A Gardiner Scholarship account is established for each child that is awarded a special needs scholarship and a Reading Scholarship account is established for each child that is awarded a reading scholarship. As parents use these funds in accordance with State of Florida guidelines, the asset and liability are reduced accordingly. The following represents a breakout of the funds held in trust for students and funds held in trust for students liability at June 30, 2020 and 2019:

	2020	2019
Gardiner Scholarship Program	\$ 104,456,099	\$ 79,443,366
Reading Scholarship Program	4,820,087	2,739,023
	<u>\$ 109,276,186</u>	<u>\$ 82,182,389</u>

**Functional expenses:** The costs of providing the various programs and supporting services have been summarized on a functional basis in the consolidated statement of activities and in the consolidated statement of functional expenses. Accordingly, certain costs have been allocated among the various programs and supporting services benefited. Salaries and related payroll expenses are allocated among functional categories based on the estimated proportion of time spent to each function. All other expenses are allocated based on management's estimate of the relative functional activity.

**Income taxes:** Step Up For Students is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and from state income taxes under similar provisions of the Florida Statutes. Accordingly, no provision for federal and state income taxes has been recorded in the accompanying consolidated financial statements. Step Up For Students has made an election under Section 501(h) of the Internal Revenue Code, which permits certain eligible 501(c)(3) organizations to make limited expenditures to influence legislation. Step Up For Students would be subject to an excise tax if it spends more than the amounts permitted. Such limits have not been exceeded.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2019)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

The Alabama Opportunity Scholarship Fund, C2 and Academics+ are disregarded entities for federal and state income tax purposes and, therefore, reports all federal and state tax information through Step Up For Students. Accordingly, no provision for federal and state income taxes has been recorded in the accompanying consolidated financial statements.

AOAF is exempt from federal income taxes under Section 501(c)(4) of the Internal Revenue Code and from state income taxes under similar provisions of the Alabama Statutes. Accordingly, no provision for federal and state income taxes has been recorded in the accompanying consolidated financial statements.

The Organization follows accounting standards relating to accounting for uncertainty in income taxes. Management assessed whether there were any uncertain tax positions which may give rise to income tax liabilities and determined that there were no such matters requiring recognition in the accompanying consolidated financial statements. Generally, the Organization is no longer subject to U.S. federal or state income tax examinations by tax authorities for years before June 30, 2017.

**Recent accounting pronouncements:** In May 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers (Topic 606)*, requiring an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. The update will replace most existing revenue recognition guidance in U.S. GAAP when it becomes effective and permits the use of either a full retrospective or retrospective with cumulative effect transition method. The updated standard will become effective for annual reporting periods beginning after December 15, 2019. The Organization has not yet selected a transition method and is currently evaluating the impact this ASU will have on its consolidated financial statements.

In February 2016, the FASB issued its new lease accounting guidance in ASU 2016-02, *Leases (Topic 842)*. Under the new guidance, lessees will be required to recognize the following for all leases (with the exception of short-term leases) at the commencement date: (1) A lease liability, which is a lessee's obligation to make lease payments arising from a lease, measured on a discounted basis; and (2) A right-of-use asset, which is an asset that represents the lessee's right to use, or control the use of, a specified asset for the lease term. Lessees will no longer be provided with a source of off-balance sheet financing. Lessees must apply a modified retrospective transition approach for leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements. Nonpublic entities should apply the amendments for fiscal years beginning after December 15, 2021. The Organization is currently evaluating the impact this ASU will have on its consolidated financial statements.

The FASB has issued certain new or modifications to, or interpretations of, existing accounting guidance in addition to the ASU's described above. The Organization has considered the new pronouncements and does not believe that any other new or modified guidance will have a material impact on the Organization's reported financial position or activities in the near term.

**Newly adopted accounting pronouncements:** In June 2018, the FASB issued ASU 2018-08, *Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. ASU 2018-08 clarifies the guidance for evaluating whether a transaction is reciprocal (i.e., an exchange transaction) or nonreciprocal (i.e., a contribution) and for distinguishing between conditional and unconditional contributions. The amendments in the ASU should be applied on a modified prospective basis although retrospective application is permitted. Entities should apply the amendments for transactions in which the entity serves as the resource recipient to annual periods beginning after December 15, 2018. The Organization has adopted ASU 2018-08 as of July 1, 2019, with no material impact on its consolidated financial statements.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2019)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

In November 2016, the FASB issued ASU 2016-18, *Statement of Cash Flows (Topic 230): Restricted Cash*, which provides guidance on the presentation of restricted cash or restricted cash equivalents in the statement of cash flows. The Organization adopted ASU 2016-18 as of July 1, 2019, using a retrospective transition method of adoption. As a result of adoption, the consolidated statement of cash flows includes both cash and cash equivalents and funds held in trust for students.

**Subsequent events:** Management has assessed subsequent events through December 18, 2020, the date the consolidated financial statements were available to be issued.

#### Note 2. Tax Credit Scholarship Programs and Scholarships Awarded

**Florida Tax Credit Scholarship Program and Scholarships Awarded** – During the year ended June 30, 2019, Florida Statutes permitted Scholarship Funding Organizations participating in the Florida Tax Credit Scholarship Program to use up to 3% of eligible contributions received for administrative expenses. Effective July 1, 2019, due to Florida statutory changes, the State of Florida changed the guidelines for calculation and use of the administrative fee (see Note 1 – Administrative fee for management of Florida Scholarship Programs). Scholarship Funding Organizations must expend for annual or partial-year scholarships an amount equal to or greater than 75% of the net eligible contributions remaining after administrative expenses during the year in which such contributions are collected. No more than 25% of such net eligible contributions may be carried forward for expenditure to the following year. Step Up For Students expended \$658,496,253 for scholarships during the year ended June 30, 2020. During the year ended June 30, 2019, Step Up For Students collected \$615,088,723 of eligible contributions. Step Up For Students claimed an administrative allowance of \$18,452,512 and expended \$615,252,820 for scholarships during the year ended June 30, 2019. During the years ended June 30, 2020 and 2019, Step Up For Students received transferred funds from another SFO amounting to \$4,886,275 and \$8,481,132, respectively, in which Step Up For Students was entitled to a 2% administrative allowance and claimed \$0 and \$169,623 during the years ended June 30, 2020 and 2019, respectively.

Scholarships under the Florida Tax Credit Scholarship Program are awarded annually to qualified students. To qualify for a scholarship, a student and the parents or guardian of that student must meet economic need requirements, enroll in an eligible private school and comply with certain other responsibilities for program participation. Scholarships for the 2019 – 2020 school year and 2018 – 2019 school year could not exceed \$9,197 and \$7,111, respectively. The scholarship checks are made payable to the student's parent or guardian and the private school. The checks are mailed to the schools in quarterly installments. Before the mailing, the schools verify the students' attendance and that the students' parents or guardians have complied with their responsibilities under the program. Both the parents or guardians and schools endorse the checks before they are deposited into the schools' bank accounts. Step Up For Students received a waiver from the Florida Department of Education to waive parent approval and endorsement of payment for our fourth scholarship distribution, which was paid via ACH due to COVID-19.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2019)

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#### Note 2. Tax Credit Scholarship Programs and Scholarships Awarded (Continued)

**Alabama Tax Credit Scholarship Program and Scholarships Awarded** – The Alabama Accountability Act of 2013 and the Administrative Rulings by the Alabama Department of Revenue permit Scholarship Granting Organizations participating in the Alabama Tax Credit Scholarship Program to use up to 5% of eligible contributions received for administrative expenses. Scholarship Granting Organizations must expend for scholarships an amount equal to or greater than 95% of the net eligible contributions remaining after administrative expenses. During the year ended June 30, 2020, the Alabama Opportunity Scholarship Fund collected \$2,957,747 of eligible contributions. The Alabama Opportunity Scholarship Fund claimed an administrative allowance of \$147,887 and expended \$7,992,191 for scholarships during the year ended June 30, 2020. During the year ended June 30, 2019, the Alabama Opportunity Scholarship Fund collected \$3,339,900 of eligible contributions. The Alabama Opportunity Scholarship Fund claimed an administrative allowance of \$166,995 and expended \$8,781,932 for scholarships during the year ended June 30, 2019.

During the year ended June 30, 2020, C2 collected \$396,980 of eligible contributions. C2 claimed an administrative allowance of \$19,849 and expended \$250,802 for scholarships during the year ended June 30, 2020. During the year ended June 30, 2019, C2 collected \$275,537 of eligible contributions. C2 claimed an administrative allowance of \$13,777 and there were no amounts expended for scholarships during the year ended June 30, 2019. During the year ended June 30, 2020, Academics+ collected \$79,192 of eligible contributions. Academics+ claimed an administrative allowance of \$3,960 and there were no amounts expended for scholarships during the year ended June 30, 2020.

Scholarships under the Alabama Tax Credit Scholarship Program are awarded annually to qualified students. To qualify for a scholarship, a student and the parents or guardian of that student must meet economic need requirements, enroll in an eligible private school and comply with certain other responsibilities for program participation.

#### Note 3. Property and Equipment

Property and equipment consisted of the following at June 30:

	2020	2019
Furniture and equipment	\$ 1,383,067	\$ 1,320,061
Software	4,159,525	3,269,663
Leasehold improvements	47,544	47,544
	5,590,136	4,637,268
Less accumulated depreciation	(2,561,870)	(1,741,164)
	<u>\$ 3,028,266</u>	<u>\$ 2,896,104</u>

Depreciation expense for the years ended June 30, 2020 and 2019, was \$854,014 and \$758,610, respectively.



## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2019)

#### Note 4. Line of Credit

Step Up For Students has a \$62,000,000 line of credit agreement with a bank bearing interest at the one-month LIBOR interest rate plus 1% (1.18% at June 30, 2020). Interest on the line of credit is payable monthly and matures on September 27, 2021. The line of credit is collateralized by substantially all the assets of Step Up For Students. The Organization maintains \$60,000,000 of the line of credit for the purpose of funding Florida Tax Credit Scholarship commitments in the event that expected contributions from donors are delayed and \$2,000,000 for operating liquidity. There was no outstanding balance on the line of credit at June 30, 2020. The line of credit had an outstanding balance of \$35,000,000 at June 30, 2019.

The outstanding balance at June 30, 2019 was utilized to fund scholarships for the last distributions of the fiscal year for the Florida Tax Credit Scholarship Program. During 2019, several donors took advantage of a change in the statutory program provisions that allowed them to make donation payments up to the due date for submission of their tax returns. As such, pledges receivable increased by \$39,829,313 during 2019 and the Organization used the line of credit to offset these delayed receipts. The outstanding balance was repaid in full on July 2, 2019 for the year ended 2019.

#### Note 5. Net Assets

Net assets without donor restrictions are available for the following purposes at June 30:

	2020	2019
Undesignated	\$ 13,567,714	\$ 5,338,047
Board designated for specified purposes	-	1,283,542
	<u>\$ 13,567,714</u>	<u>\$ 6,621,589</u>

Net assets with donor restrictions are available for the following purposes at June 30:

	2020	2019
Florida Tax Credit Scholarship Program	\$ 357,139,958	\$ 521,424,386
Hope Scholarship	103,689,337	40,840,971
Alabama Tax Credit Scholarship Program	2,709,932	7,548,453
Communications, Policy and Public Affairs	416,621	654,158
	<u>\$ 463,955,848</u>	<u>\$ 570,467,968</u>

Net assets with donor restrictions were released from donor restrictions by incurring expenses satisfying the purpose specified by donors as follows:

	2020	2019
Florida Tax Credit Scholarship Program	\$ 679,082,410	\$ 615,886,182
Hope Scholarship	806,456	290,968
Alabama Tax Credit Scholarship Program	8,817,978	9,226,864
Communications, Policy and Public Affairs	1,539,896	2,216,426
	<u>\$ 690,246,740</u>	<u>\$ 627,620,440</u>

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2019)

#### Note 6. Commitments

The Organization leases certain office equipment and office space under operating leases, which expire at various dates through October 2022. Rent expense for the years ended June 30, 2020 and 2019, was \$1,015,910 and \$876,072, respectively.

Minimum future annual lease payments under operating leases are as follows:

Years ending June 30:

2021	\$	786,202
2022		210,208
2023		3,564
	\$	<u>999,974</u>

#### Note 7. Liquidity and Availability of Resources

As of June 30, 2020 and 2019, the following reflects the Organization's financial assets, reduced by amounts not available for general use because of contractual or donor-imposed restrictions, board designations and amounts used to repay the line of credit on July 2, 2019, within one year of June 30, 2020 and 2019.

	2020	2019
Financial assets, at year-end		
Cash and cash equivalents	\$ 71,827,719	\$ 63,558,310
Pledges receivable, net	402,513,651	542,649,336
Accounts and grants receivable, net	3,398,534	5,088,297
Less those unavailable for general expenditures within one year, due to:		
Contractual or donor-imposed restrictions:		
Restricted by donors with purpose restrictions	(463,937,218)	(570,467,968)
Board designations:		
Board designated for Florida Tax Credit Scholarship Program	-	(1,283,542)
Repayment of line of credit on July 2, 2019	-	(35,000,000)
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 13,802,686</u>	<u>\$ 4,544,433</u>

The Organization's goal is to manage its tax-credited fundraising and associated scholarship commitments such that as many students as possible receive a scholarship while maintaining a 5% reserve of the funds received (approximately \$32.5 million). The purpose of that reserve is to provide for timing differences and potential rescindments by donors. During the year ended June 30, 2020, the Organization encountered a decrease in net assets with donor restrictions of approximately \$106 million, which was predominantly due to timing of contributions received from donors and the COVID-19 pandemic. The Organization has managed scholarship commitments for the next school year accordingly to maintain the targeted reserve.

Historically, the Organization pays scholarship payments four times per year during the school year, the timing for which is established based on historical fundraising trends such that sufficient donations are received prior to each payment. Donations received between scholarship payments are invested in short-term U.S. Treasury instruments, the interest from which is designated to fund scholarships.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2019)

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#### Note 7. Liquidity and Availability of Resources (Continued)

The Organization maintains a \$62 million line of credit of which \$60 million is restricted for the purpose of funding scholarship commitments in the event that expected contributions from donors are delayed and \$2 million for operating liquidity.

As of the statement of financial position date, the Organization has materially paid all scholarship commitments as the school year had ended for all of its scholarship recipients. During 2020, all scholarships were paid from donations received and the Organization carried forward \$16 million of scholarship funds over to 2021. During 2019, the Organization borrowed \$35 million in June 2019 to partially fund the final major distribution of the 2019 school year. The full amount was repaid on July 2, 2019, as sufficient funds were available.

#### Note 8. Major Donors

*Step Up For Students:* Contributions from one major donor accounted for approximately 29.2% of contributions and grants – Florida Tax Credit Scholarship Program during the year ended June 30, 2020. At June 30, 2020, approximately 35.3% of pledges receivable are due from this major donor. Contributions from one major donor accounted for approximately 22.4% of contributions and grants – Florida Tax Credit Scholarship Program during the year ended June 30, 2019. At June 30, 2019, approximately 26.7% of pledges receivable are due from this major donor.

*Alabama Opportunity Scholarship Fund:* Contributions from one major donor accounted for approximately 50.8% of contributions and grants – Alabama Tax Credit Scholarship Program during the year ended June 30, 2020. Contributions from one major donor accounted for approximately 44.8% of contributions and grants – Alabama Tax Credit Scholarship Program during the year ended June 30, 2019.

*C2:* Contributions from two major donors accounted for approximately 30.0% of contributions and grants – Alabama Tax Credit Scholarship Program during the year ended June 30, 2020. Contributions from one major donor accounted for approximately 14.5% of contributions and grants – Alabama Tax Credit Scholarship Program during the year ended June 30, 2019.

*Academics+:* Contributions from two major donors accounted for approximately 33.3% of contributions and grants – Alabama Tax Credit Scholarship Program during the year ended June 30, 2020.

#### Note 9. Retirement Plan

The Organization has a defined contribution 401(k) Savings Plan (the Plan). All employees who meet certain age and service requirements are eligible to participate in the Plan. The Plan provides for salary reduction contributions from employees up to the federal tax limit according to the Internal Revenue Code. In addition, there could be additional retirement benefits from discretionary employer contributions. Contributions to this Plan for the years ended June 30, 2020 and 2019, were \$760,230 and \$756,938, respectively, which is included in payroll taxes and employee benefits in the accompanying consolidated statement of functional expenses.

**Step Up For Students, Inc. and Subsidiaries**

**Notes to Consolidated Financial Statements**

**(With Summarized Comparative Information as of or for the Year Ended June 30, 2019)**

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**Note 10. COVID-19**

On January 30, 2020, the World Health Organization declared the coronavirus outbreak (COVID-19) a “Public Health Emergency of International Concern” and on March 11, 2020, declared COVID-19 a pandemic. The extent to which COVID-19 impacts the operations of the Organization in the future will depend on future developments, which are highly uncertain and cannot be predicted with confidence, including the duration of the outbreak, new information that may emerge concerning the severity of COVID-19, the actions taken to contain COVID-19 or treat its impact, and the impact of each of these items on the economies and financial markets in the United States. In particular, the continued spread of COVID-19 could adversely impact the Organization’s operations, including among others, contributions and grants revenue, and may have a material adverse effect on the financial condition, results of operations and cash flows of the Organization.

Step Up For Students, Inc. and Subsidiaries

Consolidating Statement of Financial Position  
June 30, 2020

	Step Up For Students, Inc.	Alabama Opportunity Scholarship Fund, LLC	C2 Opportunity Scholarships, LLC	Academics+ Opportunity Scholarship Fund, LLC	Alabama Opportunity Action Fund	Eliminations	Consolidated
<b>Assets</b>							
Current assets:							
Cash and cash equivalents	\$ 68,867,387	\$ 2,194,021	\$ 525,166	\$ 98,839	\$ 142,306	\$ -	\$ 71,827,719
Pledges receivable, net	402,506,151	-	2,500	5,000	-	-	402,513,651
Accounts and grants receivable, net	3,378,153	20,381	-	-	-	-	3,398,534
Prepaid expenses and other assets	889,513	-	-	-	-	-	889,513
Funds held in trust for students	109,276,186	-	-	-	-	-	109,276,186
Due from related party	10,748	73,759	-	-	-	(84,507)	-
<b>Total current assets</b>	<b>584,928,138</b>	<b>2,288,161</b>	<b>527,666</b>	<b>103,839</b>	<b>142,306</b>	<b>(84,507)</b>	<b>587,905,603</b>
Restricted certificate of deposit	65,000	-	-	-	-	-	65,000
Property and equipment, net	2,781,910	246,356	-	-	-	-	3,028,266
<b>Total assets</b>	<b>\$ 587,775,048</b>	<b>\$ 2,534,517</b>	<b>\$ 527,666</b>	<b>\$ 103,839</b>	<b>\$ 142,306</b>	<b>\$ (84,507)</b>	<b>\$ 590,998,869</b>
<b>Liabilities and Net Assets</b>							
Current liabilities:							
Accounts payable	\$ 954,932	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 954,932
Accrued expenses	3,188,611	49,770	2,748	-	3,060	-	3,244,189
Line of credit	-	-	-	-	-	-	-
Funds held in trust for students liability	109,276,186	-	-	-	-	-	109,276,186
Due to related party	-	-	54,769	19,026	10,712	(84,507)	-
<b>Total current liabilities</b>	<b>113,419,729</b>	<b>49,770</b>	<b>57,517</b>	<b>19,026</b>	<b>13,772</b>	<b>(84,507)</b>	<b>113,475,307</b>
Net assets:							
Without donor restrictions	13,237,937	340,636	(15,440)	4,581	-	-	13,567,714
With donor restrictions	461,117,382	2,144,111	485,589	80,232	128,534	-	463,955,848
<b>Total net assets</b>	<b>474,355,319</b>	<b>2,484,747</b>	<b>470,149</b>	<b>84,813</b>	<b>128,534</b>	<b>-</b>	<b>477,523,562</b>
<b>Total liabilities and net assets</b>	<b>\$ 587,775,048</b>	<b>\$ 2,534,517</b>	<b>\$ 527,666</b>	<b>\$ 103,839</b>	<b>\$ 142,306</b>	<b>\$ (84,507)</b>	<b>\$ 590,998,869</b>

## Step Up For Students, Inc. and Subsidiaries

### Consolidating Statement of Activities Year Ended June 30, 2020

	Step Up For Students, Inc.		Alabama Opportunity Scholarship Fund, LLC	
	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions
	Total	Total	Total	Total
<b>Revenues and support:</b>				
Contributions and grants:				
Florida Tax Credit Scholarship Program, net	\$ 31,780,128	\$ 513,658,422	\$ -	\$ -
Hope Scholarship Program	3,402,058	63,441,023	-	-
Alabama Tax Credit Scholarship Program	-	-	147,887	2,804,860
Grants and other contributions	653,217	1,222,359	10,331	472,130
Other revenue and interest income	259,480	1,353,359	440	27,604
Scholarship service contract revenue	910,173	-	-	-
Net assets released from restrictions	681,252,482	(681,252,482)	8,447,176	(8,447,176)
<b>Total revenues and support</b>	<b>718,257,538</b>	<b>(101,577,319)</b>	<b>8,605,834</b>	<b>(5,142,582)</b>
				<b>3,463,252</b>
<b>Expenses:</b>				
Program services:				
Florida Tax Credit Scholarship Program	689,211,318	-	-	-
Alabama Tax Credit Scholarship Program	-	-	8,369,022	-
Gardiner Scholarship Program	5,828,686	-	-	-
Hope Scholarship Program	1,673,569	-	-	-
School Development and Student Learning Communications, Policy and Public Affairs	1,553,199	-	-	-
Family Empowerment Scholarship	1,299,587	-	-	-
Scholarship Service Contract	1,388,678	-	-	-
Reading Scholarship Program	908,501	-	-	-
Advocacy and Civic Engagement	842,349	-	-	-
	700,881	-	24,171	-
<b>Total program services</b>	<b>703,406,768</b>	<b>-</b>	<b>8,393,193</b>	<b>-</b>
				<b>8,393,193</b>
Supporting services:				
General and administrative	5,579,805	-	108,356	-
Development and fundraising	2,291,565	-	66,435	-
<b>Total supporting services</b>	<b>7,871,370</b>	<b>-</b>	<b>174,791</b>	<b>-</b>
<b>Total expenses</b>	<b>711,278,138</b>	<b>-</b>	<b>8,567,984</b>	<b>-</b>
<b>Change in net assets</b>	<b>6,979,400</b>	<b>(101,577,319)</b>	<b>37,850</b>	<b>(5,142,582)</b>
				<b>(5,104,732)</b>
Net assets:				
Beginning	6,258,537	562,694,701	302,786	7,286,693
Ending	\$ 13,237,937	\$ 461,117,382	\$ 340,636	\$ 2,144,111
				<b>\$ 2,484,747</b>

Step Up For Students, Inc. and Subsidiaries

Consolidating Statement of Activities (Continued)  
Year Ended June 30, 2020

	C2 Opportunity Scholarships, LLC			Academics+ Opportunity Scholarship Fund, LLC			Alabama Opportunity Action Fund		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
<b>Revenues and support:</b>									
Contributions and grants:									
Florida Tax Credit Scholarship Program, net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Hope Scholarship Program	-	-	-	-	-	-	-	-	-
Alabama Tax Credit Scholarship Program	19,849	379,631	399,480	3,960	80,232	84,192	-	-	3,436,419
Grants and other contributions	22,505	150,000	172,505	591	65,000	65,591	-	80,000	2,676,133
Other revenue and interest income	-	-	-	-	-	-	-	-	1,640,883
Scholarship service contract revenue	-	-	-	-	-	-	-	-	910,173
Scholarship service contract revenue	305,802	(305,802)	-	65,000	(65,000)	-	176,280	(176,280)	-
Net assets released from restrictions	348,156	223,829	571,985	69,551	80,232	149,783	176,280	(96,280)	80,000
<b>Total revenues and support</b>			<b>571,985</b>			<b>149,783</b>			<b>620,945,239</b>
<b>Expenses:</b>									
Program services:									
Florida Tax Credit Scholarship Program	-	-	-	-	-	-	-	-	689,211,318
Alabama Tax Credit Scholarship Program	304,893	-	304,893	11,344	-	11,344	-	-	8,685,259
Gardiner Scholarship Program	-	-	-	-	-	-	-	-	5,828,686
Hope Scholarship Program	-	-	-	-	-	-	-	-	1,673,569
School Development and Student Learning Communications, Policy and Public Affairs	-	-	-	-	-	-	176,280	-	1,553,199
Family Empowerment Scholarship	-	-	-	-	-	-	-	-	1,475,867
Scholarship Service Contract	-	-	-	-	-	-	-	-	1,388,678
Reading Scholarship Program	-	-	-	-	-	-	-	-	908,501
Advocacy and Civic Engagement	-	-	-	-	-	-	-	-	842,349
<b>Total program services</b>	<b>304,893</b>	<b>-</b>	<b>304,893</b>	<b>11,344</b>	<b>-</b>	<b>11,344</b>	<b>176,280</b>	<b>-</b>	<b>712,292,478</b>
Supporting services:									
General and administrative	68,933	-	68,933	34,437	-	34,437	-	-	5,791,531
Development and fundraising	50,036	-	50,036	19,189	-	19,189	-	-	2,427,225
<b>Total supporting services</b>	<b>118,969</b>	<b>-</b>	<b>118,969</b>	<b>53,626</b>	<b>-</b>	<b>53,626</b>	<b>-</b>	<b>-</b>	<b>8,218,756</b>
<b>Total expenses</b>	<b>423,862</b>	<b>-</b>	<b>423,862</b>	<b>64,970</b>	<b>-</b>	<b>64,970</b>	<b>176,280</b>	<b>-</b>	<b>720,511,234</b>
<b>Change in net assets</b>	<b>(75,706)</b>	<b>223,829</b>	<b>148,123</b>	<b>4,581</b>	<b>80,232</b>	<b>84,813</b>	<b>-</b>	<b>(96,280)</b>	<b>(99,665,995)</b>
<b>Net assets:</b>									
Beginning	60,266	261,760	322,026	-	-	-	-	224,814	577,089,557
Ending	\$ (15,440)	\$ 485,589	\$ 470,149	\$ 4,581	\$ 80,232	\$ 84,813	\$ -	\$ 128,534	\$ 477,523,562

**Step Up For Students, Inc. and Subsidiaries**

**Schedule of Expenditures of State Financial Assistance  
Year Ended June 30, 2020**

<b>Grantor/Program Title</b>	<b>State CSFA Number</b>	<b>Contract/ Grant Number</b>	<b>State Expenditures</b>
<b>State Financial Assistance</b>			
Florida Department of Education and Commissioner of Education:			
Gardiner Scholarship Program	48.113	92X-90025-0D001	\$ 115,823,791
Reading Scholarship Accounts Program	48.157	92X-90550-0D001	<u>1,117,351</u>
<b>Total expenditures of state financial assistance</b>			<u>\$ 116,941,142</u>

See notes to schedule of expenditures of state financial assistance.



## Step Up For Students, Inc. and Subsidiaries

### Notes to Schedule of Expenditures of State Financial Assistance Year Ended June 30, 2020

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#### **Note 1. Basis of Presentation**

The accompanying schedule of expenditures of state financial assistance (the Schedule) includes the state financial assistance project activity of Step Up For Students, Inc. and its subsidiaries (the Organization) under programs of the State of Florida for the year ended June 30, 2020. The information in this Schedule is presented in accordance with the requirements of the State of Florida Chapter 10.650, *Rules of the Auditor General*. Because the Schedule presents only a selected portion of the operations of the Organization, it is not intended to and does not present the financial position, changes in net assets or cash flows of the Organization.

#### **Note 2. Summary of Significant Accounting Policies**

Expenditures reported on the Schedule are recognized on the accrual basis of accounting. Such expenditures are reported following the cost principles established by the State of Florida Department of Financial Services, wherein certain types of expenditures are not allowable or are limited as to reimbursement. Pass-through entity identifying numbers (contract or grant number) are presented where available.

Step Up For Students is acting as an agent for the Gardiner Scholarship Program; therefore, there are no revenues and expenses reported on the accompanying consolidated statement of activities for scholarship funds received and distributed from the State of Florida. The expenditures reported as state financial assistance on the Schedule represent amounts distributed for reimbursement of program-related educational expenditures on behalf of eligible children, which totaled \$115,823,791.

Step Up For Students is acting as an agent for the Reading Scholarship Accounts Program; therefore, there are no revenues and expenses reported on the accompanying consolidated statement of activities for scholarship funds received and distributed from the State of Florida. The expenditures reported as state financial assistance on the Schedule represent amounts distributed for reimbursement of program-related expenditures on behalf of eligible children, which totaled \$1,117,351.

#### **Note 3. Subrecipients**

There was no state financial assistance passed through to subrecipients by the Organization.



RSM US LLP

**Report on Internal Control Over Financial Reporting  
and on Compliance and Other Matters Based on an Audit of Financial  
Statements Performed in Accordance With *Government Auditing Standards***

**Independent Auditor's Report**

Board of Directors  
Step Up For Students, Inc.

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the consolidated financial statements of Step Up For Students, Inc. and its subsidiaries (the Organization), which comprise the consolidated statement of financial position as of June 30, 2020, and the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated December 18, 2020.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the consolidated financial statements, we considered the Organization's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit, we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

**Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the Organization's consolidated financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the consolidated financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

**Purpose of This Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

*RSM US LLP*

Orlando, Florida  
December 18, 2020



RSM US LLP

**Report on Compliance for its Major State Financial Assistance Project and  
Report on Internal Control Over Compliance Required by State of  
Florida Chapter 10.650, *Rules of the Auditor General***

**Independent Auditor's Report**

Board of Directors  
Step Up For Students, Inc.

**Report on Compliance for its Major State Financial Assistance Project**

We have audited Step Up For Students, Inc. and its subsidiaries' (the Organization) compliance with the types of compliance requirements described in the Department of Financial Services' State Projects Compliance Supplement that could have a direct and material effect on the Organization's major state financial assistance project for the year ended June 30, 2020. The Organization's major state financial assistance project is identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

**Management's Responsibility**

Management is responsible for compliance with state statutes, regulations, and the terms and conditions of its state financial assistance applicable to its state financial assistance project.

**Auditor's Responsibility**

Our responsibility is to express an opinion on compliance for the Organization's major state financial assistance project based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the State of Florida Chapter 10.650, *Rules of the Auditor General*. Those standards and the State of Florida Chapter 10.650, *Rules of the Auditor General*, require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major state financial assistance project occurred. An audit includes examining, on a test basis, evidence about the Organization's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for its major state financial assistance project. However, our audit does not provide a legal determination of the Organization's compliance.

**Opinion on its Major State Financial Assistance Project**

In our opinion, the Organization complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on its major state financial assistance project for the year ended June 30, 2020.

### **Report on Internal Control Over Compliance**

Management of the Organization is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Organization's internal control over compliance with the types of requirements that could have a direct and material effect on its major state financial assistance project to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for its major state financial assistance project and to test and report on internal control over compliance in accordance with the State of Florida Chapter 10.650, *Rules of the Auditor General*, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control over compliance.

*A deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a state financial assistance project on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a state financial assistance project will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a state financial assistance project that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the State of Florida Chapter 10.650, *Rules of the Auditor General*. Accordingly, this report is not suitable for any other purpose.

*RSM US LLP*

Orlando, Florida  
December 18, 2020

**Step Up For Students, Inc. and Subsidiaries**

**Schedule of Findings and Questioned Costs  
Year Ended June 30, 2020**

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**I. Summary of Auditor's Results**

**Financial Statements**

Type of auditor's report issued: Unmodified

Internal control over financial reporting:

Material weakness(es) identified?	<u>        </u> Yes	<u>  X  </u> No
Significant deficiency(ies) identified?	<u>        </u> Yes	<u>  X  </u> None Reported
Noncompliance material to financial statements noted?	<u>        </u> Yes	<u>  X  </u> No

**State Financial Assistance**

Internal control over major program:

Material weakness(es) identified?	<u>        </u> Yes	<u>  X  </u> No
Significant deficiency(ies) identified?	<u>        </u> Yes	<u>  X  </u> None Reported

Type of auditor's report issued on compliance for major program: Unmodified

Any audit findings disclosed that are required to be reported in accordance with Section 10.654(1)(h)(1)(f), *Rules of the Auditor General*?          Yes   X   No

Identification of major program:

<u>CSFA Number(s)</u>	<u>Name of State Financial Assistance Project</u>
48.113	Gardiner Scholarship Program

Dollar threshold used to distinguish between type A and type B state financial assistance projects:          \$   3,508,234  

**II. Financial Statement Findings**

No matters to report.

**III. Findings and Questioned Costs for State Financial Assistance**

No matters to report.

**IV. Other Reporting**

1. No Summary Schedule of Prior Audit Findings is presented because there were no prior audit findings related to state financial assistance projects.
2. No Corrective Action Plan is presented because there were no findings required to be reported under the Florida Single Audit Act.
3. There was no management letter or control deficiency letter issued for the year ended June 30, 2020, and there were no matters required to be reported in these letters.

## **Step Up For Students**

### **Annual Report for the Year Ending June 30, 2021**

- Student Data information on Applications, Scholarship Award and Scholarship Funding
- Scholarship Monies Collected, Distributed Scholarships, and Year End Balances

**Step Up For Students**  
**Number of Applications for 2020-21 Income-Based Programs (FTC/FES)**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Unknown	Grand Total
Alachua	226	151	159	169	159	142	164	119	125	89	87	53	38		1681
Baker	5	4	11	12	17	12	13	11	16	10	11	8	7		137
Bay	45	32	40	28	29	37	24	20	21	12	12	9	5		314
Bradford	29	14	26	21	21	21	26	17	19	20	12	14	11		251
Brevard	509	357	418	391	334	344	323	351	288	218	185	152	158		4028
Broward	2643	1624	1776	1681	1618	1482	1521	1304	1215	1211	967	748	759	2	18551
Calhoun	1	3	3		1	1	3	2	2	2	1	1			20
Campbell						1			1			1			3
Charlotte	75	47	65	54	63	67	58	58	61	35	37	23	16		659
Citrus	131	89	96	98	79	67	81	86	60	49	40	28	35		939
Clay	125	75	66	91	83	89	85	90	88	71	53	46	41		1003
Collier	137	85	99	91	73	100	100	81	70	57	57	39	45		1034
Columbia	85	65	64	73	81	72	80	74	78	71	68	43	39		893
DeSoto	14	14	12	12	17	15	21	23	19	10	6	5	5		173
Dixie	5	6	10	3	10	6	7	9	5	10	9	3	5		88
Duval	1472	985	1093	1137	1031	1051	1151	1080	1013	873	780	632	541		12839
Escambia	351	235	273	285	281	287	290	255	239	198	138	141	124	2	3099
Flagler	104	60	74	93	71	69	68	66	79	47	38	18	16		803
Franklin	11	1	6	4	2	5	3	1	5	1	1	2	3		45
Gadsden	56	38	53	54	55	55	69	74	78	70	54	45	45		746
Geneva		1		1	1			1							4
Gilchrist	17	8	18	10	10	9	13	7	8	8	7	2	8		125
Glades	5	6	3	3	8	1	4	5	1	2	2	5			45
Guilford		1				1									2
Gulf	8	4	5	11	7	7	2	8	4	4	1				61
Hamilton	15	18	20	23	19	14	13	16	11	7	11	14	2		183
Hardee	7	3	12	8	7	3	7	7	2	3	1		1		61
Hendry	32	31	31	34	35	32	49	37	38	22	31	15	7		394
Hernando	212	125	141	119	126	125	132	106	112	68	72	64	51		1453
Highlands	122	86	98	91	91	95	101	79	87	57	37	26	17		987
Hillsborough	1157	817	949	888	872	794	928	801	689	744	545	476	367		10027
Holmes	4	1	1	5	5	1	4	2	2				1		26
Indian River	60	52	73	57	58	54	56	61	53	28	23	21	14		610





**Step Up For Students**  
**Number of Applications for 2020-21 Income-Based Programs (FTC/FES)**

<b>County</b>	<b>Kindergarten</b>	<b>First</b>	<b>Second</b>	<b>Third</b>	<b>Fourth</b>	<b>Fifth</b>	<b>Sixth</b>	<b>Seventh</b>	<b>Eighth</b>	<b>Ninth</b>	<b>Tenth</b>	<b>Eleventh</b>	<b>Twelfth</b>	<b>Unknown</b>	<b>Grand Total</b>
Taylor	34	8	17	33	20	26	19	17	11	18	10	19	5		237
Union	5	1	6	12	2	6	5	4	9	4	3	2	1		60
Volusia	700	450	489	443	414	460	493	469	399	298	248	200	160		5223
Wakulla	18	9	13	14	9	17	12	15	6	12	10	8	3		146
Walton	25	19	25	7	20	22	8	16	12	10	13	5	2		184
Washington	16	10	20	13	16	16	10	9	15	11	1	4	4		145
<b>Grand Total</b>	<b>23519</b>	<b>14697</b>	<b>16555</b>	<b>16027</b>	<b>15382</b>	<b>14475</b>	<b>15040</b>	<b>13683</b>	<b>12558</b>	<b>11095</b>	<b>9008</b>	<b>7577</b>	<b>6677</b>	<b>12</b>	<b>176305</b>

**Step Up For Students**  
**Number of Students Awarded an FTC Scholarship 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Alachua	59	72	94	100	114	98	113	89	83	66	62	40	30	1020
Baker	2		7	7	14	8	11	8	11	9	9	5	6	97
Bay	14	14	24	14	18	22	17	15	13	7	10	6	3	177
Bradford	7	8	17	14	14	17	15	12	16	14	10	12	10	166
Brevard	155	208	294	271	252	270	255	269	232	181	141	122	124	2774
Broward	827	869	1214	1126	1226	1098	1121	991	920	809	634	535	599	11969
Calhoun		3	2		1		3	1	1	2	1			14
Charlotte	18	24	49	33	41	47	42	46	48	31	23	19	11	432
Citrus	26	37	66	66	60	51	62	68	47	40	34	22	29	608
Clay	30	36	46	65	64	58	55	63	61	50	39	33	33	633
Collier	30	32	58	57	43	63	66	59	46	28	30	29	33	574
Columbia	29	39	38	54	64	58	58	60	54	54	49	35	28	620
DeSoto	4	8	8	9	17	13	14	18	13	9	3	4	5	125
Dixie	3	4	9	1	10	4	7	5	4	9	8	2	4	70
Duval	501	548	796	838	793	854	853	849	829	686	617	486	461	9111
Escambia	135	124	188	204	229	214	213	191	180	141	101	108	99	2127
Flagler	18	42	44	61	56	52	43	51	62	41	35	12	14	531
Franklin	3		5	3	2	5	2	1	4		1	2	3	31
Gadsden	21	26	38	38	41	36	45	55	55	51	43	37	34	520
Gilchrist	2	5	8	7	6	8	7	5	6	6	6	1	3	70
Glades		4	2	2	5	1	3	5	1	1	2	4		30
Gulf	5	1	3	10	5	4	2	5	3	2	1			41
Hamilton	7	14	17	19	17	11	10	14	7	5	7	14	1	143
Hardee	2		8	5	6	3	4	6	2	2	1		1	40
Hendry	12	17	22	29	26	24	33	29	26	18	26	11	6	279
Hernando	47	76	96	81	98	97	101	83	93	49	54	50	45	970
Highlands	28	42	73	61	76	75	78	65	68	48	25	18	16	673
Hillsborough	355	442	620	588	612	584	671	584	502	505	407	365	301	6536
Holmes	1		1	3	3	1	3	1	2				1	16
Indian River	15	29	49	33	43	41	42	44	45	20	11	14	9	395
Jackson	10	12	10	23	7	7	8	12	16	12	6	12	1	136
Jefferson	9	11	10	10	8	13	10	12	6	10	4	4	4	111
Lafayette	3	5		4	5	4	3	5	3	4	2		2	40

**Step Up For Students**  
**Number of Students Awarded an FTC Scholarship 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Lake	88	114	166	174	181	176	179	185	174	154	97	109	84	1881
Lee	108	117	149	137	128	136	141	123	126	109	86	83	66	1509
Leon	92	93	105	111	108	108	99	79	78	71	63	35	35	1077
Levy	12	12	26	17	33	28	32	28	28	23	14	12	11	276
Liberty						1			1		1			3
Madison	7	7	2	4	4	4	2	4	4	3		4	1	46
Manatee	37	59	85	90	104	107	101	92	105	71	63	54	49	1017
Marion	111	141	221	215	241	228	218	224	189	164	137	113	80	2282
Martin	32	44	46	52	49	47	39	28	29	21	18	12	9	426
Miami-Dade	2414	2277	3018	2850	2610	2265	2296	2112	1899	1561	1330	1174	1215	27021
Monroe	4	15	16	10	13	7	13	2	7	1			1	89
Nassau	10	16	27	20	21	29	37	25	24	25	23	8	12	277
Okaloosa	48	50	55	64	61	54	47	55	44	22	12	9	8	529
Okeechobee	9	13	16	15	25	14	21	11	12	3	6	4	3	152
Orange	666	743	1023	1106	1133	1035	1023	996	925	775	596	509	452	10982
Osceola	195	204	357	345	362	411	419	383	398	342	298	272	268	4254
Palm Beach	280	312	434	397	401	357	369	373	369	293	226	211	204	4226
Pasco	92	127	147	173	178	192	178	161	154	143	135	109	85	1874
Pinellas	179	222	366	360	413	365	391	466	413	341	257	237	200	4210
Polk	289	345	432	420	489	488	463	457	407	355	290	232	249	4916
Putnam	13	27	40	37	44	39	54	38	39	29	28	19	13	420
Santa Rosa	25	44	62	44	55	54	57	40	47	47	27	30	23	555
Sarasota	46	47	80	79	65	90	79	59	75	57	45	50	27	799
Seminole	81	100	166	173	175	177	189	157	151	117	87	79	73	1725
St. Johns	40	70	73	72	78	55	65	52	54	44	33	25	19	680
St. Lucie	122	138	213	215	218	196	180	166	178	140	101	79	65	2011
Sumter	2	12	18	10	11	13	10	1	10	3	5	7	7	109
Suwannee	21	18	33	41	49	28	40	46	39	37	25	29	29	435
Taylor	8	4	11	20	15	17	18	11	9	15	10	15	3	156
Union	1	1	5	6	2	3	5	3	8	3	3	2	1	43
Volusia	192	221	348	315	313	360	382	360	306	237	197	171	135	3537
Wakulla	2	4	8	9	6	9	7	11	6	10	8	5	3	88

**Step Up For Students**  
**Number of Students Awarded an FTC Scholarship 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Walton	4	9	14	5	11	16	6	8	8	5	7	4	1	98
Washington	7	7	17	10	12	14	9	8	14	9	1	3	4	115
<b>Grand Total</b>	<b>7615</b>	<b>8365</b>	<b>11695</b>	<b>11432</b>	<b>11584</b>	<b>10964</b>	<b>11139</b>	<b>10485</b>	<b>9789</b>	<b>8140</b>	<b>6631</b>	<b>5707</b>	<b>5351</b>	<b>118897</b>

**Step Up For Students**  
**Number of Students Enrolled With an FTC Scholarship 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Alachua	41	58	75	79	89	82	97	73	60	55	50	30	26	815
Baker	2		7	6	9	7	9	6	8	8	4	3	5	74
Bay	11	11	24	11	13	17	17	10	12	7	10	6	3	152
Bradford	6	8	14	13	14	16	13	11	16	12	8	11	8	150
Brevard	120	183	259	230	227	230	227	238	202	124	112	98	104	2354
Broward	641	700	1002	941	1031	917	940	832	764	602	502	460	481	9813
Calhoun		1	1		1		3	1	1	1				9
Charlotte	15	20	40	27	35	38	33	33	37	18	17	16	5	334
Citrus	20	31	54	56	49	45	51	60	42	30	24	19	26	507
Clay	22	30	39	56	52	54	47	52	48	43	34	25	32	534
Collier	16	26	49	50	35	58	55	51	37	22	27	25	26	477
Columbia	28	32	35	48	60	49	55	51	46	44	46	32	18	544
DeSoto	3	3	5	8	13	11	13	17	11	7	3	4	5	103
Dixie	3	4	9	1	9	2	7	5	4	9	5	2	2	62
Duval	386	457	692	705	685	725	734	720	694	546	529	402	363	7638
Escambia	104	95	160	175	193	186	178	164	151	101	80	92	77	1756
Flagler	13	36	34	52	46	47	36	42	55	29	29	11	9	439
Franklin	1		5	3	2	5	2	1	3		1	1	3	27
Gadsden	18	24	30	34	32	33	41	48	48	41	39	33	30	451
Gilchrist	2	5	7	7	5	6	5	4	4	4	6		2	57
Glades		3	1	1	5	1	2	4	1	1	2	4		25
Gulf	4	1	3	9	5	4	2	5	3	2	1			39
Hamilton	7	13	16	18	16	10	10	13	7	5	6	13	1	135
Hardee	2		8	5	6	3	4	4	2				1	35
Hendry	12	17	19	23	23	22	27	26	23	16	24	8	5	245
Hernando	34	54	85	69	77	82	84	67	76	33	44	40	36	781
Highlands	24	29	61	53	67	63	67	49	57	28	22	11	14	545
Hillsborough	260	358	511	500	529	496	554	507	423	381	335	298	239	5391
Holmes	1		1	3	2	1	3	1	2				1	15
Indian River	10	25	41	28	34	34	33	38	34	8	9	11	7	312
Jackson	7	10	8	19	7	7	6	11	15	8	4	7	1	110
Jefferson	6	7	10	8	5	12	9	10	5	8	3	3	4	90

**Step Up For Students**  
**Number of Students Enrolled With an FTC Scholarship 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Lafayette	3	5		4	5	4	2	4	3	3	2		2	37
Lake	65	80	136	148	149	143	148	160	142	122	75	87	66	1521
Lee	90	92	128	122	115	116	119	108	105	93	76	66	54	1284
Leon	73	70	87	94	83	94	77	66	52	53	44	30	26	849
Levy	10	11	23	16	29	26	27	22	23	20	14	11	9	241
Liberty						1			1		1			3
Madison	6	7	2	3	3	3	1	4	3	3		3	1	39
Manatee	31	47	75	78	87	96	87	82	97	51	50	49	44	874
Marion	83	118	189	175	205	187	180	189	162	126	114	92	67	1887
Martin	26	40	40	43	44	46	32	25	26	13	15	8	7	365
Miami-Dade	2053	1950	2626	2492	2286	2009	1965	1863	1662	1185	1134	1027	1007	23259
Monroe	4	11	15	9	12	7	13	2	6				1	80
Nassau	7	16	26	18	20	26	30	19	18	19	16	7	8	230
Okaloosa	37	42	47	48	47	43	33	44	34	16	10	7	7	415
Okeechobee	8	8	12	15	20	12	20	10	12	1	5	3	3	129
Orange	545	602	885	947	960	887	861	862	791	590	495	415	329	9169
Osceola	154	174	316	302	322	365	369	350	357	282	249	235	205	3680
Palm Beach	197	231	350	320	332	286	295	294	303	201	185	174	155	3323
Pasco	64	103	118	147	151	152	147	129	125	107	105	91	63	1502
Pinellas	129	176	310	310	347	299	331	398	350	249	215	203	165	3482
Polk	213	278	356	356	409	397	382	390	347	277	248	190	196	4039
Putnam	8	22	37	32	35	30	44	31	32	24	24	16	9	344
Santa Rosa	23	36	48	37	46	47	49	33	37	40	24	27	19	466
Sarasota	37	41	63	63	53	74	65	52	61	44	38	41	23	655
Seminole	60	77	134	137	143	141	153	136	128	89	74	66	61	1399
St. Johns	30	58	68	56	71	44	54	43	48	32	28	21	14	567
St. Lucie	102	111	182	180	191	170	146	142	147	112	86	57	52	1678
Sumter	1	7	13	9	9	10	9	1	6	3	4	6	5	83
Suwannee	19	16	30	36	44	27	39	42	35	34	22	27	22	393
Taylor	6	2	11	18	12	17	18	10	9	14	10	14	3	144
Union	1	1	5	5	2	3	5	3	7	2	2	1	1	38
Volusia	141	181	290	270	266	298	319	311	273	184	164	145	110	2952
Wakulla		2	4	8	6	7	4	9	4	9	5	5	3	66

**Step Up For Students**  
**Number of Students Enrolled With an FTC Scholarship 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Walton	3	3	11	4	6	13	4	6	8	3	5	4	1	71
Washington	5	5	14	8	10	11	8	8	12	9		3	1	94
Grand Total	6053	6864	9956	9748	9896	9354	9400	9002	8317	6203	5515	4796	4273	99377



**Step Up For Students**  
**Number of Students Awarded an FES Scholarship 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Unknown	Grand Total
Alachua	128	26	34	46	20	31	30	17	28	13	11	4	5		393
Baker	3	3	1	4	3	2	2	3	2		1	1	1		26
Bay	22	1	9	5	3	12	5	1	5	2	2	2	1		70
Bradford	16	2	7	4	6	3	5	5	2	2	1				53
Brevard	267	51	65	66	36	45	38	44	31	21	26	11	9		710
Broward	1311	253	311	292	182	202	230	169	157	238	174	95	74		3688
Calhoun	1		1			1		1	1						5
Charlotte	45	8	10	10	8	9	8	8	4	3	8	2	4		127
Citrus	85	21	18	18	11	4	11	5	11	6	3	2	4		199
Clay	67	14	13	18	13	11	18	14	18	14	8	9	5		222
Collier	69	24	13	17	14	15	15	10	6	11	7	5	4		210
Columbia	40	11	15	13	13	6	11	11	14	11	14	4	5		168
DeSoto	8		1	2		1	1	1	2		2				18
Dixie	1	2	1	1		2		3	1		1		1		13
Duval	752	134	174	167	120	102	193	107	111	110	91	80	41		2182
Escambia	158	33	50	48	24	34	55	30	36	27	23	21	15	2	556
Flagler	64	9	20	20	8	10	9	10	8	3	2	4			167
Franklin	7		1	1					1						10
Gadsden	27	6	9	12	12	11	12	10	14	12	5	3	5		138
Gilchrist	14	2	7	1	3	1	3	1	2		1		2		37
Glades	4	1	1	1	3		1			1					12
Gulf	2	1	1		1	3		2	1	2					13
Hamilton	6	1	2	3	2	3	1		3	1	3		1		26
Hardee	2		1	1	1					1					6
Hendry	17	9	5	4	8	5	12	5	8	4	3	3	1		84
Hernando	125	20	25	19	22	11	20	15	9	14	10	10	6		306
Highlands	83	17	19	22	6	6	14	7	11	6	7	5			203
Hillsborough	614	150	210	179	161	138	161	135	104	152	76	59	38		2177
Holmes	1			1	1										3
Indian River	35	8	10	16	3	7	7	5	2	4	4	2	1		104
Jackson	12	4	8	8	4	3		3	2	3		1			48
Jefferson	9	4	1	5	2	1	1	3	4	1		1	3		35
Lafayette	1	1			1	1		1			2				7

**Step Up For Students**  
**Number of Students Awarded an FES Scholarship 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Unknown	Grand Total
Lake	182	51	40	41	41	27	52	16	26	33	24	20	13		566
Lee	150	37	42	54	42	30	25	23	20	33	18	7	8	1	490
Leon	81	18	30	20	21	23	20	28	10	27	19	9	7		313
Levy	19	4	7	6	4	2	7	3	1	2	3	5	2		65
Liberty	1	1			1	2	1		1		1				8
Madison	6	2	1					2	2						13
Manatee	127	23	36	26	18	18	20	24	10	12	11	11	6		342
Marion	226	49	58	60	40	37	49	31	19	26	23	19	8		645
Martin	37	2	7	11	5	8	5	10	7	4	5	3	2	1	107
Miami-Dade	2880	274	406	366	363	318	247	255	184	308	187	159	85		6032
Monroe	8	2	2	3	1	1	4	1	1	1			1		25
Nassau	42	7	9	8	5	6	4	6	6	2	5	2	2		104
Okaloosa	77	18	27	23	26	14	12	7	5	2	9	1	1		222
Okeechobee	26	5	5	3	7	5	1	2	3		3	1			61
Orange	1120	237	268	278	192	190	243	187	159	138	126	100	66	1	3305
Osceola	407	71	105	91	71	59	84	73	59	62	62	35	30		1209
Palm Beach	489	113	124	126	111	108	141	86	76	77	58	48	44		1601
Pasco	183	30	48	35	36	40	49	33	25	28	18	19	9		553
Pinellas	393	72	107	76	62	109	138	80	71	68	59	26	23		1284
Polk	469	80	110	100	75	67	112	50	66	51	54	50	32		1316
Putnam	49	8	11	14	9	13	9	14	4	6	6	3			146
Santa Rosa	84	21	30	37	12	18	22	10	19	2	8	8	2		273
Sarasota	109	28	26	30	24	21	22	16	14	4	7	8	6		315
Seminole	202	47	50	61	42	45	52	31	20	26	20	29	18		643
St. Johns	88	14	16	18	12	8	8	8	6	11	6	7	6		208
St. Lucie	236	40	65	52	42	40	32	22	23	30	26	11	9		628
Sumter	7	3	4	1	2	2			4	1	1		1		26
Suwannee	31	8	7	3	4	2	3	2	2	1	5	1			69
Tarrant	1														1
Taylor	20	2	4	5	3	7		2	1	1		2			47
Union	4		1	6		2									13
Volusia	373	75	96	74	58	57	78	57	51	30	28	16	15		1008
Wakulla	12	4	2	4	1	6	3	2		1	1	1			37

**Step Up For Students**  
**Number of Students Awarded an FES Scholarship 2020-21**

<b>County</b>	<b>Kindergarten</b>	<b>First</b>	<b>Second</b>	<b>Third</b>	<b>Fourth</b>	<b>Fifth</b>	<b>Sixth</b>	<b>Seventh</b>	<b>Eighth</b>	<b>Ninth</b>	<b>Tenth</b>	<b>Eleventh</b>	<b>Twelfth</b>	<b>Unknown</b>	<b>Grand Total</b>
Walton	14	1	1	1	6	3	2	4		2	3				37
Washington	5	2		1			1	1	1			1			12
<b>Grand Total</b>	<b>12154</b>	<b>2165</b>	<b>2788</b>	<b>2638</b>	<b>2027</b>	<b>1968</b>	<b>2309</b>	<b>1712</b>	<b>1494</b>	<b>1651</b>	<b>1281</b>	<b>926</b>	<b>622</b>	<b>5</b>	<b>33740</b>

**Step Up For Students**  
**Number of Students Enrolled With an FES Scholarship 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Unknown	Grand Total
Alachua	86	14	16	22	9	13	11	5	16	6	1		2		201
Baker	2	2		1	2		2	1	2		1				13
Bay	14		4	3	1	5	3		3	1	2	1	1		38
Bradford	13	1	5	1	4	3	3	2		1					33
Brevard	222	31	48	43	18	28	21	24	19	9	8	5	4		480
Broward	989	141	172	172	75	85	111	78	61	90	52	27	19		2072
Calhoun	1		1			1		1	1						5
Charlotte	35	5	7	8	3	6	4	5	2	1	2	1			79
Citrus	66	13	14	12	6	3	8	2	5	2		1			132
Clay	46	11	7	13	9	6	12	8	10	2	5	4	1		134
Collier	53	16	9	10	6	7	8	4	2	4	5	1	1		126
Columbia	27	6	11	9	7	6	8	7	9	9	10	2	2		113
DeSoto	6		1	1			1	1	1		2				13
Dixie	1	2	1	1		2		2	1		1		1		12
Duval	546	66	98	104	54	36	89	41	47	46	22	26	13		1188
Escambia	114	20	33	34	14	15	33	16	15	17	7	9	4		331
Flagler	51	7	13	17	4	5	8	4	4	2	1	3			119
Franklin	5		1	1					1						8
Gadsden	23	4	6	4	8	8	9	5	9	11	2	1			90
Gilchrist	12	2	5	1	2		3	1	2		1		2		31
Glades	4	1	1	1	2		1			1					11
Gulf	2	1	1		1	3		1							9
Hamilton	5	1	1	2	1	1	1		2	1	1		1		17
Hardee	2			1											3
Hendry	10	4	3	2	5	2	9	4	4	2	2	2			49
Hernando	102	20	18	17	14	5	16	6	6	9	6	5	2		226
Highlands	73	12	16	11	6	2	7	4	5	2	4	1			143
Hillsborough	454	82	119	99	73	72	73	54	30	79	28	18	6		1187
Holmes	1			1	1										3
Indian River	19	2	5	7	2	5	1	3			1				45
Jackson	10	3	3	5	3	2		2	2	3	1				34
Jefferson	6	4		4	1	1		2	2	1		1	1		23
Lafayette								1							1

**Step Up For Students**  
**Number of Students Enrolled With an FES Scholarship 2020-21**

Lake	131	25	29	27	19	13	32	6	12	14	16	11	5		340
County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Unknown	Grand Total
Lee	114	24	23	32	19	18	12	8	8	14	11	4	4	1	292
Leon	53	11	17	9	6	7	8	7	2	17	8	2	4		151
Levy	14	3	5	4	3	2	3	3	1	2	2	1			43
Liberty							1								1
Madison	4	1						2	2						9
Manatee	99	13	27	15	10	7	10	12	6	8	5	2	1		215
Marion	163	28	34	38	20	14	30	16	8	12	8	7	2		380
Martin	28	2	6	7	3	7	3	5	6	2	2				71
Miami-Dade	2439	170	282	256	224	195	115	84	80	162	63	66	21		4157
Monroe	7	2	2	2		1	3	1		1					19
Nassau	36	6	7	4	3	4	2	4	4	2	3		2		77
Okaloosa	55	12	14	13	15	10	6	2	2		1		1		131
Okeechobee	21	3	1	3	2	4			2		2				38
Orange	862	116	172	161	89	77	118	77	68	64	53	31	21		1909
Osceola	321	45	71	62	38	33	45	51	30	42	33	16	21		808
Palm Beach	364	60	77	81	55	66	72	45	41	36	20	20	12		949
Pasco	124	19	26	18	18	17	21	19	15	18	4	8	5		312
Pinellas	291	52	67	40	31	62	87	35	33	32	19	6	8		763
Polk	294	36	56	60	31	33	60	26	27	16	19	27	10		695
Putnam	36	5	9	11	8	11	8	8	3	5	2	2			108
Santa Rosa	70	13	23	27	6	11	15	5	9	1	4	2			186
Sarasota	90	16	19	25	19	16	17	11	12	1	3	2	1		232
Seminole	149	24	30	35	16	14	21	12	9	10	7	10	5		342
St. Johns	74	12	11	12	5	4	5	2	3	7	4	4	2		145
St. Lucie	190	23	44	43	23	20	15	10	11	11	12		1		403
Sumter	7		2	1		1			1	1		1			14
Suwannee	28	8	6	2	4	2	2	1			1				54
Tarrant	1														1
Taylor	19	1	2	3	2	5		1		1					34
Union	3			3		2									8
Volusia	288	41	51	49	26	27	43	27	21	15	6	7	5		606
Wakulla	10	3	2		1	3	2	2		1	1				25

**Step Up For Students**  
**Number of Students Enrolled With an FES Scholarship 2020-21**

<b>County</b>	<b>Kindergarten</b>	<b>First</b>	<b>Second</b>	<b>Third</b>	<b>Fourth</b>	<b>Fifth</b>	<b>Sixth</b>	<b>Seventh</b>	<b>Eighth</b>	<b>Ninth</b>	<b>Tenth</b>	<b>Eleventh</b>	<b>Twelfth</b>	<b>Unknown</b>	<b>Grand Total</b>
Walton	13	1	1	1	4	3	2	2							27
Washington	4	1					1		1						7
<b>Grand Total</b>	<b>9402</b>	<b>1247</b>	<b>1735</b>	<b>1651</b>	<b>1031</b>	<b>1011</b>	<b>1201</b>	<b>768</b>	<b>678</b>	<b>794</b>	<b>474</b>	<b>337</b>	<b>191</b>	<b>1</b>	<b>20521</b>

**Step Up For Students  
Number of Gardiner Applications 2020-21**

County	Age 3	Age 4	PreK	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Unknown	Grand Total
Alachua	16	29		48	26	25	37	26	34	39	31	21	17	19	17	20	2	407
Baker		2		1			2	1		2		1		3		4		16
Bay	4	13		17	5	7	10	10	11	14	3	11	9	8	3	4	2	131
Bradford	1	1		1	3		1	2		3	1	2	2		3	1		21
Brevard	50	74		119	100	99	90	82	83	77	103	86	72	67	54	55	10	1221
Broward	96	173	1	212	166	149	123	119	108	136	98	105	116	91	67	110	22	1892
Calhoun		1		1		1			1				1	1				6
Charlotte	10	9		9	10	5	9	8	5	8	5	8	6	2	9	9	1	113
Citrus	7	3		13	7	8	11	10	17	18	7	6	8	13	4	9	5	146
Clay	4	13		20	26	30	19	20	27	18	18	20	21	20	16	9	4	285
Collier	15	21		30	19	20	17	15	32	21	14	23	14	11	7	27	2	288
Columbia	2	2		6	4	7	9	12	9	6	13	10	12	7	10	17		126
DeSoto		1			1	1	3			3	6	3		1		3	2	24
Dixie					2	1			1		2	3	1	2				12
Duval	58	76		91	81	64	83	70	77	85	98	80	86	61	56	90	9	1165
Escambia	6	9		22	19	16	28	18	26	24	33	25	24	20	16	17	1	304
Flagler	3	9		8	7	12	15	13	14	10	17	15	8	10	7	4	2	154
Gadsden	3	6		10	3	5	7	4	1	6	3	3	3	3	2	1	1	61
Gilchrist	2			3	4	2	1	1	2		7	3	1	2		1	1	30
Glades		1		1		1	1		1			1						6
Gulf	1				1	1								1				4
Hamilton				6	1	2	1	1					2		1		1	15
Hardee				4		1	1	1		2			1	2				12
Hendry	3	1		4	3	1	3	4		1		3	2	1	1	1		28
Hernando	20	25		47	37	45	39	45	37	43	30	30	33	16	20	23	1	491
Highlands		3		12	10	8	9	3	5	2	5	5	4	2	4	1	1	74
Hillsborough	78	90	1	185	142	131	120	120	106	137	106	103	88	83	72	68	18	1648
Holmes				1					2		1							4
Indian River	6	6		14	15	13	11	14	9	7	13	11	13	6	4	6		148
Jackson		3		2	5	4	1	1	3		1	1	3	2	1	1		28
Jefferson	2	2		3	2	1		1	5	3	2		4		1	3		29
Lafayette										1	1		2					4
Lake	35	35		74	65	48	50	46	54	47	36	60	42	42	24	44	6	708

**Step Up For Students  
Number of Gardiner Applications 2020-21**

County	Age 3	Age 4	PreK	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Unknown	Grand Total
Lee	16	30		44	37	36	34	46	41	28	37	34	24	20	21	26	6	480
Leon	39	42		51	36	31	32	23	31	30	34	28	23	28	28	21		477
Levy	1	1		4	4	2	2	3	2	4	6	5	2	1	1			38
Liberty									1									1
Madison	2			2				1				1						6
Manatee	14	19		30	24	36	34	28	22	39	21	26	40	18	19	36	4	410
Marion	24	28		40	33	20	28	40	33	28	30	25	23	22	17	23	5	419
Martin	9	12		21	19	11	11	18	12	12	17	12	16	10	6	14	2	202
Miami-Dade	328	461		495	373	266	227	209	200	164	138	158	124	125	105	147	37	3557
Monroe	1	1		6	5	1	1	5	3	1	3	3	5	2	1	2	1	41
Nassau	2	8		14	7	8	6	6	5	7	11	5	4	3	3	5		94
Okaloosa	7	20		31	27	29	39	31	16	25	18	16	16	13	12	9	4	313
Okeechobee	6	2		3	3	5	3	4	1	2	3	5			1	1		39
Orange	94	150		238	173	166	169	165	141	183	143	114	118	113	97	97	15	2176
Osceola	35	51		82	57	71	60	52	54	51	62	45	52	46	25	34	12	789
Out of State						1												1
Palm Beach	85	104		203	102	106	100	96	106	115	112	106	91	67	66	67	11	1537
Pasco	32	60		78	65	64	63	71	70	61	57	59	60	68	53	78	8	947
Pinellas	34	58		72	54	75	78	59	75	87	79	61	92	65	46	72	7	1014
Polk	44	52		92	100	84	85	97	94	87	95	85	86	79	67	68	16	1231
Putnam	2	1		6	5	3	3	4	2	2	6	2	3	3		3		45
Santa Rosa	5	10		14	13	19	27	23	10	16	26	13	17	7	8	7	1	216
Sarasota	16	23		20	18	24	15	18	29	14	18	20	22	22	28	23		310
Seminole	23	48		96	73	55	63	67	68	80	71	72	67	55	50	53	8	949
St. Johns	12	19		33	29	31	33	24	22	17	24	21	27	13	23	26	1	355
St. Lucie	20	39		61	44	47	32	44	38	37	25	25	23	17	19	22	10	503
Sumter	4	5		5	3	2	2	7	9	4	6		2	5	3			57
Suwannee	3	1		3	6	7	7	6	3	6	6	3	6	5	4	6		72
Taylor	1			1	1	1		2	1	1	1	1	1	1		3		15
Union	2			2	2							2				1		9
Unknown	62	73		126	71	69	61	70	82	66	63	54	51	35	13	20	2122	3038
Volusia	20	34		79	71	85	60	60	64	78	70	76	65	56	44	45	5	912
Wakulla	1	2		1	2	4	4	2	3	3	2	1		5	2	2	1	35



**Step Up For Students  
Number of Gardiner Applications 2020-21**

<b>County</b>	<b>Age 3</b>	<b>Age 4</b>	<b>PreK</b>	<b>Kindergarten</b>	<b>First</b>	<b>Second</b>	<b>Third</b>	<b>Fourth</b>	<b>Fifth</b>	<b>Sixth</b>	<b>Seventh</b>	<b>Eighth</b>	<b>Ninth</b>	<b>Tenth</b>	<b>Eleventh</b>	<b>Twelfth</b>	<b>Unknown</b>	<b>Grand Total</b>
Walton	10	10		22	14	11	13	12	7	11	6	7	4	2	4	4		137
Washington	1	3		1	1	2	1	1		2	2	1	1	2				18
<b>Grand Total</b>	<b>1377</b>	<b>1975</b>	<b>2</b>	<b>2940</b>	<b>2236</b>	<b>2080</b>	<b>1994</b>	<b>1941</b>	<b>1915</b>	<b>1974</b>	<b>1846</b>	<b>1725</b>	<b>1660</b>	<b>1404</b>	<b>1165</b>	<b>1443</b>	<b>2367</b>	<b>30044</b>

**Step Up For Students**  
**Number of Students Awarded a Gardiner Scholarship 2020-21**

County	Age 3	Age 4	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Alachua	13	27	30	21	19	28	19	26	32	26	20	12	18	14	15	320
Baker		2	1			1	1		2		1		1		2	11
Bay	2	10	11	3	5	8	7	9	7	3	10	7	6	3	3	94
Bradford		1	1	2			2		2	1		1		2	1	13
Brevard	38	55	79	69	82	64	62	73	57	84	73	62	57	45	34	934
Broward	70	125	122	106	92	74	81	79	83	66	72	86	75	52	86	1269
Calhoun		1	1					1				1	1			5
Charlotte	4	6	6	7	4	4	5	5	6	4	3	4	2	6	4	70
Citrus	5	2	5	2	5	9	5	8	12	5	5	3	7	4	9	86
Clay	4	8	14	17	23	11	13	20	12	13	15	18	18	13	7	206
Collier	11	16	21	12	15	13	9	24	12	7	19	12	8	7	17	203
Columbia	2	1	4	2	5	7	9	8	4	9	8	12	5	10	11	97
DeSoto		1			1	1			2	4	3		1		2	15
Dixie				1	1			1		1	3	1	1			9
Duval	36	50	56	44	46	53	37	51	56	71	62	66	49	46	53	776
Escambia	4	5	10	7	12	18	12	22	14	25	18	18	17	11	10	203
Flagler	2	7	4	5	6	12	11	9	8	15	12	5	10	6	4	116
Gadsden	3	5	9	3	4	6	3	1	3	3	1	3	2	1		47
Gilchrist	2		2	3	1	1	1	2		5	2	1	2			22
Glades		1	1		1	1		1			1					6
Gulf				1	1								1			3
Hamilton			1	1	1	1						2		1		7
Hardee			1				1		1				1			4
Hendry	2	1	3	3	1	2	4		1		3	1	1		1	23
Hernando	15	21	31	27	35	30	35	28	34	22	22	24	13	18	18	373
Highlands		3	3	7	3	5	2	1	2	3	2	3		3	1	38
Hillsborough	58	62	113	85	89	86	79	72	87	78	78	69	61	56	49	1122
Holmes			1					2		1						4
Indian River	4	5	11	7	8	8	10	8	6	10	9	9	3	3	4	105
Jackson		1	1	3	1			3		1	1	3	1	1	1	17
Jefferson	2	2		1	1		1	5	3			4		1	2	22
Lafayette									1	1		1				3
Lake	26	26	51	49	38	42	38	38	42	27	48	32	37	21	26	541

**Step Up For Students**  
**Number of Students Awarded a Gardiner Scholarship 2020-21**

County	Age 3	Age 4	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Lee	12	18	24	26	29	25	30	29	17	31	25	19	14	18	17	334
Leon	31	34	37	30	25	24	19	24	23	30	27	17	24	23	15	383
Levy		1	4	3	2	2	3	2	2	2	4	2	1	1		29
Liberty								1								1
Madison			2				1									3
Manatee	12	13	23	17	27	23	20	18	29	15	22	32	14	16	26	307
Marion	15	18	28	24	16	20	24	24	18	20	21	20	18	17	14	297
Martin	7	11	19	14	9	10	12	10	11	15	11	12	9	6	8	164
Miami-Dade	253	371	364	251	186	170	157	145	117	99	112	89	97	74	96	2581
Monroe	1	1	5	1	1	1	3	3	1	3	1	1	1	1	1	25
Nassau	2	5	7	1	6	4	5	4	7	10	5	4	2	2	4	68
Okaloosa	4	15	18	19	23	30	25	14	20	11	13	13	10	12	7	234
Okeechobee	3	2	2	3	4	3	3		1	3	2			1		27
Orange	61	113	150	118	98	118	115	99	122	115	84	95	93	82	56	1519
Osceola	22	36	57	37	47	38	35	30	41	49	35	40	33	19	17	536
Palm Beach	70	80	150	76	77	66	71	74	79	82	78	70	50	58	46	1127
Pasco	19	42	52	44	47	43	40	47	42	39	47	46	60	40	50	658
Pinellas	24	43	46	38	53	52	41	49	58	62	48	77	53	39	57	740
Polk	24	36	56	73	56	54	70	66	60	71	57	66	61	59	42	851
Putnam	1	1	5	3	2	1	4	2	1	3	2	3	2		3	33
Santa Rosa	4	7	9	8	13	15	16	6	13	19	8	11	6	8	5	148
Sarasota	11	18	14	15	17	13	15	20	11	16	16	20	17	26	14	243
Seminole	18	40	60	55	39	49	61	60	69	58	56	59	44	46	37	751
St. Johns	11	15	19	20	19	24	14	16	11	14	15	23	10	18	19	248
St. Lucie	15	32	44	31	38	24	35	30	30	21	22	20	16	17	12	387
Sumter	3	2	2	1	1	1	6	5	1	5		2	4	2		35
Suwannee	3	1	1	3	4	4	5		5	4	3	6	4	4	4	51
Taylor			1	1	1		1	1	1	1		1	1		2	11
Union			1	1							2				1	5
Volusia	14	25	45	46	58	46	40	49	60	53	58	55	43	39	39	670
Wakulla		2		1	3	3	2	2	1	1	1		4	2	1	23

**Step Up For Students**  
**Number of Students Awarded a Gardiner Scholarship 2020-21**

County	Age 3	Age 4	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Walton	8	8	18	9	10	9	8	4	5	4	5	2	1	1	3	95
Washington		1				1	1		1	1	1	1	1			8
<b>Grand Total</b>	<b>951</b>	<b>1435</b>	<b>1856</b>	<b>1457</b>	<b>1411</b>	<b>1358</b>	<b>1329</b>	<b>1331</b>	<b>1346</b>	<b>1342</b>	<b>1272</b>	<b>1266</b>	<b>1091</b>	<b>955</b>	<b>956</b>	<b>19356</b>

**Step Up For Students**  
**Number of Students Funded by a Gardiner Scholarship 2020-21**

County	Age 3	Age 4	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Alachua	12	22	25	16	19	26	18	26	29	25	19	12	18	12	15	294
Baker		2	1			1	1		2				1		2	10
Bay	1	7	11	3	5	8	6	9	6	3	9	5	6	3	3	85
Bradford	1	1	1	2			2		2	1		1		2	1	14
Brevard	31	50	72	63	78	61	58	70	55	74	64	56	54	44	32	862
Broward	58	105	92	92	84	64	65	67	72	64	68	83	69	49	82	1114
Calhoun			1					1				1	1			4
Charlotte	4	6	4	7	5	4	4	5	5	2	3	4	2	3	4	62
Citrus	5	2	4	2	5	9	7	8	14	4	4	3	7	3	9	86
Clay	3	8	11	14	19	10	12	18	10	12	16	18	17	13	5	186
Collier	9	16	17	12	12	11	9	24	11	6	18	10	7	7	15	184
Columbia	2	1	4	2	2	6	8	7	4	9	8	12	5	9	11	90
DeSoto		1		1	1	2			3	4	3		1		3	19
Dixie				1	1			1			3		1			7
Duval	31	45	47	40	45	50	36	46	50	65	58	63	46	43	53	718
Escambia	4	5	7	6	11	17	10	22	13	25	16	17	17	11	10	191
Flagler	2	8	4	5	6	12	11	7	7	13	12	5	10	6	4	112
Gadsden	3	5	5	3	4	5	2		3	3	1	3	2	1		40
Gilchrist	2		2	3	1	1	1	2		5	1	1	2			21
Glades		1	1		1	1		1			1					6
Gulf	1			1	1								1			4
Hamilton			1	1	1	1						2		1		7
Hardee			1			1	1		1				1			5
Hendry	2	1	3	2	1	2	4		1		3	1	1		1	22
Hernando	14	17	27	25	33	28	30	25	33	22	20	24	12	17	18	345
Highlands		3	3	6	3	5	2	1	2	3	3	2		3	1	37
Hillsborough	48	55	95	74	80	70	67	59	78	68	72	62	56	53	47	984
Holmes			1					2		1						4
Indian River	4	3	5	6	8	7	10	8	6	10	9	9	3	3	4	95
Jackson		1	1	2	1			3		1	1	3	1	1	1	16
Jefferson	2	2		1	1		1	5	3			4		1	2	22
Lafayette									1	1		1				3

**Step Up For Students**  
**Number of Students Funded by a Gardiner Scholarship 2020-21**

County	Age 3	Age 4	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Lake	20	22	48	46	36	38	36	35	39	26	44	32	37	19	26	504
Lee	13	18	20	18	25	24	25	26	16	30	22	18	14	18	16	303
Leon	24	30	34	28	22	23	17	23	20	30	26	16	24	20	14	351
Levy		1	3	3		2	3	1	2	2	4	2	1	1		25
Liberty								1								1
Madison			2				1									3
Manatee	6	13	21	16	24	21	18	17	27	15	21	31	14	16	23	283
Marion	13	15	26	23	12	18	23	23	18	18	20	19	18	14	16	276
Martin	5	9	11	13	8	9	11	8	9	14	11	12	7	5	7	139
Miami-Dade	215	327	311	229	167	153	142	127	108	92	107	85	92	73	88	2316
Monroe	1	1	4	1	1	1	3	3	1	3		2	1	1	1	24
Nassau	2	3	6	1	5	4	5	3	6	8	5	2	2	2	3	57
Okaloosa	2	11	16	14	19	29	22	14	16	11	13	12	8	12	7	206
Okeechobee	3	2	2	3	4	3	3		1	3	2			1		27
Orange	50	97	121	102	91	105	99	85	102	99	74	88	89	79	53	1334
Osceola	21	32	47	33	43	36	31	27	38	49	35	36	32	19	17	496
Palm Beach	57	73	134	68	64	54	61	64	71	74	68	61	48	56	43	996
Pasco	14	35	48	42	40	40	39	42	35	34	44	45	54	40	49	601
Pinellas	20	40	38	35	46	51	36	48	52	55	43	73	49	36	54	676
Polk	20	27	49	67	50	44	67	62	52	66	53	65	58	57	41	778
Putnam	1	1	4	2	2	1	3	2	1	3	2	2	2		3	29
Santa Rosa	3	7	9	8	13	13	16	7	13	19	8	12	6	8	4	146
Sarasota	8	16	15	13	15	10	14	19	11	16	16	18	15	25	14	225
Seminole	15	32	55	51	35	47	55	57	63	54	53	59	41	42	35	694
St. Johns	10	14	16	19	18	21	13	14	10	11	14	23	10	18	19	230
St. Lucie	12	27	36	30	34	23	31	27	27	20	21	17	16	16	11	348
Sumter	3	1	2		1		5	5	1	4		2	4	2		30
Suwannee	3	1	1	3	4	3	5		5	3	3	6	4	3	3	47
Taylor			1	1	1		1	1	1	1	1	1	1		2	12
Union			1	1							1				1	4
Volusia	11	20	36	42	53	40	39	44	52	51	55	46	39	37	37	602
Wakulla		2		1	3	3	2	3	1	1	1		4	2	1	24

**Step Up For Students**  
**Number of Students Funded by a Gardiner Scholarship 2020-21**

<b>County</b>	<b>Age 3</b>	<b>Age 4</b>	<b>Kindergarten</b>	<b>First</b>	<b>Second</b>	<b>Third</b>	<b>Fourth</b>	<b>Fifth</b>	<b>Sixth</b>	<b>Seventh</b>	<b>Eighth</b>	<b>Ninth</b>	<b>Tenth</b>	<b>Eleventh</b>	<b>Twelfth</b>	<b>Grand Total</b>
Walton	8	8	14	8	8	8	8	3	5	4	5	2	1	2	3	87
Washington		2				1	1		1	1	1	1	1			9
<b>Grand Total</b>	<b>799</b>	<b>1254</b>	<b>1577</b>	<b>1311</b>	<b>1272</b>	<b>1227</b>	<b>1200</b>	<b>1208</b>	<b>1215</b>	<b>1238</b>	<b>1185</b>	<b>1190</b>	<b>1033</b>	<b>909</b>	<b>914</b>	<b>17532</b>





**Step Up For Students**  
**Number of Applications for a Reading Scholarship Account 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Not Provided	Grand Total
Levy					2	2									4
Liberty				3	1	3									7
Manatee				25	29	66									120
Marion				71	93	179									343
Martin				15	17	28								1	61
Miami-Dade				36	78	143								1	258
Monroe				2	5	3									10
Nassau				3	3	23									29
Okaloosa				8	10	26								2	46
Okeechobee					4	1									5
Orange				67	94	175								3	339
Osceola				13	14	59									86
Palm Beach				100	107	161								1	369
Pasco				22	36	64								1	123
Pinellas				73	68	167									308
Polk				43	45	87									175
Putnam				1	2	9									12
Santa Rosa				3	8	9									20
Sarasota				4	15	33									52
Seminole				12	26	42								3	83
St. Johns				25	19	52								1	97
St. Lucie				6	11	18									35
Sumter				1	2	1									4
Suwannee				5	4	2									11
Taylor				1	1	1									3
Volusia				75	60	94									229
Wakulla					1	3									4
Walton				5	5	5									15
Washington						2									2
<b>Grand Total</b>				<b>1120</b>	<b>1359</b>	<b>2828</b>								<b>25</b>	<b>5332</b>



**Step Up For Students**  
**Number of Students Awarded a Reading Scholarship Account 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Not Provided	Grand Total
Liberty				3	1	3									7
Manatee				24	29	61									114
Marion				71	91	178									340
Martin				13	17	26								1	57
Miami-Dade				35	74	141								1	251
Monroe				2	5	3									10
Nassau				3	3	22									28
Okaloosa				8	10	23								2	43
Okeechobee					4	1									5
Orange				59	73	133								3	268
Osceola				13	14	58									85
Palm Beach				99	103	157								1	360
Pasco				20	34	56								1	111
Pinellas				73	66	161									300
Polk				42	45	83									170
Putnam				1	2	8									11
Santa Rosa				3	5	7									15
Sarasota				3	13	27									43
Seminole				9	24	33								3	69
St. Johns				25	18	50								1	94
St. Lucie				6	11	16									33
Sumter				1	2	1									4
Suwannee				5	4	2									11
Taylor				1	1	1									3
Volusia				75	58	92									225
Wakulla					1										1
Walton				5	5	5									15
Washington						2									2
<b>Grand Total</b>				<b>1094</b>	<b>1289</b>	<b>2625</b>								<b>25</b>	<b>5033</b>





**Step Up For Students**  
**Number of Applications for a Hope Scholarship 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Alachua						2		6	4	1	2	1	1	17
Baker											1	1		2
Bay									1		1			2
Brevard		1	2	3	3	3	5	7	8	9	4	3		48
Broward		2	4	4	2	5	7	8	6	7	5	8	2	60
Charlotte		1			2	1	1	3	1	1	2	1	2	15
Citrus				2			2	1	2			1		8
Clay					1	1		1		2		2		7
Collier					1		1		3					5
Columbia									1					1
Dade	1			2		1	3	4	3	5	2		3	24
Dixie											1			1
Duval		3	1	3	3	2	5	5	6	7	5	2		42
Escambia			2	1		1	2	2	7	2		1	3	21
Flagler		1	1	2	4	3	1	2	2	3	4		1	24
Gadsden							1							1
Gilchrist		1					1				1			3
Hamilton										1				1
Hernando		1		1	1	2	2	1	1				1	10
Highlands				1				3						4
Hillsborough		3	5	10	5	4	5	19	12	9	7	4	4	87
Indian River					1									1
Jefferson										1				1
Lake			6	1	7	4	7	3	7	3	4	2	2	46
Lee		1		2	1	1	2	1	3	1	1		1	14
Leon		1	1	4	6	2	3		1			1		19
Levy									1					1
Manatee		1	3	2	1	6	2	3	2	3				23
Marion		3	4	6	5	6	8	11	6	5	1	1	1	57
Martin				1				1			1	1		4
Miami-Dade					1				1			1	1	4
Monroe									1					1
Nassau												1		1

**Step Up For Students**  
**Number of Applications for a Hope Scholarship 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Okaloosa			2			4		2		3				11
Okeechobee			1											1
Orange	1	3	9	2	6	5	14	17	17	17	6	9	14	120
Osceola		1	1	3	1		1	3	2	1	1		3	17
Palm Beach			1	3	5	1	9	2	3	7	6	6	6	49
Pasco	1		1	5	4	3	2	10	14	5	8		3	56
Pinellas	1	1	4	6	8	10	8	11	15	8	4	2		78
Polk		1	5	3	4	6	2	7	9	9	3	3		52
Putnam						1							1	2
Santa Rosa		1		3		1	1	3	3	6	1	1	2	22
Sarasota	1	1	1	3	2		3	1	3		1			16
Seminole	1	3	3	3	4	4	7	13	15	7	3	1	1	65
St. Johns		2	1	2	2	3	2	3	4	2	1	1		23
St. Lucie		1		4		3		4		2	1			15
Sumter							2		2		1			5
Suwannee					2		3	3	2	2	2		2	16
Union									1					1
Volusia	1	3	5	2	4	4	10	14	12	4	9	2	4	74
Wakulla								1	1	1	1	1		5
Walton						1								1
<b>Grand Total</b>	<b>7</b>	<b>36</b>	<b>63</b>	<b>84</b>	<b>86</b>	<b>90</b>	<b>122</b>	<b>175</b>	<b>182</b>	<b>134</b>	<b>90</b>	<b>57</b>	<b>58</b>	<b>1184</b>

**Step Up For Students**  
**Number of Students Awarded a Hope Scholarship 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Alachua						1		1		1	1			4
Bay											1			1
Brevard			1	1	3	2	1	2	1	4				15
Broward		1		1		1	2		1	3		3	1	13
Charlotte					1									1
Citrus									2					2
Clay						1								1
Collier					1				1					2
Dade							1		2	1	1		1	6
Dixie											1			1
Duval		2		1	1	2	1		1		1			9
Escambia						1	1	1		2				5
Flagler				1	3	2		1	1	1	2			11
Hernando							1							1
Hillsborough			1	3	1	3	1	3	2	2	2	1		19
Indian River					1									1
Lake			1		1		1		2	1		1		7
Lee				1			1			1			1	4
Leon							1							1
Levy									1					1
Manatee		1	1			1		1		1				5
Marion		1	1	2	4		2	3	1	1	1		1	17
Martin												1		1
Miami-Dade												1		1
Okaloosa						3								3
Orange		2	3	1	2		2	3	1	4	2		1	21
Osceola			1	1				1	1					4
Palm Beach					1			2	1	4	1	1	1	11
Pasco					2	1		2	5	2	2			14
Pinellas				2	2	3	1	1		2	1	1		13
Polk		1	1	1		2		1	2	1				9
Santa Rosa							1				1			2
Sarasota		1			1			1			1			4



**Step Up For Students**  
**Number of Students Awarded a Hope Scholarship 2020-21**

<b>County</b>	<b>Kindergarten</b>	<b>First</b>	<b>Second</b>	<b>Third</b>	<b>Fourth</b>	<b>Fifth</b>	<b>Sixth</b>	<b>Seventh</b>	<b>Eighth</b>	<b>Ninth</b>	<b>Tenth</b>	<b>Eleventh</b>	<b>Twelfth</b>	<b>Grand Total</b>
Seminole	1			3	2	3	4		3					16
St. Johns						1	1	1	1			1		5
St. Lucie		1				1		2						4
Sumter									1					1
Suwannee					1		2							3
Union									1					1
Volusia	1	1				2	2	2	2	1	3		1	15
Wakulla									1					1
<b>Grand Total</b>	<b>2</b>	<b>11</b>	<b>10</b>	<b>18</b>	<b>27</b>	<b>30</b>	<b>26</b>	<b>28</b>	<b>34</b>	<b>32</b>	<b>21</b>	<b>10</b>	<b>7</b>	<b>256</b>

**Step Up For Students**  
**Number of Students Funded by a Hope Scholarship 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Alachua						1		1		1	1			4
Bay											1			1
Brevard			1	1	3	2	1	2	1	4				15
Broward		1		1		1	2		1	3		3	1	13
Charlotte					1									1
Citrus									2					2
Clay						1								1
Collier					1				1					2
Dade							1		2	1	1		1	6
Dixie											1			1
Duval		2		1	1	2	1		1		1			9
Escambia						1	1	1		2				5
Flagler				1	3	2		1	1	1	2			11
Hernando							1							1
Hillsborough			1	3	1	3	1	3	2	2	2	1		19
Indian River					1									1
Lake			1		1		1		2	1		1		7
Lee				1			1			1			1	4
Leon							1							1
Levy									1					1
Manatee		1	1			1		1		1				5
Marion		1	1	2	4		2	3	1	1	1		1	17
Martin												1		1
Miami-Dade												1		1
Okaloosa						3								3
Orange		2	3	1	2		2	3	1	4	2		1	21
Osceola			1	1				1	1					4
Palm Beach					1			2	1	4	1	1	1	11
Pasco					2	1		2	5	2	2			14
Pinellas				2	2	3	1	1		2	1	1		13
Polk		1	1	1		2		1	2	1				9
Santa Rosa							1				1			2
Sarasota		1			1			1			1			4

**Step Up For Students**  
**Number of Students Funded by a Hope Scholarship 2020-21**

County	Kindergarten	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Ninth	Tenth	Eleventh	Twelfth	Grand Total
Seminole	1			3	2	3	4		3					16
St. Johns						1	1	1	1			1		5
St. Lucie		1				1		2						4
Sumter									1					1
Suwannee					1		2							3
Union									1					1
Volusia	1	1				2	2	2	2	1	3		1	15
Wakulla									1					1
<b>Grand Total</b>	<b>2</b>	<b>11</b>	<b>10</b>	<b>18</b>	<b>27</b>	<b>30</b>	<b>26</b>	<b>28</b>	<b>34</b>	<b>32</b>	<b>21</b>	<b>10</b>	<b>7</b>	<b>256</b>

**Step Up For Students**  
**SCHOLARSHIP CASH FLOW 2022 Plan**

Scholarship cash flow is also projected during the planning process. During the 2021 - 2022 school year, Step Up For Students will serve approximately 96,000 students between the FTC and Hope programs. To determine the amount of total scholarship payments for the year, Step Up balances the desire to maximize scholarship payments with the uncertainty associated with estimating the actual number of students that will take advantage of their scholarship awards and the need to reserve enough funds to make the following year's first scholarship payment. As a safeguard to ensure sufficient scholarship cash is available, Step Up For Students maintains a \$60 million line of credit which can be used to bridge any gap between scholarship commitments and available funds.

	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	2022 Total
<b>Opening Cash &amp; Cash Equivalents</b>	<b>\$63,800</b>	<b>\$141,234</b>	<b>\$186,928</b>	<b>\$68,318</b>	<b>\$164,943</b>	<b>\$215,463</b>	<b>\$136,651</b>	<b>\$190,174</b>	<b>\$93,570</b>	<b>\$133,282</b>	<b>\$182,323</b>	<b>\$48,857</b>	<b>\$63,800</b>
Gross Donations	35,263	45,694	45,121	96,625	50,520	81,835	53,523	61,122	39,712	49,041	23,799	7,746	590,001
Hope Transfer	42,171												
<b>Net Donations</b>	<b>77,434</b>	<b>45,694</b>	<b>45,121</b>	<b>96,625</b>	<b>50,520</b>	<b>81,835</b>	<b>53,523</b>	<b>61,122</b>	<b>39,712</b>	<b>49,041</b>	<b>23,799</b>	<b>7,746</b>	<b>632,172</b>
Scholarship Payments	-	-	(163,731)	-	-	(160,647)	-	(157,726)	-	-	(157,265)	-	(639,369)
Payments Received from Schools													-
Line of Credit													-
<b>Balance at end of month<sup>1</sup></b>	<b>\$141,234</b>	<b>\$186,928</b>	<b>\$68,318</b>	<b>\$164,943</b>	<b>\$215,463</b>	<b>\$136,651</b>	<b>\$190,174</b>	<b>\$93,570</b>	<b>\$133,282</b>	<b>\$182,323</b>	<b>\$48,857</b>	<b>\$56,603</b>	<b>\$56,603</b>

**Additional Information:**

<sup>1</sup> SUFS maintains a \$60 million line of credit to cover any shortfalls.

## **Step Up For Students**

### **Detailed Accounting of Administrative Funds**

A detailed accounting of how Step Up For Students spent its administrative funds begins on page 5 of the Audited Financial Statements included in the application. A copy of the audited schedule follows. This Functional Expense Schedule is a detailed accounting which includes the expenditure from scholarship application and service fees.

Step Up For Students, Inc. and Subsidiaries

Consolidated Statement of Functional Expenses

Year Ended June 30, 2020

(With Summarized Comparative Information for June 30, 2019)

	2020										
	Program Services										
	Florida Tax Credit Scholarship Program	Alabama Tax Credit Scholarship Program	Gardiner Scholarship Program	Hope Scholarship Program	School Development and Student Learning	Communications, Policy and Public Affairs	Family Empowerment Scholarship	Scholarship Service Contract	Reading Scholarship Program	Advocacy and Civic Engagement	Total Program Services
Scholarships and grants	\$ 658,496,253	\$ 8,242,993	\$ -	\$ 806,456	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 667,545,702
Provision for doubtful accounts (recovery)	20,521,339	(19,586)	391,573	-	-	-	-	-	-	-	20,893,326
Salaries and wages	4,974,953	143,179	4,525,032	568,653	646,758	395,990	1,257,521	634,702	645,119	166,723	13,958,630
Payroll taxes and employee benefits	1,529,055	32,206	491,800	103,541	320,403	207,692	82,534	105,155	87,599	91,170	3,051,155
Contract services	558,144	181,008	144,349	57,335	39,790	448,112	781	33,751	27,859	26,295	1,517,424
Software licenses, fees and subscriptions	874,311	20,552	93,009	5,811	53,734	75,817	1,954	112,827	4,840	34,111	1,276,966
Rent	363,632	14,022	-	-	100,313	66,939	-	-	-	43,887	588,793
Depreciation	307,474	6,249	-	-	84,821	53,013	-	11,391	-	41,014	503,962
Telephone	445,577	9,453	77,594	13,979	29,711	17,242	12,831	2,269	30,144	13,912	652,712
Recruiting and advertising	380,990	5,653	113,811	87,923	-	15,723	32,835	-	37,372	9,063	683,370
Travel, lodging and meals	47,423	13,315	12,217	3,141	57,970	21,386	222	7,741	1,205	172,784	337,404
Professional fees	2,973	16,148	-	-	821	125,172	-	-	-	359	145,473
Other costs	56,167	8,271	5,201	4,394	144,840	7,331	-	-	528	77,283	304,015
Bank charges and fees	265,750	-	(27,609)	19,077	-	-	-	-	4,905	-	262,123
Insurance	106,500	1,408	-	-	29,666	18,542	-	-	-	13,859	169,975
Printing and postage	139,378	2,816	667	2,709	14,634	2,633	-	665	1,213	20,669	185,384
Repairs and maintenance	101,407	4,622	1,042	-	26,833	16,771	-	-	-	11,740	162,415
Office expenses	39,992	2,950	-	550	2,905	3,504	-	-	1,565	2,183	53,649
Temporary labor	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>\$ 689,211,318</b>	<b>\$ 8,685,259</b>	<b>\$ 5,828,686</b>	<b>\$ 1,673,569</b>	<b>\$ 1,553,199</b>	<b>\$ 1,475,867</b>	<b>\$ 1,388,678</b>	<b>\$ 908,501</b>	<b>\$ 842,349</b>	<b>\$ 725,052</b>	<b>\$ 712,292,478</b>

(Continued)

**Step Up For Students, Inc. and Subsidiaries**

**Consolidated Statement of Functional Expenses (Continued)  
Year Ended June 30, 2020  
(With Summarized Comparative Information for June 30, 2019)**

	2020				Total 2019 Expenses
	Supporting Services			Total Expenses	
	General and Administrative	Development and Fundraising	Total Supporting Services		
Scholarships and grants	\$ -	\$ -	\$ -	\$ 667,545,702	\$ 624,325,720
Provision for doubtful accounts (recovery)	-	-	-	20,893,326	603,562
Salaries and wages	2,934,975	1,120,017	4,054,992	18,013,622	16,111,401
Payroll taxes and employee benefits	837,550	367,484	1,205,034	4,256,189	3,867,211
Contract services	446,826	77,214	524,040	2,041,464	2,420,830
Software licenses, fees and subscriptions	184,597	133,410	318,007	1,594,973	1,265,187
Rent	301,726	125,391	427,117	1,015,910	876,072
Depreciation	240,121	109,931	350,052	854,014	758,610
Telephone	53,269	46,327	99,596	752,308	299,461
Recruiting and advertising	40,189	27,028	67,217	750,587	980,303
Travel, lodging and meals	130,673	88,670	219,343	556,747	868,250
Professional fees	307,310	51,085	358,395	503,868	677,885
Other costs	73,205	90,950	164,155	468,170	641,287
Bank charges and fees	38,315	156	38,471	300,594	298,172
Insurance	83,788	37,963	121,751	291,726	288,583
Printing and postage	20,830	68,497	89,327	274,711	355,739
Repairs and maintenance	76,744	33,542	110,286	272,701	466,757
Office expenses	21,413	49,560	70,973	124,622	130,033
Temporary labor	-	-	-	-	12,950
<b>Total</b>	<b>\$ 5,791,531</b>	<b>\$ 2,427,225</b>	<b>\$ 8,218,756</b>	<b>\$ 720,511,234</b>	<b>\$ 655,248,013</b>

See notes to consolidated financial statements.



December 14, 2021

The Florida Department of Education  
Mr. Richard Corcoran  
Commissioner of Education  
Turlington Building, Suite 1514  
325 West Gaines Street  
Tallahassee, FL 32399

Dear Commissioner Corcoran:

Step Up For Students is in receipt of your letter notifying us of additional documentation necessary for its 2022-23 Scholarship Funding Organization Renewal Application, originally submitted on August 25, 2021.

I have attached a copy of our Application Methodology and Deadlines section. The Verification Deadline description for the FES-EO program is included on page 5 of that section.

Step Up For Students operates on a fiscal year ending June 30. We are currently in the process of finalizing the submission of our IRS Form 990 and Audit report for the 2021 fiscal year ending June 30, 2021. We anticipate timely submission of these documents by December 30, 2021, in accordance with section 1002.395 (6)(m) and will submit those to your office as soon as they are available.

Thank you for your partnership in these programs. We look forward to continuing to serve Florida students together.

Sincerely,

A handwritten signature in black ink that reads "Joe Pfountz".

Joe Pfountz  
Chief Financial Officer

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[www.stepupforstudents.org](http://www.stepupforstudents.org)

**ST. PETERSBURG OFFICE • 1901 Ulmerton Road, Suite 180, Clearwater, FL 33762 • 813.258.2700**  
**JACKSONVILLE OFFICE • 4655 Salisbury Road, Suite 400, Jacksonville, FL 32256 • 904.247.6033**



## **Step Up For Students**

### **The Application Process, Deadlines and Associated Fees**

#### **Florida Tax Credit Scholarship Program**

Families interested in receiving the Florida Tax Credit scholarship submit an online application in advance of the school year. Application start dates and deadlines are established each year.

In keeping with the guiding statute, renewing families receive priority and awards are granted on a first-come, first-served basis. The application process for renewing applicants begins prior to that for new families. For the 2021-22 school year, renewing families were able to begin applying in February 2021 and new families were able to begin applying in March 2021. Children in foster or out-of-home care or who are a dependent of military families may apply at any time during the year.

#### **Eligibility/Priority**

##### *Age Eligibility:*

Students entering Kindergarten must be 5 on or before Sept. 1.

Students entering first grade must be 6 on or before Sept.1.

##### *Income Eligibility:*

- If the student is on the direct certification list
- If the student's household income level does not exceed 375 percent of the federal poverty level. *An income chart by household size for the 2021-22 school year is attached at the end of this document.*
- If the student or a member of the student's household receives SNAP, TANF or FDPIR
- If the student is currently placed or during the previous fiscal year was placed in foster care or out-of-home care
- As of July 1, 2020 if the student initially receives a scholarship based on the criteria above, they remain eligible until they graduate from high school or turn 21 years old, whichever occurs first, regardless of their household income level. This is referred to as "once-in/always-in."

##### *Priority:*

Scholarships are awarded on a first-come, first-served basis with priority given to renewal families followed by new families with the greatest financial need.

Priority is as follows:

- Renewal families
- New applicants with a household income that is at or under 185 percent of the federal poverty level or who are in foster care or out-of-home care.
- New applicants with a household income over 185 percent of the federal poverty level. *An income chart by household size for the 2021-22 school year is attached at the end of this document.*

#### **Methodology for Evaluating Income Eligibility:**

- *Direct Certification*  
Direct certification is the process by which the SFO certifies children who are members of households receiving assistance under SNAP, based on information provided electronically by the State/ local agency administering those programs.

Eligibility is extended to all children in a household if one member has been directly certified as eligible under the Assistance Programs. These children are also considered directly certified.

Because of year-long duration of eligibility, households are not required to report changes in their categorical eligibility status.

- The Step Up For Students online application, at the time the applicant completes the application, submits a bundle of data to the SNAP database housed at the Department of Education, and returns a YES or NO if a student on the application is found to be in the SNAP database.
  - Applications that are directly certified do not require any additional income validating documentation.
- *Receipt of SNAP, TANF or FDPIR*  
Demonstration of any member of the household receiving one of these benefit services from the State of Florida.

Validating documentation is the most recent document from the SNAP, TANF or FDPIR agency showing the names of the household members, the address and the valid date of the benefit.

- *Once-In / Always-In*  
A student who was found eligible and received a scholarship in the 2019-20 school year or after, having not graduated or turned 21 years-of-age is considered eligible for a scholarship.
- *Determination by income*  
For the 2021-22 school year income eligibility was based on total gross household income, annualized by the frequency of receipt of the different sources of income. Income validation may include one or more of the documents listed as Income Validation Documents on the attached *Acceptable Document Listing* found at the end of this document.

Questions regarding different sources of income are listed on the application, and validating documentation varies depending on the income source. Please see the attached *Acceptable Document Listing*.

Members of the family unit are identified on the application along with the type and amount of income for each member.

Household income calculation are based on gross income. Gross income is defined as the full amount of pay before taxes or other deductions and includes:

- Gross wages or salary
- Tips
- Commissions
- Incentives, bonuses and/or overtime that is regular and recurring
- Holiday, vacation, PTO and/or sick pay
- Medical, dental and/or vision benefits paid directly to the employee
- Per diem pay
- Housing allowance

If the total annualized income for all adult members of the economic unit is less than or equal to the approved income cap guidelines for a household of that size (see Eligibility chart below), the family is considered to be income eligible. After being determined eligible, the student will be awarded a scholarship in the priority order outlined in statute.

- **Other sources of categorical income eligibility**

- *Foster or out-of-home care*

A student who is/was placed at any time in foster care or out-of-home care during the current or previous state fiscal year may be eligible.

A child in foster care is defined by the following:

“Foster care” means care provided a child in a foster family or boarding home, group home, agency boarding home, childcare institution, or any combination thereof, as defined by s. 39.01(30).

A child in out-of-home care placement is defined by the following:

“Out-of-home” means a placement outside of the home of the parents or a parent, as defined by s. 39.01(55).

“Out-of-Home Care” means the placement of a child in licensed and non-licensed settings, arranged, and supervised by the department or contracted service provider, outside of the home of the parent, as defined by DCF Rule: 65C-30.001 Definitions. (18).

These students may apply at any time during the school year and will receive a scholarship as long as funds are available. In order to apply after the regular application processing season closes applicants are directed to call our hotline at 877-735-7837 for assistance.

Acceptable validating documentation for these students is:

- a copy of the official state placement papers
- a copy of the current Foster Care license
- a copy of the court documents demonstrating placement of the child with a relative caregiver

Additionally, children who are indicated as part of the Migrant Education Program (MEP), who are under the Runaway and Homeless Youth Act, who are identified as homeless and residing with another household are considered to be categorically income eligible.

### **Application Process Fees and Deadlines:**

There is no application or appeal fee.

Step Up For Students operates under the priority mandated in Florida statute 1002.395 using a rolling admissions-style process with deadlines established based on historical trends in application volumes and utilization rates, and also as funding becomes scarce. At the point where funding becomes scarce, any qualified applicants will be placed on a wait list. Wait List students can become awarded if and when previously awarded students decline the scholarship and/or additional funding becomes available. If funding becomes available after the application period has closed, applicants may request an incomplete application to be reopened for processing.

Scholarship awards have an expiration date that is determined each year and is indicated on the award letter. Students must be enrolled in an eligible, participating school by the expiration date, or request an extension indicating intent to enroll at a later date. Awards not utilized by the expiration date will be expired. If funding is still available after an award is expired, a family may request the award be reinstated with a new expiration timeframe. All requests for reinstatement or extension are subject to the availability of funding.

### **Deadlines for Attendance Verification and Scholarship Payments:**

Attendance verification will take place quarterly prior to each scholarship payment.

## **Family Empowerment Scholarship for Educational Options (FES – EO)**

Families interested in receiving the Family Empowerment scholarship submit an online application in advance of the school year. Application start dates and deadlines are established each year.

Following the submission of an online application, families may be required to submit supporting documentation to substantiate eligibility. Step Up For Students operates under the priority mandated in Florida statute 1002.394.

After review of the online application and supporting documentation, students found to be income eligible are presented to the Florida Department of Education for funding.

Students indicated as eligible are notified via email communication.

### **Eligibility/Priority**

#### *Age Eligibility:*

Students entering Kindergarten must be 5 on or before Sept. 1.

Students entering first grade must be 6 on or before Sept. 1.

#### *Income Eligibility:*

- If the student is on the direct certification list
- If the student's household income level does not exceed 375 percent of the federal poverty level. *An income chart by household size for the 2021-22 school year is attached at the end of this document.*
- If the student or a member of the student's household receives SNAP, TANF or FDPIR
- If the student is currently placed or during the previous fiscal year was placed in foster care or out-of-home care
- As of July 1, 2020 if the student initially receives a scholarship based on the criteria above they remain eligible until they graduate from high school or turn 21 years old, whichever occurs first, regardless of their household income level. This is referred to as "once-in/always-in."

#### *Other Sources of Categorical Eligibility:*

- Foster/Out of Home Care (Please see definitions under the FTC Scholarship)
- Dependent children of a member of the United States Armed Forces, or Reservist.
- Siblings of students participating in the Family Empowerment Scholarship for Unique Abilities, including siblings of students who are eligible based on a special need.

#### *Priority:*

Scholarships are awarded on a first-come, first-served basis with priority given to renewal families followed by new families with the greatest financial need.

#### *Methodology for Determining Income:*

Step Up For Students utilizes one application for Income-Based scholarships. The application and supporting documentation procedures are the same for FES-EO as the Florida Tax Credit Scholarship program. Please see the Methodology for Determination under the FTC Scholarship).

### **Application Process Fees and Deadlines:**

There is no application or appeal fee.

**Deadlines for Attendance Verification and Scholarship Payments:**

Attendance verification will take place quarterly prior to each scholarship payment.

**Family Empowerment Scholarship for Students with Unique Abilities (Formerly the Gardiner Scholarship Program)**

Families interested in receiving a Family Empowerment Scholarship for Students with Unique Abilities (FES-UA) submit an online application annually. Application start dates and deadlines are established each year, with renewals having priority, followed by students on the wait list from the prior year and new students.

Applications are generally available to renewing applicants in late Winter and prior year wait list and new applicants in early Spring. Applications are processed on a first-come, first-served basis. As scholarships become scarce students are placed on a wait list.

Following submission of an online application, new families are required to submit supporting documentation to substantiate eligibility, including the student's age, diagnosis, and residency in the state of Florida. Once a student is found eligible, parents access the conditional eligibility letter within the parent login area of the SUFS website. The conditional eligibility letter describes the process that the Department of Education (DOE) uses to fund students.

Beginning in the 2021-22 school year Step Up For Students will provide the Department of Education with a list of conditionally eligible students prior to each of four payment dates. The Department of Education then cross-checks enrollment lists for the public-school system, the McKay scholarship, the Florida Tax Credit scholarship and VPK to ensure the student is not already being funded by one of these programs. Once the student passes the cross-check the Department of Education will send funds to Step Up For Students for those students that do not appear on any of the programs listed above.

Beginning in the 2021-22 school year the scholarship award is based on a matrix established in the following way: 1) renewal students receive the higher of the awarded amount in the 2020-21 school year OR the calculated amount for the Level 1-3; 2) new students that do not have a matrix level of services, are funded at the Level 1-3 matrix amount. If the student has a matrix level of services on file with the Florida Department of Education, due to public school enrollment, of 254 or 255, they will be funded at that matrix level. There are deadlines throughout the year which in turn impact funding amounts.

**Eligibility:**

The FES-UA scholarship is available to Florida students age 3-22 that have an IEP provided by a Florida public school or a diagnosis of a physician or psychologist for one of the following: Autism spectrum disorder, Muscular dystrophy, Cerebral palsy, Down syndrome, Phelan McDermid syndrome, Prader-Willi syndrome, Spina bifida, Williams syndrome, Intellectual disability, rare diseases as defined by the National Organization for Rare Disorders, anaphylaxis, deaf, visually impaired, dual sensory impaired, traumatic brain injured, hospital or homebound as defined by the rules of the State Board of Education, or a 3, 4 or 5 year-old deemed high-risk due to developmental delays.

**Application Process Fees and Deadlines:**

There is no application fee for the FES - UA Program

Funding is prorated based on the date the student is found eligible by the Scholarship Funding Organization. The application must be received on or before August 1 and found eligible on or before September 1st for 100% scholarship. Application must be received on or before October 1st and found eligible on or before November 1st for a 75% scholarship. Application must be received on or before January 1st and found eligible on or before February 1st for a 50% scholarship. Application must be received on or before March 1st and found eligible on or before April 1st for a 25% scholarship.

If the scholarship cap is exhausted qualified applicants are placed on a wait list. Wait-listed students can become awarded if and when scholarship seats become available. Wait-listed students have priority over new students in the following school year.

### **Exceptions**

Policy exceptions must follow the documented exception process.

### **Hope Scholarship Program**

In 2018, the Florida Legislature created the Hope Scholarship Program to give public school children in Florida relief from bullying and violence. The Hope Scholarship Program gives parents the opportunity to transfer their child to another K-12 public school with available capacity within the school district, receive a scholarship to transport the student to a public school in another school district, or to request a scholarship for the student to attend an eligible private school.

Pursuant to s. 1002.40, F.S., a qualifying incident must have taken place at a public K-12 educational institution, any school-related or school-sponsored program or activity, riding on the school bus or waiting at the school bus stop. Qualifying incidents include battery; harassment; hazing; bullying; kidnapping; physical attack; robbery; sexual offenses, harassment, assault or battery; threat or intimidation; or fighting at school as defined by the Florida Department of Education in accordance with s. 1006.09(6).

Beginning in the 2018-19 school year, once a parent or child submits a report of an incident, the school principal, or his/her designee, will provide a copy of the report to the parent and investigate the incident. Once the investigation is complete, or within 15 days after the incident was reported, whichever occurs first, the principal, or his/her designee, will notify the parent about the Hope Scholarship Program, and provide the Hope Scholarship Notification Form required for Step Up For Students to determine scholarship eligibility.

### **Criteria used to evaluate eligibility for the Hope Scholarship Program:**

Step Up For Students will require an application to be submitted by a parent, along with a valid Hope Notification Form (IEPC-HS1) that has been provided by a public school principal, or his/her designee, after a qualifying incident is reported. Step Up For Students will verify that the Hope Notification Form submitted is complete, and that one of the qualifying incident types has been identified on the form.

### **Methodology used to evaluate eligibility for the Hope Scholarship Program:**

Parents must complete and submit the application directly to Step Up For Students via a link provided on the website at <https://www.stepupforstudents.org/for-parents/hope/how-the-scholarship-works/>.

Pursuant to Rule 6A-6.0951, F.A.C., the application submitted by the parent must include, at a minimum, the student's name, student's Florida Education Identifier (FLEID), date of birth, gender, race, current public school district, current public school attended, grade level, parent's name, telephone number, mailing address and email address.

A completed Hope Notification Form (IEPC-HS1) must be submitted with the application.

Step Up For Students will confirm that this information, and supporting documentation, has been submitted for each student, will process applications in the order they are received, and will award scholarships on a first-come, first-served basis, pending funding availability.

### **Application Process Fees and Deadlines:**

There are no fees to apply. Application deadlines are established by Step Up For Students.

**Deadlines for Attendance Verification and Scholarship Payments:**

Attendance verification will take place quarterly prior to each scholarship payment.

**Reading Scholarship Accounts Program**

Pursuant to s. 1002.411(2), F.S., contingent upon available funds, and on a first-come, first-served basis, each student in grades 3 through 5 who is enrolled in a Florida public school is eligible for a reading scholarship account if the student scored a Level 1 or 2 on the grade 3 or grade 4 statewide, standardized English Language Arts (ELA) assessment in the prior school year.

Eligible students who are classified as English Language Learners, and who are enrolled in a program or receiving services that are specifically designed to meet the instructional needs of English Language Learner students, will receive priority.

Students complete and submit an application directly to Step Up For Students via the website at [stepupforstudents.org](http://stepupforstudents.org).

Through the application, Step Up For Students collects the student name and demographic data, FLEID, grade level, and test score data required for the student to qualify under the eligibility criteria.

Data for students found eligible for the scholarship is sent to the Department of Education monthly for a pre-funding cross-check with other scholarship programs, and then funded on a first-come, first-served basis, with English Language Learners on each monthly file receiving priority for funding.

**Application Process Fees and Deadlines:**

There are no fees to apply, and application deadlines are established by Step Up For Students.

The application deadline is late spring unless available funding were to require an earlier deadline. The online application will remain open until allocated state funds have been expended.

**Deadlines for Attendance Verification and Scholarship Payments:**

Reading Scholarships are provided to public school students; therefore, the public-school district is responsible for handling the attendance records of students. Scholarship payments are made by Step Up For Students on a quarterly basis as reimbursement for qualifying expenditures.

**Addendum:**

**2021-22 Combined FTC & FES – EO Income Charts**

**Income-Based Scholarship Guidelines**

**2021-22 School Year**

<b>Household Size</b>	<b>PRIORITY Funding Annual Maximum Gross Income Cap</b>	<b>Florida Tax Credit Scholarship Annual Maximum Gross Income Cap</b>	<b>Family Empowerment Scholarship* Annual Maximum Gross Income Cap</b>
1	\$ 23,828	\$ 48,300	\$ 48,300
2	\$ 32,227	\$ 65,325	\$ 65,325
3	\$ 40,626	\$ 82,350	\$ 82,350
4	\$ 49,025	\$ 99,375	\$ 99,375
5	\$ 57,424	\$ 116,400	\$ 116,400
6	\$ 65,823	\$ 133,425	\$ 133,425
7	\$ 74,222	\$ 150,450	\$ 150,450
8	\$ 82,621	\$ 167,475	\$ 167,475
9	\$ 91,020	\$ 184,500	\$ 184,500
10	\$ 99,419	\$ 201,525	\$ 201,525
11	\$ 107,818	\$ 218,550	\$ 218,550
12	\$ 116,217	\$ 235,575	\$ 235,575
13	\$ 124,616	\$ 252,600	\$ 252,600
	Each additional member + \$8,399	Each additional member + \$17,025	Each additional member + \$17,025

Students must have a birth date of NO LATER THAN September 1, 2016 (K5) or 2015 (1st) to be eligible.

\* For the Family Empowerment Scholarship, the student must be entering kindergarten OR have attended a Florida public school for the 2020-21 school year to qualify.

Based on guidelines published by the Department of Health & Human Services in National Registry on January 13, 2021



## Acceptable Documents for Income-Based Scholarship Application

ACCEPTABLE DOCUMENT LISTING	
<b>STUDENT ELIGIBILITY VALIDATION DOCUMENTS</b>	
For Kindergarten: Birth Certificate or passport showing that the student was at least five years old by September 1 <sup>st</sup>	
For 1 <sup>st</sup> grade: Birth Certificate or passport showing that the student was at least six years old by September 1 <sup>st</sup>	
<b>HOUSEHOLD COMPOSITION VALIDATION DOCUMENTS</b>	
<b>ADULT MEMBERS</b>	<i>(Current showing the name and address of the adult)</i>
One of the following:	
Current SSI statement	
Current VA statement	
Current SNAP statement	
Current TANF	
Section 8/HUD lease	
Mortgage / deed / residential lease	
Pay stubs with address	
Medical or health care benefit or reenrollment statement	
Current homeowner or renter's insurance	
Utility bill (water / electric; no more than 2 months old)	
Medicaid documents	
Health benefit statement	
<b>MINORS (Current showing name and address of minor)</b>	
Current SSI statement	
Current SNAP statement	
Current TANF	
Medicaid statement	
Medical or health care benefit or reenrollment statement	
Public school transcripts or report card with child's name and address listed	
Official court custody documents showing child's name and custodial parent's name listed	
Florida KidCare	
Medical benefit statement	
<b>INCOME VALIDATION DOCUMENTS</b>	
#1025-SEP / Separation	
#1055-CW / Cash Wages	

Adoption Benefits Verification
Current Bank Statements
Current Child Support Documentation (myfloridacounty.com print out)
Current SNAP/TANF/Food and Distribution Program on Indian Reservation statement
Personal Income Documentation for a Child in Foster Care
Housing / Clothing Allowance Verification
IRS Form 1099 for SSI OR VA OR Pension ONLY
LES (Leave & Earning Statement)
Current Pay Stubs
Current Profit and Loss Statement (Self-Employment ONLY)
SSI Dependent Statement
SSI Statement
SSI Supplement Statement
Prior Year Tax Return (Self-Employment or appeal)
Tax Schedules (Self-Employment or appeal)
Unemployment Statement or Paystubs
VA Statement

# **Step Up For Students, Inc. and Subsidiaries**

Consolidated Financial Report  
June 30, 2021

## Contents

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Independent auditor's report	1-2
------------------------------	-----

---

Financial statements	
Consolidated statement of financial position	3
Consolidated statement of activities	4
Consolidated statement of functional expenses	5-6
Consolidated statement of cash flows	7
Notes to consolidated financial statements	8-21

---

Supplementary information	
Consolidating statement of financial position	22
Consolidating statement of activities	23-24
Schedule of expenditures of federal awards and state financial assistance	25
Notes to schedule of expenditures of federal awards and state financial assistance	26

---

Independent auditor's report on internal control over financial reporting and on compliance and other matters based on an audit of financial statements performed in accordance with <i>Government Auditing Standards</i>	27-28
---	-------

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Independent auditor's report on compliance for each major federal program and state financial assistance project and report on internal control over compliance required by the Uniform Guidance and State of Florida Chapter 10.650, <i>Rules of the Auditor General</i>	29-30
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Schedule of findings and questioned costs	31-32
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RSM US LLP

## Independent Auditor's Report

Board of Directors  
Step Up For Students, Inc.

### Report on the Financial Statements

We have audited the accompanying consolidated financial statements of Step Up For Students, Inc. and its subsidiaries, which comprise the consolidated statement of financial position as of June 30, 2021, and the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements (collectively, the financial statements).

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Step Up For Students, Inc. and its subsidiaries as of June 30, 2021, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

**Report on Summarized Comparative Information**

We have previously audited Step Up For Students, Inc. and its subsidiaries' 2020 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated December 18, 2020. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2020, is consistent, in all material respects, with the audited financial statements from which it has been derived.

**Other Matters – Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying consolidating statement of financial position and consolidating statement of activities is presented for purposes of additional analysis and is not a required part of the financial statements. The accompanying schedule of expenditures of federal awards and state financial assistance, as required by Title 2 *U.S. Code of Federal Regulations* (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* and State of Florida Chapter 10.650, *Rules of the Auditor General*, is also presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

**Other Reporting Required by Government Auditing Standards**

In accordance with *Government Auditing Standards*, we have also issued our report dated December 28, 2021, on our consideration of Step Up For Students, Inc. and its subsidiaries' internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Step Up For Students, Inc. and its subsidiaries' internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Step Up For Students, Inc. and its subsidiaries' internal control over financial reporting and compliance.

*RSM US LLP*

Orlando, Florida  
December 28, 2021

**Step Up For Students, Inc. and Subsidiaries**

**Consolidated Statement of Financial Position**

**June 30, 2021**

**(With Summarized Comparative Information for June 30, 2020)**

	2021	2020
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 143,976,692	\$ 71,827,719
Pledges receivable, less allowance for uncollectible pledges of \$20,000,000 and \$22,000,000 in 2021 and 2020, respectively	621,135,859	402,513,651
Accounts and grants receivable, less allowance for uncollectible accounts of \$220,734 and \$314,830 in 2021 and 2020, respectively	2,575,907	3,398,534
Prepaid expenses and other assets	542,434	889,513
Funds held in trust for students	142,229,767	109,276,186
<b>Total current assets</b>	<b>910,460,659</b>	<b>587,905,603</b>
Restricted certificate of deposit	116,000	65,000
Right-of-use lease assets	1,135,226	-
Property and equipment, net	6,507,864	3,028,266
<b>Total assets</b>	<b>\$ 918,219,749</b>	<b>\$ 590,998,869</b>
<b>Liabilities and Net Assets</b>		
Current liabilities:		
Accounts payable	\$ 5,726,903	\$ 954,932
Accrued expenses	3,011,177	3,244,189
Funds held in trust for students liability	142,229,767	109,276,186
Current portion of right-of-use lease liabilities	396,023	-
<b>Total current liabilities</b>	<b>151,363,870</b>	<b>113,475,307</b>
Right-of-use lease liabilities, net of current portion	751,280	-
<b>Total liabilities</b>	<b>152,115,150</b>	<b>113,475,307</b>
Commitments (Note 6)		
Net assets:		
Without donor restrictions	18,684,216	13,567,714
With donor restrictions	747,420,383	463,955,848
<b>Total net assets</b>	<b>766,104,599</b>	<b>477,523,562</b>
<b>Total liabilities and net assets</b>	<b>\$ 918,219,749</b>	<b>\$ 590,998,869</b>

See notes to consolidated financial statements.

## Step Up For Students, Inc. and Subsidiaries

### Consolidated Statement of Activities

Year Ended June 30, 2021

(With Summarized Comparative Information for June 30, 2020)

	2021			Total 2020
	Without Donor Restrictions	With Donor Restrictions	Total	
Revenues and support:				
Contributions and grants:				
Florida Tax Credit Scholarship Program	\$ 29,721,083	\$ 863,897,446	\$ 893,618,529	\$ 545,438,550
Hope Scholarship Program	3,904,945	74,277,247	78,182,192	66,843,081
Alabama Tax Credit Scholarship Program	165,562	3,138,172	3,303,734	3,436,419
Grants and other contributions	492,141	12,625,963	13,118,104	2,676,133
Other revenue and interest income	190,491	17,590	208,081	1,640,883
Scholarship service contract revenue	-	-	-	910,173
Net assets released from restrictions	670,491,883	(670,491,883)	-	-
<b>Total revenues and support</b>	<b>704,966,105</b>	<b>283,464,535</b>	<b>988,430,640</b>	<b>620,945,239</b>
Expenses:				
Program services:				
Florida Tax Credit Scholarship Program	674,219,170	-	674,219,170	689,211,318
Gardiner Scholarship Program	4,615,680	-	4,615,680	5,828,686
Hope Scholarship Program	3,582,585	-	3,582,585	1,673,569
Alabama Tax Credit Scholarship Program	3,528,348	-	3,528,348	8,685,259
Communications, Policy and Public Affairs	1,933,127	-	1,933,127	1,475,867
Student Learning and Partner Success	1,652,137	-	1,652,137	1,553,199
Family Empowerment Scholarship	768,983	-	768,983	1,388,678
Reading Scholarship Program	711,856	-	711,856	842,349
Advocacy and Civic Engagement	57,091	-	57,091	725,052
Scholarship Service Contract	-	-	-	908,501
<b>Total program services</b>	<b>691,068,977</b>	<b>-</b>	<b>691,068,977</b>	<b>712,292,478</b>
Supporting services:				
General and administrative	6,678,379	-	6,678,379	5,791,531
Development and fundraising	2,102,247	-	2,102,247	2,427,225
<b>Total supporting services</b>	<b>8,780,626</b>	<b>-</b>	<b>8,780,626</b>	<b>8,218,756</b>
<b>Total expenses</b>	<b>699,849,603</b>	<b>-</b>	<b>699,849,603</b>	<b>720,511,234</b>
<b>Change in net assets</b>	<b>5,116,502</b>	<b>283,464,535</b>	<b>288,581,037</b>	<b>(99,565,995)</b>
Net assets:				
Beginning	13,567,714	463,955,848	477,523,562	577,089,557
Ending	\$ 18,684,216	\$ 747,420,383	\$ 766,104,599	\$ 477,523,562

See notes to consolidated financial statements.



Step Up For Students, Inc. and Subsidiaries

Consolidated Statement of Functional Expenses

Year Ended June 30, 2021

(With Summarized Comparative Information for June 30, 2020)

	2021									
	Program Services									
	Florida Tax Credit Scholarship Program	Gardiner Scholarship Program	Hope Scholarship Program	Alabama Tax Credit Scholarship Program	Communications, Policy and Public Affairs	Student Learning and Partner Success	Family Empowerment Scholarship	Reading Scholarship Program	Advocacy and Civic Engagement	Total Program Services
Scholarships and grants	\$ 663,766,752	\$ -	\$ 2,792,230	\$ 3,326,361	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 669,885,343
Salaries and wages	4,504,274	2,302,947	456,925	63,601	937,798	1,100,768	408,241	387,836	28,646	10,191,036
Payroll taxes and employee benefits	1,260,592	621,737	119,597	8,301	230,107	289,185	106,986	107,012	7,479	2,750,996
Contract services	772,057	348,972	21,374	58,766	567,088	32,898	33,781	27,491	325	1,862,752
Telephone	872,247	420,388	25,902	1,413	9,702	14,364	58,570	54,072	839	1,457,497
Software licenses, fees and subscriptions	487,028	397,508	15,439	4,158	43,695	9,697	15,611	14,734	2,319	990,189
Rent	813,969	156,578	23,905	(2,639)	98	-	9,562	28,686	-	1,030,159
Depreciation and amortization	694,403	133,578	20,394	21,326	-	-	8,157	24,472	13,328	915,658
Recruiting and advertising	427,379	95,378	39,349	450	4,013	-	111,942	38,015	20	716,546
Other costs	110,372	19,921	21,503	1,557	72,837	162,179	4,562	5,355	197	398,483
Professional fees	8,931	2,436	122	43,606	39,410	-	414	135	-	95,054
Insurance	227,394	43,742	6,678	249	-	-	2,671	8,014	106	288,854
Repairs and maintenance	201,123	35,580	5,901	389	-	-	2,353	7,097	-	252,443
Bank charges and fees	81,246	17,361	30,147	-	-	-	8	5,679	-	134,441
Travel, lodging and meals	5,239	4,064	323	-	27,312	21,167	535	67	2,947	61,654
Printing and postage	38,581	7,163	1,798	810	570	1,700	4,418	1,970	237	57,247
Office expenses	41,679	8,327	998	-	497	17,715	1,172	1,221	648	72,257
Provision for doubtful accounts (recovery)	(94,096)	-	-	-	-	2,464	-	-	-	(91,632)
<b>Total</b>	<b>\$ 674,219,170</b>	<b>\$ 4,615,680</b>	<b>\$ 3,582,585</b>	<b>\$ 3,528,348</b>	<b>\$ 1,933,127</b>	<b>\$ 1,652,137</b>	<b>\$ 768,983</b>	<b>\$ 711,856</b>	<b>\$ 57,091</b>	<b>\$ 691,068,977</b>

(Continued)

Step Up For Students, Inc. and Subsidiaries

Consolidated Statement of Functional Expenses (Continued)  
 Year Ended June 30, 2021  
 (With Summarized Comparative Information for June 30, 2020)

	2021				
	Supporting Services				
	General and Administrative	Development and Fundraising	Total Supporting Services	Total Expenses	Total 2020 Expenses
Scholarships and grants	\$ -	\$ -	\$ -	\$ 669,885,343	\$ 667,545,702
Salaries and wages	4,593,762	1,445,393	6,039,155	16,230,191	18,013,622
Payroll taxes and employee benefits	915,405	333,250	1,248,655	3,999,651	4,256,189
Contract services	429,609	34,596	464,205	2,326,957	2,041,464
Telephone	18,090	20,692	38,782	1,496,279	752,308
Software licenses, fees and subscriptions	68,841	58,120	126,961	1,117,150	1,594,973
Rent	148	-	148	1,030,307	1,015,910
Depreciation and amortization	5,332	13,329	18,661	934,319	854,014
Recruiting and advertising	50,853	60,210	111,063	827,609	750,587
Other costs	167,972	25,535	193,507	591,990	468,170
Professional fees	325,285	64,976	390,261	485,315	503,868
Insurance	626	106	732	289,586	291,726
Repairs and maintenance	97	-	97	252,540	272,701
Bank charges and fees	48,929	3,306	52,235	186,676	300,594
Travel, lodging and meals	38,641	4,688	43,329	104,983	556,747
Printing and postage	3,456	31,693	35,149	92,396	274,711
Office expenses	11,333	6,353	17,686	89,943	124,622
Provision for doubtful accounts (recovery)	-	-	-	(91,632)	20,893,326
<b>Total</b>	<b>\$ 6,678,379</b>	<b>\$ 2,102,247</b>	<b>\$ 8,780,626</b>	<b>\$ 699,849,603</b>	<b>\$ 720,511,234</b>

See notes to consolidated financial statements.

## Step Up For Students, Inc. and Subsidiaries

### Consolidated Statement of Cash Flows Year Ended June 30, 2021 (With Summarized Comparative Information for June 30, 2020)

	2021	2020
Cash flows from operating activities:		
Change in net assets	\$ 288,581,037	\$ (99,565,995)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	852,816	854,014
Amortization of right-of-use lease assets	81,503	-
Loss on disposal of property and equipment	39,113	-
Provision for doubtful accounts (recovery)	(91,632)	20,893,326
Change in operating assets and liabilities:		
(Increase) decrease in assets:		
Pledges receivable	(218,622,208)	119,289,847
Accounts and grants receivable	914,259	1,642,275
Prepaid expenses and other assets	347,079	(30,874)
Right-of-use lease assets	(1,216,729)	-
Increase (decrease) in liabilities:		
Accounts payable	4,771,971	126,240
Accrued expenses	(233,012)	981,752
Funds held in trust for students liability	32,953,581	27,093,797
Right-of-use lease liabilities	1,147,303	-
<b>Net cash provided by operating activities</b>	<b>109,525,081</b>	<b>71,284,382</b>
Cash flows from investing activities:		
Purchases of property and equipment	(4,371,527)	(986,176)
(Increase) decrease in restricted certificate of deposit	(51,000)	65,000
<b>Net cash used in investing activities</b>	<b>(4,422,527)</b>	<b>(921,176)</b>
Cash flows from financing activities:		
Repayment of line of credit	-	(35,000,000)
<b>Net cash used in financing activities</b>	<b>-</b>	<b>(35,000,000)</b>
<b>Net increase in cash and cash equivalents and funds held in trust for students</b>	<b>105,102,554</b>	<b>35,363,206</b>
Cash and cash equivalents and funds held in trust for students:		
Beginning	181,103,905	145,740,699
Ending	<b>\$ 286,206,459</b>	<b>\$ 181,103,905</b>
Cash and cash equivalents and funds held in trust for students is included in the following captions on the consolidated statement of financial position:		
Cash and cash equivalents	\$ 143,976,692	\$ 71,827,719
Funds held in trust for students	142,229,767	109,276,186
	<b>\$ 286,206,459</b>	<b>\$ 181,103,905</b>
Supplemental disclosure of cash flow information:		
Cash paid during the year for interest	<b>\$ 11,520</b>	<b>\$ 29,234</b>

See notes to consolidated financial statements.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2020)

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#### Note 1. Nature of Organization and Significant Accounting Policies

**Nature of organization:** The primary mission of Step Up For Students, Inc. and its subsidiaries (collectively, the Organization) is to empower families to pursue and engage in the most appropriate learning options for their children, with an emphasis on families who lack the information and financial resources to access these options. By pursuing this mission, the Organization helps public education fulfill the promise of equal opportunity.

Step Up For Students, Inc. (Step Up For Students) is a not-for-profit organization incorporated on February 18, 2000. Through the Florida Tax Credit Scholarship Program, Step Up For Students served 104,165 and 108,370 students in 1,938 and 1,859 private schools across Florida during the 2020 – 2021 and 2019 – 2020 school years, respectively.

Additionally, Step Up For Students administers the Gardiner Scholarship Program. The Gardiner Scholarship Program was created to provide the option for parents to better meet the individual educational needs of an eligible child. The Gardiner Scholarship Program provides eligible students a scholarship that can be used to purchase approved services or products. During the years ended June 30, 2021 and 2020, Step Up For Students administered the program on behalf of the State of Florida for 17,880 and 14,033 eligible children, respectively.

The Alabama Opportunity Scholarship Fund, LLC (Alabama Opportunity Scholarship Fund) is a not-for-profit limited liability company incorporated on October 4, 2013, whose sole member is Step Up For Students. The Alabama Opportunity Scholarship Fund was established to operate under the standards prescribed by the Alabama Accountability Act of 2013. Through the Alabama Opportunity Scholarship Fund K-12 scholarship program, 793 and 1,280 children received scholarships to attend private schools for the 2020 – 2021 and 2019 – 2020 school years, respectively.

The C2 Opportunity Scholarships, LLC (C2) is a not-for-profit limited liability company incorporated on November 28, 2018, whose sole member is Step Up For Students. C2 was established to operate under the standards prescribed by the Alabama Accountability Act of 2013. Through the C2 K-12 scholarship program, 90 and 48 children received scholarships to attend private schools for the 2020 – 2021 and 2019 – 2020 school years, respectively.

The Academics+ Opportunity Scholarship Fund, LLC (Academics+) is a not-for-profit limited liability company incorporated on October 9, 2019, whose sole member is Step Up For Students. Academics+ was established to operate under the standards prescribed by the Alabama Accountability Act of 2013. Through the Academics+ K-12 scholarship program, 23 children received scholarships to attend private schools for the 2020 – 2021 school year. There were no scholarships made during the year ended June 30, 2020. Academics+ ceased operations under the Alabama Tax Credit Scholarship Program at December 31, 2020.

The Alabama Opportunity Action Fund (AOAF) is a not-for-profit organization incorporated on March 15, 2019, affiliated to Step Up For Students through common control and management, with the support of the American Federation for Children to create positive grassroots and legislative influence for scholarship programs and school choice programs in Alabama. AOAF brought dozens of scholarship families from around the State to the Statehouse to share their stories with legislators and ask them to continue supporting the scholarship program. Additionally, AOAF spent the session creating a grassroots team to support an education savings account for special needs students, which it continues to grow. Effective March 31, 2021, AOAF is no longer affiliated to Step Up For Students through common control and management.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2020)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

The following is a summary of the programs operated by the Organization:

- **Florida Tax Credit Scholarship Program:** Step Up For Students, Inc. is approved under Florida Statute 1002.395 to serve as a Scholarship Funding Organization (SFO). Since July 1, 2011, Step Up For Students has been the predominate Florida SFO. As an SFO, Step Up For Students can solicit and receive corporate contributions that are entitled to a state tax credit against 100% of corporate income tax, insurance premium tax, and direct-pay sales tax liabilities, 90% of alcoholic beverage tax liabilities, and 50% of oil and gas severance tax liabilities. Those contributions, in turn, must be spent to provide scholarships to low income Florida school children in compliance with the Florida Tax Credit Scholarship Program. For the 2020 – 2021 school year and the 2019 – 2020 school year, qualified students received a maximum scholarship of \$9,197, to attend a private school that have been approved by the State of Florida or \$750 for transportation to an out-of-district public school. Scholarships are expensed when a student attends a qualified school.
- **Alabama Tax Credit Scholarship Program:** The Alabama Opportunity Scholarship Fund, C2 and Academics+ were established to operate under standards prescribed in the Alabama Accountability Act of 2013 and is approved under the Alabama Department of Revenue to serve as a Scholarship Granting Organization (SGO). In accordance with the Alabama Accountability Act of 2013 and the Administrative Rulings by the Alabama Department of Revenue, the Alabama Opportunity Scholarship Fund, C2 and Academics+ must use at least 95% of revenue from credit eligible scholarship donations and all interest and investment income attributable to these scholarship funds for educational scholarships. Therefore, the Alabama Opportunity Scholarship Fund, C2 and Academics+ may use no more than 5% of the amount of its scholarship donations for purposes other than making scholarship grants. As an SGO, the Alabama Opportunity Scholarship Fund, C2 and Academics+ can solicit and receive corporate and individual donations that entitle the donors to certain tax credits administrated by the Alabama Department of Revenue.
- **Student Learning and Partner Success:** This program exists to engage, equip, and empower education partners to support student success; while at the same time, upholding the belief that the ultimate responsibility for the education of the student resides with the parent and/or guardian.
- **Gardiner Scholarship Program:** In June 2014, legislation creating scholarships for special needs children was signed into law in Florida. This scholarship is for Florida students in kindergarten through 12th grade with one of the following disabilities: Autism, Muscular Dystrophy, Cerebral palsy, Down syndrome, Prader-Willi syndrome, Spina bifida, Williams syndrome, Intellectual Disability (severe cognitive impairment), Phelan McDermid Syndrome, rare diseases as defined by the National Organization for Rare Disorders, Anaphylaxis, deaf, visually impaired, dual sensory impaired, traumatic brain injured, hospital or home bound. Also, kindergarten students deemed “high risk” because of developmental delays may be eligible. The students need either an Individual Education Plan (IEP) from a Florida school district or a formal diagnosis from a licensed physician or psychologist to qualify. Students can participate in this scholarship as part of home education; however, they cannot be enrolled in a public school or be receiving any other state-sponsored scholarship, including the McKay Scholarship or the Florida Tax Credit Scholarship. A Gardiner Scholarship account is established for each child that is awarded a special needs scholarship. Parents use this money to personalize the education of their children with unique abilities by directing money towards a combination of programs and state approved providers. These include schools, therapists, specialists, curriculum and technology and college savings accounts.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2020)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

During the years ended June 30, 2021 and 2020, Step Up For Students distributed approximately \$145 million and \$115.8 million, leaving a balance of approximately \$136.8 million and \$104.5 million, respectively, which is recorded in the accompanying consolidated statement of financial position as both an asset and liability. Step Up For Students is acting as an agent for this program; therefore, there are no revenues and expenses reported on the accompanying consolidated statement of activities for scholarship funds received and distributed from the State of Florida.

- **Communications, Policy and Public Affairs:** This program takes the message of the scholarship program to constituency groups, community and political leaders, and local, state and national news publications. It issues press releases on topics of special concern and writes commentary for various publications. The group also analyzes demographic, achievement and participation data and trends in the program and education choice movement. This group also responds to numerous information requests from newspapers and other media.
- **Advocacy and Civic Engagement:** This program, through the Step Up Voices For Choices, organizes advocates and supporters who believe children should be educated based on how they learn, rather than where they live. This includes parents and students who utilize scholarships as well as district, charter, magnet, home and virtual schools. The Step Up Voices For Choices educates, informs and trains parents to be advocates and supporters for the protections and expansion of choice opportunities. Advocacy and civic engagement provides these services to parents of children participating in programs administered by the Organization and to parents utilizing other choice options under contract service agreements with choice advocacy groups.
- **Scholarship Service Contract:** Step Up For Students had contracted with Empower Illinois, an approved 501(c)(3), Scholarship Granting Organization (SGO), in the State of Illinois, that administers the Illinois Invest in Kids Scholarship program, a tax credit scholarship program. Effective November 2017, Step Up For Students had provided scholarship administration services for Empower Illinois, both in-house and through a third-party partner. Empower Illinois can solicit and receive corporate and individual contributions that are entitled to a 75% state tax credit of corporate and individual state income tax. Those contributions, in turn must be spent to provide scholarships to low income Illinois school children in compliance with the Invest in Kids Act. Scholarships are expended when a student attends a participating school. Empower Illinois is allowed to use up to 5% of the contributions collected to administer this program, and Step Up For Students is compensated for its work by Empower Illinois via those administrative funds. The contract between Empower Illinois and Step Up For Students ended on April 10, 2020.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2020)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

- **Hope Scholarship Program:** The Hope Scholarship Program was established by Florida Statute 1002.40, which was created in 2018 to provide the option of private-school scholarships to students in public schools who have experienced acts of bullying and intimidation. Step Up For Students, as an approved Scholarship Funding Organization (SFO), is authorized to administer Hope Scholarships. The Hope Scholarship Program provides that automobile buyers may redirect up to \$105 of their state taxes on each purchase toward an authorized SFO. Those contributions must be used to provide tuition scholarships to participating private schools or a \$750 transportation scholarship to a public school in another district. For the 2020 – 2021 school year and the 2019 – 2020 school year, qualified students received a maximum scholarship of \$9,197. Through the Hope Scholarship Program, 493 and 455 students received scholarships for the 2020 – 2021 school year and the 2019 – 2020 school year, respectively. During the years ended June 30, 2021 and 2020, Step Up For Students collected \$78,182,192 and \$66,843,081, respectively, of eligible contributions. Step Up For Students expended \$2,792,230 and \$806,456 for scholarships during the years ended June 30, 2021 and 2020, respectively. Any unused funds in the Hope Scholarship Program can be used to fund scholarships to students of the Florida Tax Credit Scholarship Program in the next State of Florida fiscal year.
- **Reading Scholarship Program:** The Reading Scholarship Program was established by Florida Statute 1002.411, which was created in 2018 to provide academic support for elementary school students who struggle in reading in district or charter schools. Step Up For Students, as an approved Scholarship Funding Organization (SFO), is authorized to administer the program. The scholarship is available to students in third- through fifth-grade who have scored a Level 1 or 2 on the English Language Arts section of the Florida Standards Assessment (FSA). Each scholarship is worth \$500, which the parent can use to pay for tuition and fees related to part-time tutoring, summer and after-school literacy programs, instructional materials and more. The funding is from direct state appropriation. A Reading Scholarship account is established for each child that is awarded a reading scholarship. Through the Reading Scholarship Program, 4,960 and 6,783 students received scholarships for the 2020 – 2021 school year and the 2019 – 2020 school year, respectively.

During the years ended June 30, 2021 and 2020, Step Up For Students distributed approximately \$1.9 and \$1.3 million, leaving a balance of approximately \$5.5 and \$4.8 million, respectively, which is recorded in the accompanying consolidated statement of financial position as both an asset and liability. Step Up For Students is acting as an agent for this program, therefore, there are no revenues and expenses reported on the accompanying consolidated statement of activities for scholarship funds received and distributed from the State of Florida.

- **Family Empowerment Scholarship:** In May 2019, the Florida State Governor signed into law the Family Empowerment Scholarship, which is intended to help reduce the waiting list for the Florida Tax Credit Scholarship Program and similarly services students from low-income and working-class households. Step Up For Students works directly with the State of Florida Department of Education to administer this scholarship and served approximately 29,853 K-12 students and 18,000 K-12 students for the 2020 – 2021 and 2019 – 2020 school years, respectively.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2020)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

**Administrative fee for management of Florida Scholarship Programs:** In accordance with the provisions of the Florida Statutes, Step Up For Students can receive an administrative fee not to exceed 3% of scholarships awarded for the management of all Florida Scholarship Programs. For determining the income eligibility for the Family Empowerment Scholarship Program, Step Up For Students receives 1% in administrative fees.

During the years ended June 30, 2021 and 2020, total scholarships awarded to students was 180,898 and 176,352, which resulted in \$33,626,028 and \$35,182,186, respectively, of administrative fees. This administrative fee was used to manage the Florida Tax Credit Scholarship Program, Hope Scholarship Program, Gardiner Scholarship Program, Reading Scholarship Program and the determination of eligibility for the Family Empowerment Scholarship Program in the State of Florida.

A summary of the Organization's significant accounting policies follows:

**Principles of consolidation:** The consolidated financial statements include the accounts of Step Up For Students and its wholly-owned subsidiaries, the Alabama Opportunity Scholarship Fund, LLC, C2 Opportunity Scholarships, LLC and Academics+ Opportunity Scholarship Fund, LLC. In addition, the consolidated financial statements include the accounts of Alabama Opportunity Action Fund, which was affiliated to Step Up For Students through common control and management through March 30, 2021. All significant intercompany transactions have been eliminated in consolidation.

**Comparative financial statements:** The consolidated financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's consolidated financial statements for the year ended June 30, 2020, from which the summarized information was derived.

**Use of estimates:** The presentation of financial statements in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and support, and expenses during the reporting period. Actual results could differ from those estimates.

**Basis of presentation:** The accompanying consolidated financial statements have been prepared on the accrual basis of accounting.

A not-for-profit organization is required to report information regarding its financial position and activities according to two classes of net assets: without donor restrictions and with donor restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

**Net assets without donor restrictions:** Net assets that are not subject to donor-imposed stipulations, but may be designated for specific purposes by action of the Board of Directors.

**Net assets with donor restrictions:** Net assets subject to donor-imposed stipulations that may or will be met either by actions of the Organization, passage of time, or permanently maintained by the Organization. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statement of activities as net assets released from restrictions.



## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2020)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

**Cash and cash equivalents:** For purposes of the consolidated statement of cash flows, the Organization considers all short-term securities purchased with an original maturity of three months or less to be cash equivalents. Cash and cash equivalents excludes funds held in trust for students.

The Organization maintains their cash accounts at commercial banks, which are insured by the Federal Deposit Insurance Corporation (FDIC). Balances exceed amounts insured by the FDIC and the Organization has not experienced any losses on such accounts. To help reduce any potential losses, excess balances are swept into a money market fund, which is invested in U.S. Government Obligations.

**Pledges receivable, contributions and grants:** Contributions and grants are recorded in the period received at fair value as net assets without donor restrictions or net assets with donor restrictions support depending on the existence or nature of any donor restrictions. Contributions and grants that are restricted by the donor are reported as increases in net assets with donor restrictions depending on the nature of the restrictions. When time restrictions expire or purpose restrictions are fulfilled, net assets with donor restrictions are reclassified to net assets without donor restrictions.

Unconditional promises to give (pledges) are recognized as support in the period received at fair value. Conditional promises to give are recognized when the conditions on which they depend are substantially met. The Organization uses the allowance method to determine uncollectible pledges receivable. The allowance is established based upon management's analysis of specific pledges and other economic factors. The Organization has received promises to give from corporations for the Florida Tax Credit Scholarship Program, from corporations and individuals for the Alabama Tax Credit Scholarship Program, and from private foundations.

Pledges, which become uncollectible or for which an allowance is established in the year of the pledge, are written off against contribution revenue. Pledges which become uncollectible in subsequent years are charged to the allowance for uncollectible pledges.

Contributed services are recognized and reported at fair value in the period received, if the services received create or enhance non-financial assets or require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by contribution. There were no contributed services for the years ended June 30, 2021 and 2020.

**Accounts and grants receivable:** Accounts and grants receivable are stated at net realizable value. The Organization uses the allowance method to determine uncollectible accounts receivable. The allowance is established based upon management's analysis of specific accounts and other economic factors. In the opinion of management, an allowance for uncollectible accounts of \$220,734 and \$314,830 was considered necessary at June 30, 2021 and 2020, respectively.

**Restricted certificate of deposit:** Restricted certificate of deposit held by the Organization represents funds required to be set aside by the lessor relating to an office lease signed by the Organization for collateral and is carried at amortized cost.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2020)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

**Property and equipment:** Property and equipment are recorded at cost when purchased or at fair value at the date of gift, if contributed. Depreciation of property and equipment is computed using the straight-line method of accounting over the estimated useful lives of the depreciable assets. Routine maintenance and repair costs are charged to expense as incurred, while major replacements and improvements are capitalized as additions to the related assets. When assets are sold or retired, the related cost and accumulated depreciation are removed from the accounts and gains or losses from dispositions are credited or charged to income.

**Impairment of long-lived assets:** The carrying value of property and equipment is reviewed for impairment whenever events or changes in circumstances indicate such value may not be recoverable. Recoverability of assets or asset groups to be held and used is measured by a comparison of the carrying amount of an asset or asset group to future net cash flows expected to be generated by the asset or asset group. If such assets or asset groups are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the fair value of the assets or asset group. Assets or asset groups to be disposed of are reported at the lower of the carrying amount or fair value less cost to sell. No impairment of the Organization's long-lived assets or asset groups have been recognized during the years ended June 30, 2021 and 2020.

**Funds held in trust for students and funds held in trust for students liability:** Funds held in trust for students and funds held in trust for students liability represents funds received for the Gardiner Scholarship Program and the Reading Scholarship Program. A Gardiner Scholarship account is established for each child that is awarded a special needs scholarship and a Reading Scholarship account is established for each child that is awarded a reading scholarship. As parents use these funds in accordance with State of Florida guidelines, the asset and liability are reduced accordingly. The following represents a breakout of the funds held in trust for students and funds held in trust for students liability at June 30, 2021 and 2020:

	2021	2020
Gardiner Scholarship Program	\$ 136,757,928	\$ 104,456,099
Reading Scholarship Program	5,471,839	4,820,087
	<u>\$ 142,229,767</u>	<u>\$ 109,276,186</u>

**Functional expenses:** The costs of providing the various programs and supporting services have been summarized on a functional basis in the consolidated statement of activities and in the consolidated statement of functional expenses. Accordingly, certain costs have been allocated among the various programs and supporting services benefited. Salaries and related payroll expenses are allocated among functional categories based on the estimated proportion of time spent to each function. All other expenses are allocated based on management's estimate of the relative functional activity.

**Income taxes:** Step Up For Students is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and from state income taxes under similar provisions of the Florida Statutes. Accordingly, no provision for federal and state income taxes has been recorded in the accompanying consolidated financial statements. Step Up For Students has made an election under Section 501(h) of the Internal Revenue Code, which permits certain eligible 501(c)(3) organizations to make limited expenditures to influence legislation. Step Up For Students would be subject to an excise tax if it spends more than the amounts permitted. Such limits have not been exceeded.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2020)

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#### Note 1. Nature of Organization and Significant Accounting Policies (Continued)

The Alabama Opportunity Scholarship Fund, C2 and Academics+ are disregarded entities for federal and state income tax purposes and, therefore, reports all federal and state tax information through Step Up For Students. Accordingly, no provision for federal and state income taxes has been recorded in the accompanying consolidated financial statements.

The Organization follows accounting standards relating to accounting for uncertainty in income taxes. Management assessed whether there were any uncertain tax positions which may give rise to income tax liabilities and determined that there were no such matters requiring recognition in the accompanying consolidated financial statements. Generally, the Organization is no longer subject to U.S. federal or state income tax examinations by tax authorities for years before June 30, 2018.

**Recent accounting pronouncements:** In September 2020, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2020-07, *Not-for-Profit Entities (Topic 958): Presentation and Disclosure by Not-for-Profit Entities for Contributed Nonfinancial Assets*. This ASU is intended to improve transparency in the reporting of contributed nonfinancial assets, also known as gifts-in-kind, for not-for-profit entities. The ASU will require a not-for-profit organization to present contributed nonfinancial assets as a separate line item in the statement of activities, apart from contributions of cash or other financial assets. The ASU will also require enhanced disclosure, including disaggregation of nonfinancial assets recognized by category and qualitative information about each category. The amendments in this ASU will be applied on a retrospective basis and are effective for annual reporting periods beginning after June 15, 2021. The Organization is currently evaluating the impact this ASU will have on its consolidated financial statements.

The FASB has issued certain new or modifications to, or interpretations of, existing accounting guidance in addition to the ASU described above. The Organization has considered the new pronouncements and does not believe that any other new or modified guidance will have a material impact on the Organization's reported financial position or activities in the near term.

**Newly adopted accounting pronouncements:** In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*, requiring an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. On July 1, 2020, the Organization adopted ASU 2014-09 under the modified retrospective approach which allows the cumulative effect to be recognized as of the date of initial application. The Organization has determined that the adoption of ASU 2014-09 did not result in an adjustment to net assets and did not have a significant effect on the amount and timing of revenue recognition for the year ended June 30, 2021.

In February 2016, the FASB issued its new lease accounting guidance in ASU 2016-02, *Leases (Topic 842)*. Under the new guidance, lessees will be required to recognize the following for all leases (with the exception of short-term leases) at the commencement date: (1) A lease liability, which is a lessee's obligation to make lease payments arising from a lease, measured on a discounted basis; and (2) A right-of-use asset, which is an asset that represents the lessee's right to use, or control the use of, a specified asset for the lease term. Lessees will no longer be provided with a source of off-balance sheet financing. This ASU is effective for fiscal years beginning after December 15, 2021, and can be applied either retrospectively to all periods presented or prospectively. The Organization has elected to early adopt this ASU and accordingly, a right-of-use lease assets and a right-of-use lease liabilities have been recognized in the consolidated statement of financial position.

**Subsequent events:** Management has assessed subsequent events through December 28, 2021, the date the consolidated financial statements were available to be issued.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2020)

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#### Note 2. Tax Credit Scholarship Programs and Scholarships Awarded

**Florida Tax Credit Scholarship Program and Scholarships Awarded** – In accordance with the provisions of the Florida Statutes, Scholarship Funding Organizations can receive an administrative fee not to exceed 3% of scholarships awarded for the management of all Florida Scholarship Programs (see Note 1 – Administrative fee for management of Florida Scholarship Programs). Scholarship Funding Organizations must expend for annual or partial-year scholarships an amount equal to or greater than 75% of the net eligible contributions remaining after administrative expenses during the year in which such contributions are collected. No more than 25% of such net eligible contributions may be carried forward for expenditure to the following year. Step Up For Students expended \$651,549,789 and \$658,496,253 for scholarships during the years ended June 30, 2021 and 2020, respectively. During the years ended June 30, 2021 and 2020, Step Up For Students received transferred funds from another SFO amounting to \$10,256,800 and \$4,886,275, respectively, in which Step Up For Students claimed \$0 in administrative allowance during the years ended June 30, 2021 and 2020.

Scholarships under the Florida Tax Credit Scholarship Program are awarded annually to qualified students. To qualify for a scholarship, a student and the parents or guardian of that student must meet economic need requirements, enroll in an eligible private school and comply with certain other responsibilities for program participation. Scholarships for the 2020 – 2021 school year and 2019 – 2020 school year could not exceed \$9,197. As of the 2020 – 2021 school year, scholarship payments were made to the schools after parent approval via ACH in quarterly installments. For the 2019 – 2020 school year, the first three quarterly scholarship payments were issued via check, which were payable to the student's parent or guardian and the private school. Step Up For Students received a waiver from the Florida Department of Education to waive parent approval and endorsement of payment for the final scholarship payment for 2019 – 2020 school year and those payments were paid via ACH due to COVID-19. No waiver was granted for the 2020 – 2021 school year and all quarterly scholarship payments were made via ACH after parent approval. For the Florida Tax Credit Scholarship Program, schools continue to verify student attendance and that the students' parents or guardians have complied with their responsibilities under the program.

**Alabama Tax Credit Scholarship Program and Scholarships Awarded** – The Alabama Accountability Act of 2013 and the Administrative Rulings by the Alabama Department of Revenue permit Scholarship Granting Organizations participating in the Alabama Tax Credit Scholarship Program to use up to 5% of eligible contributions received for administrative expenses. Scholarship Granting Organizations must expend for scholarships an amount equal to or greater than 95% of the net eligible contributions remaining after administrative expenses. During the year ended June 30, 2021, the Alabama Opportunity Scholarship Fund collected \$2,942,434 of eligible contributions. The Alabama Opportunity Scholarship Fund claimed an administrative allowance of \$147,122 and expended \$2,681,854 for scholarships during the year ended June 30, 2021. During the year ended June 30, 2020, the Alabama Opportunity Scholarship Fund collected \$2,957,747 of eligible contributions. The Alabama Opportunity Scholarship Fund claimed an administrative allowance of \$147,887 and expended \$7,992,191 for scholarships during the year ended June 30, 2020.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2020)

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#### Note 2. Tax Credit Scholarship Programs and Scholarships Awarded (Continued)

During the year ended June 30, 2021, C2 collected \$353,536 of eligible contributions. C2 claimed an administrative allowance of \$17,677 and expended \$554,804 for scholarships during the year ended June 30, 2021. During the year ended June 30, 2020, C2 collected \$396,980 of eligible contributions. C2 claimed an administrative allowance of \$19,849 and expended \$250,802 for scholarships during the year ended June 30, 2020. During the year ended June 30, 2021, Academics+ collected \$15,264 of eligible contributions. Academics+ claimed an administrative allowance of \$763 and expended \$89,703 for scholarships during the year ended June 30, 2021. During the year ended June 30, 2020, Academics+ collected \$79,192 of eligible contributions. Academics+ claimed an administrative allowance of \$3,960 and there were no amounts expended for scholarships during the year ended June 30, 2020.

Scholarships under the Alabama Tax Credit Scholarship Program are awarded annually to qualified students. To qualify for a scholarship, a student and the parents or guardian of that student must meet economic need requirements, enroll in an eligible private school and comply with certain other responsibilities for program participation.

#### Note 3. Property and Equipment

Property and equipment consisted of the following at June 30:

	2021	2020
Furniture and equipment	\$ 941,272	\$ 1,383,067
Software	8,312,410	4,159,525
Leasehold improvements	47,544	47,544
	<u>9,301,226</u>	<u>5,590,136</u>
Less accumulated depreciation	(2,793,362)	(2,561,870)
	<u>\$ 6,507,864</u>	<u>\$ 3,028,266</u>

In 2021, Step Up For Students had an increase in Software, which is the result of the Organization's investment in a new software platform to better serve our scholarship students and families. The platform will contain student accounts and will be the platform on which payments to schools, providers, and parents will be recorded. This will be cloud-based, which will allow Step Up For Students to better manage future growth in programs, while enhancing the student/family experience and supporting schools and providers. The new platform will have an artificial intelligence component and workflows to provide a more modern, faster experience for users.

Depreciation expense for the years ended June 30, 2021 and 2020, was \$852,816 and \$854,014, respectively.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2020)

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#### Note 4. Line of Credit

Step Up For Students has a \$62,000,000 line of credit agreement with a bank bearing interest at the one-month LIBOR interest rate plus 1% (1.13% at June 30, 2021). Interest on the line of credit is payable monthly and matures on September 26, 2022. The line of credit is collateralized by substantially all the assets of Step Up For Students. The Organization maintains \$60,000,000 of the line of credit for the purpose of funding Florida Tax Credit Scholarship commitments in the event that expected contributions from donors are delayed and \$2,000,000 for operating liquidity. There was no outstanding balance on the line of credit at June 30, 2021 and 2020.

#### Note 5. Net Assets

Net assets without donor restrictions are available for the following purposes at June 30:

	2021	2020
Undesignated	\$ 18,684,216	\$ 13,567,714

Net assets with donor restrictions are available for the following purposes at June 30:

	2021	2020
Florida Tax Credit Scholarship Program	\$ 569,597,455	\$ 357,139,958
Hope Scholarship	175,176,200	103,689,337
Alabama Tax Credit Scholarship Program	2,489,372	2,709,932
Communications, Policy and Public Affairs	157,356	416,621
	<u>\$ 747,420,383</u>	<u>\$ 463,955,848</u>

Net assets with donor restrictions were released from donor restrictions by incurring expenses satisfying the purpose specified by donors as follows:

	2021	2020
Florida Tax Credit Scholarship Program	\$ 663,672,656	\$ 679,082,410
Hope Scholarship	2,792,230	806,456
Alabama Tax Credit Scholarship Program	3,386,732	8,817,978
Communications, Policy and Public Affairs	640,265	1,539,896
	<u>\$ 670,491,883</u>	<u>\$ 690,246,740</u>

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2020)

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#### Note 6. Commitments

The Organization leases certain office equipment and office space under operating leases, which expire at various dates through February 2026. Rent expense for the years ended June 30, 2021 and 2020, was \$1,030,307 and \$1,015,910, respectively.

During 2021, the Organization adopted ASU 2016-02, *Leases* (Topic 842), resulting in a right-of-use lease liabilities and a right-of-use lease assets recorded in the consolidated statement of financial position as of June 30, 2021 for all of the aforementioned leases. The leases are considered to be operating leases under the provision of ASU 2016-02. The interest rate used to discount the future minimum payments of the leases as of June 30, 2021 was 3.85%.

The right-to-use lease liabilities and its maturity analysis are summarized as follows as of June 30, 2021:

Years ending June 30:	
2022	\$ 430,115
2023	238,381
2024	240,818
2025	225,631
2026	95,323
Total minimum payments required	<u>1,230,268</u>
Less amounts representing interest	<u>(82,965)</u>
Present value of minimums lease payment	<u>\$ 1,147,303</u>

Future minimum lease payments, excluding any renewal terms which have not yet been exercised, are summarized as follows as of June 30, 2021:

Years ending June 30:	
2022	\$ 430,115
2023	238,381
2024	240,818
2025	225,631
2026	95,323
	<u>\$ 1,230,268</u>

## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2020)

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#### Note 7. Liquidity and Availability of Resources

As of June 30, 2021 and 2020, the following reflects the Organization's financial assets, reduced by amounts not available for general use because of contractual or donor-imposed restrictions, within one year of June 30, 2021 and 2020.

	2021	2020
Financial assets, at year-end		
Cash and cash equivalents	\$ 143,976,692	\$ 71,827,719
Pledges receivable, net	621,135,859	402,513,651
Accounts and grants receivable, net	2,575,907	3,398,534
Less those unavailable for general expenditures within one year, due to:		
Contractual or donor-imposed restrictions:		
Restricted by donors with purpose restrictions	(747,420,383)	(463,955,848)
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 20,268,075</u>	<u>\$ 13,784,056</u>

The Organization's goal is to manage its tax-credited fundraising and associated scholarship commitments such that as many students as possible receive a scholarship while maintaining at least a 5% reserve of the funds received. The purpose of that reserve is to accommodate for timing differences and potential rescindments by donors. The Organization has managed scholarship commitments for the next school year accordingly to maintain the targeted reserve.

Historically, the Organization pays scholarship payments four times per year during the school year, the timing for which is established based on historical fundraising trends such that sufficient donations are received prior to each payment. Donations received between scholarship payments are invested in short term U.S. Treasury instruments, the interest from which is designated to fund scholarships.

The Company maintains a \$62 million line of credit of which \$60 million is restricted for the purpose of funding scholarship commitments in the event that expected contributions from donors are delayed and \$2 million for short-term operating liquidity.

During the year ended June 30, 2021, the Organization had approximately \$5.5 million outstanding in scholarship commitments for 1,862 scholarship recipients. The scholarship commitments have been recorded as scholarship expense and included in accounts payable at June 30, 2021. During the years ended June 30, 2021 and 2020, all scholarships were paid from donations received and the Organization carried forwarded approximately \$83 million and \$16 million of scholarship funds, respectively, for future scholarships.



## Step Up For Students, Inc. and Subsidiaries

### Notes to Consolidated Financial Statements

(With Summarized Comparative Information as of or for the Year Ended June 30, 2020)

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#### Note 8. Major Donors

*Step Up For Students:* Contributions from one major donor accounted for approximately 18.9% of contributions and grants – Florida Tax Credit Scholarship Program during the year ended June 30, 2021. At June 30, 2021, approximately 26.5% of pledges receivable are due from this major donor and an additional two donors account for approximately 24.6% of pledges receivable. Contributions from one major donor accounted for approximately 29.2% of contributions and grants – Florida Tax Credit Scholarship Program during the year ended June 30, 2020. At June 30, 2020, approximately 35.3% of pledges receivable are due from this major donor.

*Alabama Opportunity Scholarship Fund:* Contributions from one major donor accounted for approximately 10.2% of contributions and grants – Alabama Tax Credit Scholarship Program during the year ended June 30, 2021. Contributions from one major donor accounted for approximately 50.8% of contributions and grants – Alabama Tax Credit Scholarship Program during the year ended June 30, 2020.

*C2:* Contributions from one major donor accounted for approximately 14.2% of contributions and grants – Alabama Tax Credit Scholarship Program during the year ended June 30, 2021. Contributions from two major donors accounted for approximately 30.0% of contributions and grants – Alabama Tax Credit Scholarship Program during the year ended June 30, 2020.

*Academics+:* Contributions from four major donors accounted for approximately 90.3% of contributions and grants – Alabama Tax Credit Scholarship Program during the year ended June 30, 2021. Contributions from two major donors accounted for approximately 33.3% of contributions and grants – Alabama Tax Credit Scholarship Program during the year ended June 30, 2020.

#### Note 9. Retirement Plan

The Organization has a defined contribution 401(k) Savings Plan (the Plan). All employees who meet certain age and service requirements are eligible to participate in the Plan. The Plan provides for salary reduction contributions from employees up to the federal tax limit according to the Internal Revenue Code. In addition, there could be additional retirement benefits from discretionary employer contributions. Contributions to this Plan for the years ended June 30, 2021 and 2020, were \$580,172 and \$760,230, respectively, which is included in payroll taxes and employee benefits in the accompanying consolidated statement of functional expenses.

#### Note 10. COVID-19

On January 30, 2020, the World Health Organization declared the coronavirus outbreak (COVID-19) a “Public Health Emergency of International Concern” and on March 11, 2020, declared COVID-19 a pandemic. The extent to which COVID-19 impacts the operations of the Organization in the future will depend on future developments, which are highly uncertain and cannot be predicted with confidence, including the duration of the outbreak, new information that may emerge concerning the severity of COVID-19, the actions taken to contain COVID-19 or treat its impact, and the impact of each of these items on the economies and financial markets in the United States. In particular, the continued spread of COVID-19 could adversely impact the Organization’s operations, including among others, contributions and grants revenue, and may have a material adverse effect on the financial condition, results of operations and cash flows of the Organization.

## Step Up For Students, Inc. and Subsidiaries

### Consolidating Statement of Financial Position June 30, 2021

	Step Up For Students, Inc.	Alabama Opportunity Scholarship Fund, LLC	C2 Opportunity Scholarships, LLC	Academics+ Opportunity Scholarship Fund, LLC	Alabama Opportunity Action Fund	Consolidated
<b>Assets</b>						
Current assets:						
Cash and cash equivalents	\$ 141,367,476	\$ 2,317,489	\$ 291,727	\$ -	\$ -	\$ 143,976,692
Pledges receivable, net	621,135,859	-	-	-	-	621,135,859
Accounts and grants receivable, net	2,571,450	4,457	-	-	-	2,575,907
Prepaid expenses and other assets	542,434	-	-	-	-	542,434
Funds held in trust for students	142,229,767	-	-	-	-	142,229,767
<b>Total current assets</b>	<b>907,846,986</b>	<b>2,321,946</b>	<b>291,727</b>	<b>-</b>	<b>-</b>	<b>910,460,659</b>
Restricted certificate of deposit	116,000	-	-	-	-	116,000
Right-of-use lease assets, net	1,135,226	-	-	-	-	1,135,226
Property and equipment, net	6,314,883	192,981	-	-	-	6,507,864
<b>Total assets</b>	<b>\$ 915,413,095</b>	<b>\$ 2,514,927</b>	<b>\$ 291,727</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 918,219,749</b>
<b>Liabilities and Net Assets</b>						
Current liabilities:						
Accounts payable	\$ 5,726,903	\$ -	\$ -	\$ -	\$ -	\$ 5,726,903
Accrued expenses	2,986,577	19,000	5,600	-	-	3,011,177
Funds held in trust for students liability	142,229,767	-	-	-	-	142,229,767
Current portion of right-of-use lease obligations	396,023	-	-	-	-	396,023
<b>Total current liabilities</b>	<b>151,339,270</b>	<b>19,000</b>	<b>5,600</b>	<b>-</b>	<b>-</b>	<b>151,363,870</b>
Right-of-use lease obligations, net of current portion	751,280	-	-	-	-	751,280
<b>Total liabilities</b>	<b>152,090,550</b>	<b>19,000</b>	<b>5,600</b>	<b>-</b>	<b>-</b>	<b>152,115,150</b>
Net assets:						
Without donor restrictions	18,391,534	265,699	26,983	-	-	18,684,216
With donor restrictions	744,931,011	2,230,228	259,144	-	-	747,420,383
<b>Total net assets</b>	<b>763,322,545</b>	<b>2,495,927</b>	<b>286,127</b>	<b>-</b>	<b>-</b>	<b>766,104,599</b>
<b>Total liabilities and net assets</b>	<b>\$ 915,413,095</b>	<b>\$ 2,514,927</b>	<b>\$ 291,727</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 918,219,749</b>

## Step Up For Students, Inc. and Subsidiaries

### Consolidating Statement of Activities Year Ended June 30, 2021

	Step Up For Students, Inc.			Alabama Opportunity Scholarship Fund, LLC		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Revenues and support:						
Contributions and grants:						
Florida Tax Credit Scholarship Program	\$ 29,721,083	\$ 863,897,446	\$ 893,618,529	\$ -	\$ -	\$ -
Hope Scholarship Program	3,904,945	74,277,247	78,182,192	-	-	-
Alabama Tax Credit Scholarship Program	-	-	-	147,122	2,795,312	2,942,434
Grants and other contributions	463,690	12,597,963	13,061,653	3,451	28,000	31,451
Other revenue and interest income	188,991	17,590	206,581	1,500	-	1,500
Net assets released from restrictions	666,976,617	(666,976,617)	-	2,737,195	(2,737,195)	-
<b>Total revenues and support</b>	<b>701,255,326</b>	<b>283,813,629</b>	<b>985,068,955</b>	<b>2,889,268</b>	<b>86,117</b>	<b>2,975,385</b>
Expenses:						
Program services:						
Florida Tax Credit Scholarship Program	674,219,170	-	674,219,170	-	-	-
Gardiner Scholarship Program	4,615,680	-	4,615,680	-	-	-
Hope Scholarship Program	3,582,585	-	3,582,585	-	-	-
Alabama Tax Credit Scholarship Program	-	-	-	2,894,627	-	2,894,627
Communications, Policy and Public Affairs	1,804,593	-	1,804,593	-	-	-
Student Learning and Partner Success	1,652,137	-	1,652,137	-	-	-
Family Empowerment Scholarship	768,983	-	768,983	-	-	-
Reading Scholarship Program	711,856	-	711,856	-	-	-
Advocacy and Civic Engagement	45,416	-	45,416	11,350	-	11,350
<b>Total program services</b>	<b>687,400,420</b>	<b>-</b>	<b>687,400,420</b>	<b>2,905,977</b>	<b>-</b>	<b>2,905,977</b>
Supporting services:						
General and administrative	6,615,921	-	6,615,921	42,210	-	42,210
Development and fundraising	2,085,388	-	2,085,388	16,018	-	16,018
<b>Total supporting services</b>	<b>8,701,309</b>	<b>-</b>	<b>8,701,309</b>	<b>58,228</b>	<b>-</b>	<b>58,228</b>
<b>Total expenses</b>	<b>696,101,729</b>	<b>-</b>	<b>696,101,729</b>	<b>2,964,205</b>	<b>-</b>	<b>2,964,205</b>
<b>Change in net assets</b>	<b>5,153,597</b>	<b>283,813,629</b>	<b>288,967,226</b>	<b>(74,937)</b>	<b>86,117</b>	<b>11,180</b>
Net assets:						
Beginning	13,237,937	461,117,382	474,355,319	340,636	2,144,111	2,484,747
Ending	\$ 18,391,534	\$ 744,931,011	\$ 763,322,545	\$ 265,699	\$ 2,230,228	\$ 2,495,927

## Step Up For Students, Inc. and Subsidiaries

### Consolidating Statement of Activities (Continued) Year Ended June 30, 2021

	C2 Opportunity Scholarships, LLC			Academics+ Opportunity Scholarship Fund, LLC			Alabama Opportunity Action Fund			Consolidated
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	
Revenues and support:										
Contributions and grants:										
Florida Tax Credit Scholarship Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 893,618,529
Hope Scholarship Program	-	-	-	-	-	-	-	-	-	78,182,192
Alabama Tax Credit Scholarship Program	17,677	333,359	351,036	763	9,501	10,264	-	-	-	3,303,734
Grants and other contributions	25,000	-	25,000	-	-	-	-	-	-	13,118,104
Other revenue and interest income	-	-	-	-	-	-	-	-	-	208,081
Net assets released from restrictions	559,804	(559,804)	-	89,733	(89,733)	-	128,534	(128,534)	-	-
<b>Total revenues and support</b>	<b>602,481</b>	<b>(226,445)</b>	<b>376,036</b>	<b>90,496</b>	<b>(80,232)</b>	<b>10,264</b>	<b>128,534</b>	<b>(128,534)</b>	<b>-</b>	<b>988,430,640</b>
Expenses:										
Program services:										
Florida Tax Credit Scholarship Program	-	-	-	-	-	-	-	-	-	674,219,170
Gardiner Scholarship Program	-	-	-	-	-	-	-	-	-	4,615,680
Hope Scholarship Program	-	-	-	-	-	-	-	-	-	3,582,585
Alabama Tax Credit Scholarship Program	544,056	-	544,056	89,665	-	89,665	-	-	-	3,528,348
Communications, Policy and Public Affairs	-	-	-	-	-	-	128,534	-	128,534	1,933,127
Student Learning and Partner Success	-	-	-	-	-	-	-	-	-	1,652,137
Family Empowerment Scholarship	-	-	-	-	-	-	-	-	-	768,983
Reading Scholarship Program	-	-	-	-	-	-	-	-	-	711,856
Advocacy and Civic Engagement	325	-	325	-	-	-	-	-	-	57,091
<b>Total program services</b>	<b>544,381</b>	<b>-</b>	<b>544,381</b>	<b>89,665</b>	<b>-</b>	<b>89,665</b>	<b>128,534</b>	<b>-</b>	<b>128,534</b>	<b>691,068,977</b>
Supporting services:										
General and administrative	15,640	-	15,640	4,608	-	4,608	-	-	-	6,678,379
Development and fundraising	37	-	37	804	-	804	-	-	-	2,102,247
<b>Total supporting services</b>	<b>15,677</b>	<b>-</b>	<b>15,677</b>	<b>5,412</b>	<b>-</b>	<b>5,412</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>8,780,626</b>
<b>Total expenses</b>	<b>560,058</b>	<b>-</b>	<b>560,058</b>	<b>95,077</b>	<b>-</b>	<b>95,077</b>	<b>128,534</b>	<b>-</b>	<b>128,534</b>	<b>699,849,603</b>
<b>Change in net assets</b>	<b>42,423</b>	<b>(226,445)</b>	<b>(184,022)</b>	<b>(4,581)</b>	<b>(80,232)</b>	<b>(84,813)</b>	<b>-</b>	<b>(128,534)</b>	<b>(128,534)</b>	<b>288,581,037</b>
Net assets:										
Beginning	(15,440)	485,589	470,149	4,581	80,232	84,813	-	128,534	128,534	477,523,562
Ending	\$ 26,983	\$ 259,144	\$ 286,127	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 766,104,599

Step Up For Students, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance  
Year Ended June 30, 2021

Grantor/Pass-Through Grantor/Program Title	Assistance Listing Number	Contract/ Grant Number	Amounts Provided to Subrecipients	Federal Expenditures
<b>Federal Awards:</b>				
U.S. Department of Education:				
Passed-through the following:				
Florida Department of Education:				
Education Stabilization Funds – Governor’s Emergency				
Education Relief (GEER) Fund				
	84.425C	92X-1230A-1D001	\$ 12,216,963	\$ 12,339,134
<b>Total expenditures of federal awards</b>			<u>\$ 12,216,963</u>	<u>\$ 12,339,134</u>
Grantor/Pass-Through Grantor/Program Title	State CSFA Number	Contract/ Grant Number	Amounts Provided to Subrecipients	State Expenditures
<b>State Financial Assistance:</b>				
Florida Department of Education and Commissioner of Education:				
Direct programs:				
Gardiner Scholarship Program				
	48.113	92X-90025-1D001	\$ -	\$ 144,955,495
Reading Scholarship Accounts Program				
	48.157	92X-90550-1D001	-	1,894,634
<b>Total expenditures of state financial assistance</b>			<u>\$ -</u>	<u>\$ 146,850,129</u>
<b>Total expenditures of federal awards and state financial assistance</b>			<u>\$ 12,216,963</u>	<u>\$ 159,189,263</u>

See notes to schedule of expenditures of federal awards and state financial assistance.

## Step Up For Students, Inc. and Subsidiaries

### Notes to Schedule of Expenditures of Federal Awards and State Financial Assistance Year Ended June 30, 2021

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#### **Note 1. Basis of Presentation**

The accompanying schedule of expenditures of federal awards and state financial assistance (the Schedule) includes the federal award and state financial assistance project activity of Step Up For Students, Inc. and its subsidiaries (the Organization), under programs of the federal government and the State of Florida for the year ended June 30, 2021. The information in this Schedule is presented in accordance with the requirements of Title 2 *U.S. Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance) and the State of Florida Chapter 10.650, *Rules of the Auditor General*. Because the Schedule presents only a selected portion of the operations of the Organization, it is not intended to and does not present the financial position, changes in net assets or cash flows of the Organization.

#### **Note 2. Summary of Significant Accounting Policies**

Expenditures reported on the Schedule are recognized on the accrual basis of accounting. Such expenditures are reported following the cost principles contained in the Uniform Guidance and cost principles established by the State of Florida Department of Financial Services, wherein certain types of expenditures are not allowable or are limited as to reimbursement. Pass-through entity identifying numbers (contract or grant number) are presented where available.

Step Up For Students is acting as an agent for the Gardiner Scholarship Program; therefore, there are no revenues and expenses reported on the accompanying consolidated statement of activities for scholarship funds received and distributed from the State of Florida. The expenditures reported as state financial assistance on the Schedule represent amounts distributed for reimbursement of program-related educational expenditures on behalf of eligible children, which totaled \$144,955,495.

Step Up For Students is acting as an agent for the Reading Scholarship Accounts Program; therefore, there are no revenues and expenses reported on the accompanying consolidated statement of activities for scholarship funds received and distributed from the State of Florida. The expenditures reported as state financial assistance on the Schedule represent amounts distributed for reimbursement of program-related expenditures on behalf of eligible children, which totaled \$1,894,634.

#### **Note 3. Indirect Cost Rate**

The Organization has elected not to use the 10% de minimis indirect cost rate as allowed under the Uniform Guidance.



RSM US LLP

**Report on Internal Control Over Financial Reporting  
and on Compliance and Other Matters Based on an Audit of Financial  
Statements Performed in Accordance With *Government Auditing Standards***

**Independent Auditor's Report**

Board of Directors  
Step Up For Students, Inc.

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the consolidated financial statements of Step Up For Students, Inc. and its subsidiaries (the Organization), which comprise the consolidated statement of financial position as of June 30, 2021, and the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements (collectively, the financial statements), and have issued our report thereon dated December 28, 2021.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Organization's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit, we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

**Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the Organization's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

**Purpose of This Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

*RSM US LLP*

Orlando, Florida  
December 28, 2021





RSM US LLP

**Report on Compliance for Each Major Federal Program and State Financial Assistance Project  
and Report on Internal Control Over Compliance Required by the Uniform Guidance  
and State of Florida Chapter 10.650, *Rules of the Auditor General***

**Independent Auditor's Report**

Board of Directors  
Step Up For Students, Inc.

**Report on Compliance for Each Major Federal Program and State Financial Assistance Project**

We have audited Step Up For Students, Inc. and its subsidiaries' (the Organization) compliance with the types of compliance requirements described in the *OMB Compliance Supplement* and in the State of Florida's *Department of Financial Services' State Projects Compliance Supplement* that could have a direct and material effect on each of the Organization's major federal programs and state financial assistance projects for the year ended June 30, 2021. The Organization's major federal programs and state financial assistance projects are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

**Management's Responsibility**

Management is responsible for compliance with federal and state statutes, regulations, and the terms and conditions of its federal awards and state financial assistance applicable to its federal programs and state financial assistance projects.

**Auditor's Responsibility**

Our responsibility is to express an opinion on compliance for each of the Organization's major federal programs and state financial assistance projects based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; the audit requirements of Title 2 *U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance); and the State of Florida Chapter 10.650, *Rules of the Auditor General* (Chapter 10.650). Those standards, the Uniform Guidance and Chapter 10.650, require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program or state financial assistance project occurred. An audit includes examining, on a test basis, evidence about the Organization's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program and state financial assistance project. However, our audit does not provide a legal determination of the Organization's compliance.

**Opinion on Each Major Federal Program and State Financial Assistance Project**

In our opinion, the Organization complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs and state financial assistance projects for the year ended June 30, 2021.

## **Report on Internal Control Over Compliance**

Management of the Organization is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Organization's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program and state financial assistance project to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and state financial assistance project and to test and report on internal control over compliance in accordance with the Uniform Guidance and Chapter 10.650, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control over compliance

*A deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program or state financial assistance project on a timely basis. *A material weakness in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program or state financial assistance project will not be prevented, or detected and corrected, on a timely basis. *A significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program or state financial assistance project that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance and Chapter 10.650. Accordingly, this report is not suitable for any other purpose.

*RSM US LLP*

Orlando, Florida  
December 28, 2021

**Step Up For Students, Inc. and Subsidiaries**

**Schedule of Findings and Questioned Costs  
Year Ended June 30, 2021**

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**I. Summary of Auditor's Results**

**Financial Statements**

Type of auditor's report issued on whether the financial statements were prepared in accordance with GAAP:

Unmodified

Internal control over financial reporting:

Material weakness(es) identified?

\_\_\_\_\_ Yes        X   No

Significant deficiency(ies) identified?

\_\_\_\_\_ Yes        X   None Reported

Noncompliance material to financial statements noted?

\_\_\_\_\_ Yes        X   No

**Federal Awards**

Internal control over major program:

Material weakness(es) identified?

\_\_\_\_\_ Yes        X   No

Significant deficiency(ies) identified?

\_\_\_\_\_ Yes        X   None Reported

Type of auditor's report issued on compliance for major program:

Unmodified

Any audit findings disclosed that are required to be reported in accordance with Section 2 CFR 200.516(a)?

\_\_\_\_\_ Yes        X   No

Identification of major federal program:

**Assistance Listing Number(s)**

84.425C

**Name of Federal Program or Cluster**

Education Stabilization Funds – Governor's  
Emergency Education Relief (GEER) Fund

Dollar threshold used to distinguish between type A and type B programs:

\$ 750,000

Auditee qualified as low-risk auditee?

\_\_\_\_\_ Yes        X   No

(Continued)



PUBLIC DISCLOSURE COPY

STEP UP FOR STUDENTS, INC.  
4655 SALISBURY ROAD, NO. 400  
JACKSONVILLE, FL 32256

DEPARTMENT OF THE TREASURY  
INTERNAL REVENUE SERVICE CENTER  
OGDEN, UT 84201-0027



Form **990**

# Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

OMB No. 1545-0047

# 2020

Open to Public Inspection

Department of the Treasury  
Internal Revenue Service

Do not enter social security numbers on this form as it may be made public.  
Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

**A** For the 2020 calendar year, or tax year beginning **JUL 1, 2020** and ending **JUN 30, 2021**

<b>B</b> Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<b>C</b> Name of organization STEP UP FOR STUDENTS, INC. Doing business as Number and street (or P.O. box if mail is not delivered to street address) Room/suite 4655 SALISBURY ROAD 400 City or town, state or province, country, and ZIP or foreign postal code JACKSONVILLE, FL 32256 <b>F</b> Name and address of principal officer: JOE PFOUNTZ SAME AS C ABOVE	<b>D</b> Employer identification number 59-3649371 <b>E</b> Telephone number 904-352-2246 <b>G</b> Gross receipts \$ 988,384,004. <b>H(a)</b> Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <b>H(b)</b> Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list. See instructions <b>H(c)</b> Group exemption number
<b>I</b> Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) ( ) (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		
<b>J</b> Website: WWW.STEPUFORSTUDENTS.ORG		
<b>K</b> Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other		
<b>L</b> Year of formation: 2000		<b>M</b> State of legal domicile: FL

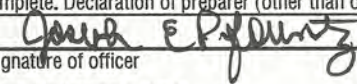
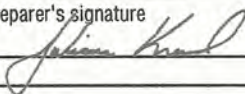
## Part I Summary

<b>Activities &amp; Governance</b>	<b>1</b>	Briefly describe the organization's mission or most significant activities: SEE SCHEDULE O		
	<b>2</b>	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	<b>3</b>	Number of voting members of the governing body (Part VI, line 1a)	<b>3</b>	8
	<b>4</b>	Number of independent voting members of the governing body (Part VI, line 1b)	<b>4</b>	8
	<b>5</b>	Total number of individuals employed in calendar year 2020 (Part V, line 2a)	<b>5</b>	288
	<b>6</b>	Total number of volunteers (estimate if necessary)	<b>6</b>	214
	<b>7a</b>	Total unrelated business revenue from Part VIII, column (C), line 12	<b>7a</b>	0.
	<b>b</b> Net unrelated business taxable income from Form 990-T, Part I, line 11	<b>7b</b>	0.	

			Prior Year	Current Year
			<b>Revenue</b>	<b>8</b>
	<b>9</b>	Program service revenue (Part VIII, line 2g)	1,085,828.	117,810.
	<b>10</b>	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	1,464,788.	25,407.
	<b>11</b>	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	440.	25,811.
	<b>12</b>	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	620,704,672.	988,357,974.
<b>Expenses</b>	<b>13</b>	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	667,545,702.	669,885,344.
	<b>14</b>	Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
	<b>15</b>	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	22,110,458.	19,934,138.
	<b>16a</b>	Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
	<b>b</b>	Total fundraising expenses (Part IX, column (D), line 25) 2,102,247.		
	<b>17</b>	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	30,518,227.	9,843,921.
	<b>18</b>	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	720,174,387.	699,663,403.
	<b>19</b>	Revenue less expenses. Subtract line 18 from line 12	-99,469,715.	288,694,571.
<b>Net Assets or Fund Balances</b>			Beginning of Current Year	End of Year
	<b>20</b>	Total assets (Part X, line 16)	590,867,275.	918,219,749.
	<b>21</b>	Total liabilities (Part X, line 26)	113,472,247.	152,115,150.
	<b>22</b>	Net assets or fund balances. Subtract line 21 from line 20	477,395,028.	766,104,599.

## Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

<b>Sign Here</b>	 Signature of officer	01/05/2022 Date			
	JOE PFOUNTZ, CFO Type or print name and title				
<b>Paid Preparer Use Only</b>	Print/Type preparer's name JULIANA KREUL	Preparer's signature 	Date 01/04/22	Check if self-employed <input type="checkbox"/>	PTIN P01204534
	Firm's name RSM US LLP	Firm's EIN 42-0714325	Firm's address 7351 OFFICE PARK PLACE MELBOURNE, FL 32940-8229	Phone no. 321-751-6200	

May the IRS discuss this return with the preparer shown above? See instructions  Yes  No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III [X]

1 Briefly describe the organization's mission: STEP UP FOR STUDENTS EMPOWERS FAMILIES TO PURSUE AND ENGAGE IN THE MOST APPROPRIATE LEARNING OPTIONS FOR THEIR CHILDREN, WITH AN EMPHASIS ON FAMILIES WHO LACK THE INFORMATION AND FINANCIAL RESOURCES TO ACCESS THESE OPTIONS. BY PURSUING THIS MISSION, WE HELP PUBLIC EDUCATION

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? [ ] Yes [X] No If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? [ ] Yes [X] No If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code: ) (Expenses \$ 674,171,741. including grants of \$ 663,766,753. ) (Revenue \$ ) FLORIDA TAX CREDIT SCHOLARSHIP PROGRAM: IN THE 2020-21 SCHOOL YEAR, 104,165 UNDERPRIVILEGED STUDENTS ATTENDED 1,938 PRIVATE SCHOOLS ON A STEP UP FOR STUDENTS' TAX CREDIT SCHOLARSHIP. THE K-12 SCHOLARSHIP PROGRAM WAS CREATED IN 2001 TO HELP ALLEVIATE THE ENORMOUS EDUCATIONAL CHALLENGES FACED BY CHILDREN WHO LIVE IN POVERTY, AND IT IS NOW THE LARGEST SUCH SCHOLARSHIP IN THE NATION. ELIGIBLE STUDENTS COULD RECEIVE MAXIMUM SCHOLARSHIPS OF \$8,715, DEPENDING ON GRADE LEVEL AND COUNTY RESIDENCE, FOR PRIVATE SCHOOL TUITION AND FEES OR UP TO \$750 IN TRANSPORTATION COSTS TO ATTEND AN OUT-OF-DISTRICT PUBLIC SCHOOL. THE AVERAGE HOUSEHOLD INCOME FOR PARTICIPANTS WAS JUST 24% ABOVE THE FEDERAL POVERTY LEVEL, AND 56% OF THE STUDENTS WERE FROM SINGLE-PARENT HOUSEHOLDS.

4b (Code: ) (Expenses \$ 2,984,292. including grants of \$ 2,771,557. ) (Revenue \$ 1,385. ) THE ALABAMA OPPORTUNITY SCHOLARSHIP FUND (ALOSF) IS A SCHOLARSHIP GRANTING ORGANIZATION FORMED TO IMPLEMENT THE ALABAMA ACCOUNTABILITY ACT. ALOSF AWARDS SCHOLARSHIPS TO ELIGIBLE LOW-INCOME K5-12TH GRADE STUDENTS WITH PRIORITY GIVEN TO STUDENTS WHO ARE ZONED TO ATTEND A FAILING PUBLIC SCHOOL. THE SCHOLARSHIPS PAY FOR PRIVATE SCHOOL TUITION OR TRANSFER FEES TO A NON-FAILING PUBLIC SCHOOL. THE FIRST SCHOLARSHIPS WERE GRANTED FOR THE SEMESTER STARTING JANUARY 2014. ALOSF HAS AWARDED OVER 12,000 SCHOLARSHIPS OVER 6 1/2 YEARS REPRESENTING 46 OF THE 67 COUNTIES IN ALABAMA. THE SCHOLARSHIPS ARE FUNDED BY DONATIONS OF INCOME TAX LIABILITY FROM INDIVIDUALS AND CORPORATIONS WHO RECEIVE AN ALABAMA STATE INCOME TAX CREDIT.

4c (Code: ) (Expenses \$ 4,607,304. including grants of \$ ) (Revenue \$ ) THE GARDINER SCHOLARSHIP ACCOUNT PROGRAM: IN THE 2020-21 SCHOOL YEAR, STEP UP ADMINISTERED A STATEWIDE SCHOLARSHIP AVAILABLE TO SPECIAL-NEEDS STUDENTS WITH SPECIFIC DISABILITIES THAT INCLUDE: AUTISM, CEREBRAL PALSY, DOWN SYNDROME, SPINA BIFIDA, INTELLECTUAL DISABILITY, WILLIAMS SYNDROME, AND MORE. FOR 2020-21, THE PROGRAM SERVED 17,880 STUDENTS WHO RECEIVED SCHOLARSHIPS WORTH AN AVERAGE OF \$10,249 EACH. THE PROGRAM EMPOWERS FAMILIES TO CHOOSE THE EDUCATIONAL SERVICES THAT BEST MEET THE NEEDS OF THEIR STUDENT, AND THE MONEY CAN BE SPENT FOR SCHOOLS, THERAPISTS, SPECIALISTS, CURRICULUM, TECHNOLOGY - EVEN A COLLEGE SAVINGS ACCOUNT.

4d Other program services (Describe on Schedule O.) (Expenses \$ 9,119,440. including grants of \$ 3,347,034. ) (Revenue \$ 142,236. )

4e Total program service expenses 690,882,777.



**Part IV Checklist of Required Schedules**

	Yes	No
<b>1</b> Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>	X	
<b>2</b> Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ?	X	
<b>3</b> Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
<b>4 Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>	X	
<b>5</b> Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>		X
<b>6</b> Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		X
<b>7</b> Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		X
<b>8</b> Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
<b>9</b> Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>	X	
<b>10</b> Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? <i>If "Yes," complete Schedule D, Part V</i>		X
<b>11</b> If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
<b>a</b> Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	X	
<b>b</b> Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>		X
<b>c</b> Did the organization report an amount for investments - program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		X
<b>d</b> Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>	X	
<b>e</b> Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>	X	
<b>f</b> Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>	X	
<b>12a</b> Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>		X
<b>b</b> Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>	X	
<b>13</b> Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
<b>14a</b> Did the organization maintain an office, employees, or agents outside of the United States?		X
<b>b</b> Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>		X
<b>15</b> Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>		X
<b>16</b> Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i>		X
<b>17</b> Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i>		X
<b>18</b> Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>		X
<b>19</b> Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X
<b>20a</b> Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		X
<b>b</b> If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		
<b>21</b> Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>		X

Part IV Checklist of Required Schedules (continued)

Table with 3 columns: Question ID, Question Text, Yes, No. Rows 22-38 covering various organizational requirements.

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V [ ]

Table with 3 columns: Question ID, Question Text, Yes, No. Rows 1a-1c regarding Form 1096 and backup withholding rules.

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)

Table with columns for question number, question text, and Yes/No columns. Includes questions 2a through 16 regarding employee counts, tax filings, and organizational compliance.

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI [X]

Section A. Governing Body and Management

Table with 3 columns: Question, Yes, No. Rows 1a-9. 1a: 8 members. 1b: 8 independent members. 2: No. 3: No. 4: No. 5: No. 6: No. 7a: No. 7b: No. 8a: Yes. 8b: Yes. 9: No.

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

Table with 3 columns: Question, Yes, No. Rows 10a-16b. 10a: No. 10b: No. 11a: Yes. 11b: No. 12a: Yes. 12b: Yes. 12c: Yes. 13: Yes. 14: Yes. 15a: Yes. 15b: Yes. 16a: No. 16b: No.

Section C. Disclosure

- 17: List states AK, AR, CA, CO, CT, FL, DC, GA, HI, IL, KS, KY.
18: Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection.
19: Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
20: State the name, address, and telephone number of the person who possesses the organization's books and records.
JOE PFOUNTZ - 904-352-2246
4655 SALISBURY RD, SUITE 400, JACKSONVILLE, FL 32256

**Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

Check if Schedule O contains a response or note to any line in this Part VII

**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees**

**1a** Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations. See instructions for the order in which to list the persons above.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) JOHN KIRTLEY CHAIRMAN, SUFS/DIRECTOR, A	40.00	X					0.	0.	0.	
(2) ALISON HERTOG DIRECTOR, SUFS	2.00	X					0.	0.	0.	
(3) ALFRED "AL" LAWSON DIRECTOR, SUFS	2.00	X					0.	0.	0.	
(4) RICHARD OUTRAM DIRECTOR, SUFS	2.00	X					0.	0.	0.	
(5) PAUL SHERMAN DIRECTOR, SUFS	2.00	X					0.	0.	0.	
(6) CURTIS STOKES DIRECTOR, SUFS	2.00	X					0.	0.	0.	
(7) TERRY JOVE DIRECTOR, SUFS	2.00	X					0.	0.	0.	
(8) JOHN LEGG DIRECTOR, SUFS	2.00	X					0.	0.	0.	
(9) DOUG TUTHILL PRESIDENT, SUFS	40.00			X			272,869.	0.	25,678.	
(10) ANNE WHITE CAO, SUFS	40.00			X			171,458.	0.	21,635.	
(11) JOE PFOUNTZ TREASURER & CFO, SUFS	40.00			X			221,946.	0.	24,828.	
(12) JONATHAN BECKHAM CIO, SUFS (THRU 09/2020)	40.00			X			129,727.	0.	22,445.	
(13) GINA LYNCH COO, SUFS	40.00			X			185,754.	0.	20,056.	
(14) LESLEY SEARCY CEAO, SUFS	40.00			X			178,144.	0.	6,723.	
(15) ALISSA RANDALL CMO, SUFS	40.00					X	163,867.	0.	38,581.	
(16) CHARLES PARKER DIR SOFTWARE & TECH OPS (THRU 10/202)	40.00					X	145,565.	0.	12,970.	
(17) CAROL MACEDONIA VP STUDENT LEARNING (THRU 08/2020)	40.00					X	192,078.	0.	10,444.	

**Part VII** Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) JILL LAROSE VP LEADERSHIP DEVELOPMENT	40.00					X		148,520.	0.	14,999.
(19) SUSAN DUGAN VP FINANCE	40.00					X		148,793.	0.	5,878.
<b>1b Subtotal</b>								1,958,721.	0.	204,237.
<b>c Total from continuation sheets to Part VII, Section A</b>								0.	0.	0.
<b>d Total (add lines 1b and 1c)</b>								1,958,721.	0.	204,237.

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **40**

	Yes	No
3 Did the organization list any <b>former</b> officer, director, trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	X	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		X

**Section B. Independent Contractors**

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
NLP LOGIX, LLC, 4215 SOUTHPOINT BLVD. SUITE 140, JACKSONVILLE, FL 32216	SOFTWARE SERVICES	2,992,301.
SOLIX, INC. 30 LANIDEX PLAZA WEST, PARSIPPANY, NJ 07054	TELECOMMUNICATION	1,519,407.
INTERACTIVE RESOURCES, LLC PO BOX 202056, DALLAS, TX 75320-2056	CONSULTING SERVICES	748,469.
SAP AMERICA, INC., PO BOX 7780-824024, PHILADELPHIA, PA 19182-4024	SOFTWARE SERVICES	318,003.
ASTON CARTER, 3689 COLLECTION CENTER DRIVE, CHICAGO, IL 60693	CONSULTING SERVICES	278,044.

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization **9**

**Part VIII Statement of Revenue**

Check if Schedule O contains a response or note to any line in this Part VIII

			(A)	(B)	(C)	(D)	
			Total revenue	Related or exempt function revenue	Unrelated business revenue	Revenue excluded from tax under sections 512 - 514	
Contributions, Gifts, Grants and Other Similar Amounts	<b>1 a</b> Federated campaigns	<b>1a</b>					
	<b>b</b> Membership dues	<b>1b</b>					
	<b>c</b> Fundraising events	<b>1c</b>					
	<b>d</b> Related organizations	<b>1d</b>					
	<b>e</b> Government grants (contributions)	<b>1e</b>	12,216,963.				
	<b>f</b> All other contributions, gifts, grants, and similar amounts not included above	<b>1f</b>	975,971,983.				
	<b>g</b> Noncash contributions included in lines 1a-1f	<b>1g</b>	\$				
	<b>h Total.</b> Add lines 1a-1f			988,188,946.			
Program Service Revenue	<b>2 a</b> POLICY & PUBLIC AFFAIR	<b>Business Code</b>	900099	105,715.	105,715.		
	<b>b</b> STUDENT LEARNING AND P		900099	10,710.	10,710.		
	<b>c</b> ALABAMA OPPORTUNITY SC		900099	1,385.	1,385.		
	<b>d</b>						
	<b>e</b>						
	<b>f</b> All other program service revenue						
	<b>g Total.</b> Add lines 2a-2f			117,810.			
Other Revenue	<b>3</b> Investment income (including dividends, interest, and other similar amounts)			51,437.		51,437.	
	<b>4</b> Income from investment of tax-exempt bond proceeds						
	<b>5</b> Royalties						
	<b>6 a</b> Gross rents	<b>6a</b>	(i) Real				
			(ii) Personal				
	<b>b</b> Less: rental expenses	<b>6b</b>					
	<b>c</b> Rental income or (loss)	<b>6c</b>					
	<b>d</b> Net rental income or (loss)						
	<b>7 a</b> Gross amount from sales of assets other than inventory	<b>7a</b>	(i) Securities				
			(ii) Other				
<b>b</b> Less: cost or other basis and sales expenses	<b>7b</b>	26,030.					
<b>c</b> Gain or (loss)	<b>7c</b>	-26,030.					
<b>d</b> Net gain or (loss)			-26,030.		-26,030.		
<b>8 a</b> Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18	<b>8a</b>						
<b>b</b> Less: direct expenses	<b>8b</b>						
<b>c</b> Net income or (loss) from fundraising events							
<b>9 a</b> Gross income from gaming activities. See Part IV, line 19	<b>9a</b>						
<b>b</b> Less: direct expenses	<b>9b</b>						
<b>c</b> Net income or (loss) from gaming activities							
<b>10 a</b> Gross sales of inventory, less returns and allowances	<b>10a</b>						
<b>b</b> Less: cost of goods sold	<b>10b</b>						
<b>c</b> Net income or (loss) from sales of inventory							
Miscellaneous Revenue	<b>11 a</b> GENERAL & ADMINISTRATI	<b>Business Code</b>	900099	25,811.	25,811.		
	<b>b</b>						
	<b>c</b>						
	<b>d</b> All other revenue						
	<b>e Total.</b> Add lines 11a-11d			25,811.			
<b>12 Total revenue.</b> See instructions			988,357,974.	143,621.	0.	25,407.	

**Part IX Statement of Functional Expenses**

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
<b>1</b> Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 ...				
<b>2</b> Grants and other assistance to domestic individuals. See Part IV, line 22 .....	669,885,344.	669,885,344.		
<b>3</b> Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16 .....				
<b>4</b> Benefits paid to or for members .....				
<b>5</b> Compensation of current officers, directors, trustees, and key employees .....	1,844,161.	282,753.	1,561,408.	
<b>6</b> Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) .....				
<b>7</b> Other salaries and wages .....	14,149,474.	9,671,727.	3,032,354.	1,445,393.
<b>8</b> Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	566,954.	348,252.	167,742.	50,960.
<b>9</b> Other employee benefits .....	2,165,322.	1,551,462.	437,713.	176,147.
<b>10</b> Payroll taxes .....	1,208,227.	792,134.	309,951.	106,142.
<b>11</b> Fees for services (nonemployees):				
<b>a</b> Management .....				
<b>b</b> Legal .....	128,270.		128,270.	
<b>c</b> Accounting .....	156,849.		156,849.	
<b>d</b> Lobbying .....	482,783.	482,783.		
<b>e</b> Professional fundraising services. See Part IV, line 17				
<b>f</b> Investment management fees .....				
<b>g</b> Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)				
<b>12</b> Advertising and promotion .....	808,996.	697,933.	50,853.	60,210.
<b>13</b> Office expenses .....	1,568,093.	1,511,625.	29,423.	27,045.
<b>14</b> Information technology .....				
<b>15</b> Royalties .....				
<b>16</b> Occupancy .....	1,030,209.	1,030,062.	147.	
<b>17</b> Travel .....	104,409.	61,080.	38,641.	4,688.
<b>18</b> Payments of travel or entertainment expenses for any federal, state, or local public officials ...				
<b>19</b> Conferences, conventions, and meetings .....				
<b>20</b> Interest .....				
<b>21</b> Payments to affiliates .....				
<b>22</b> Depreciation, depletion, and amortization .....	934,320.	915,659.	5,332.	13,329.
<b>23</b> Insurance .....	289,585.	288,854.	626.	105.
<b>24</b> Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
<b>a</b> OTHER COSTS	3,900,427.	3,010,609.	706,590.	183,228.
<b>b</b> REPAIRS AND MAINTENANCE	252,540.	252,443.	97.	
<b>c</b> BANK FEES	186,676.	134,441.	48,929.	3,306.
<b>d</b> PRINTING AND POSTAGE	92,396.	57,248.	3,454.	31,694.
<b>e</b> All other expenses	-91,632.	-91,632.		
<b>25</b> Total functional expenses. Add lines 1 through 24e	699,663,403.	690,882,777.	6,678,379.	2,102,247.
<b>26</b> Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here  if following SOP 98-2 (ASC 958-720)



**Part X Balance Sheet**

Check if Schedule O contains a response or note to any line in this Part X

		(A) Beginning of year		(B) End of year
<b>Assets</b>	<b>1</b> Cash - non-interest-bearing .....	71,685,413.	<b>1</b>	143,976,692.
	<b>2</b> Savings and temporary cash investments .....	65,000.	<b>2</b>	116,000.
	<b>3</b> Pledges and grants receivable, net .....	402,513,651.	<b>3</b>	621,135,859.
	<b>4</b> Accounts receivable, net .....	3,398,534.	<b>4</b>	2,575,907.
	<b>5</b> Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons .....		<b>5</b>	
	<b>6</b> Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B) .....		<b>6</b>	
	<b>7</b> Notes and loans receivable, net .....		<b>7</b>	
	<b>8</b> Inventories for sale or use .....		<b>8</b>	
	<b>9</b> Prepaid expenses and deferred charges .....	889,513.	<b>9</b>	542,434.
	<b>10a</b> Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D .....	<b>10a</b> 9,301,226.		
	<b>b</b> Less: accumulated depreciation .....	<b>10b</b> 2,793,362.		
		3,028,266.	<b>10c</b>	6,507,864.
	<b>11</b> Investments - publicly traded securities .....		<b>11</b>	
	<b>12</b> Investments - other securities. See Part IV, line 11 .....		<b>12</b>	
	<b>13</b> Investments - program-related. See Part IV, line 11 .....		<b>13</b>	
	<b>14</b> Intangible assets .....		<b>14</b>	
<b>15</b> Other assets. See Part IV, line 11 .....	109,286,898.	<b>15</b>	143,364,993.	
<b>16 Total assets.</b> Add lines 1 through 15 (must equal line 33) .....	590,867,275.	<b>16</b>	918,219,749.	
<b>Liabilities</b>	<b>17</b> Accounts payable and accrued expenses .....	4,196,061.	<b>17</b>	8,738,080.
	<b>18</b> Grants payable .....		<b>18</b>	
	<b>19</b> Deferred revenue .....		<b>19</b>	
	<b>20</b> Tax-exempt bond liabilities .....		<b>20</b>	
	<b>21</b> Escrow or custodial account liability. Complete Part IV of Schedule D .....	109,276,186.	<b>21</b>	142,229,767.
	<b>22</b> Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons .....		<b>22</b>	
	<b>23</b> Secured mortgages and notes payable to unrelated third parties .....		<b>23</b>	
	<b>24</b> Unsecured notes and loans payable to unrelated third parties .....		<b>24</b>	
	<b>25</b> Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D .....	0.	<b>25</b>	1,147,303.
	<b>26 Total liabilities.</b> Add lines 17 through 25 .....	113,472,247.	<b>26</b>	152,115,150.
<b>Net Assets or Fund Balances</b>	<b>Organizations that follow FASB ASC 958, check here</b> <input checked="" type="checkbox"/> <b>and complete lines 27, 28, 32, and 33.</b>			
	<b>27</b> Net assets without donor restrictions .....	13,586,344.	<b>27</b>	18,684,216.
	<b>28</b> Net assets with donor restrictions .....	463,808,684.	<b>28</b>	747,420,383.
	<b>Organizations that do not follow FASB ASC 958, check here</b> <input type="checkbox"/> <b>and complete lines 29 through 33.</b>			
	<b>29</b> Capital stock or trust principal, or current funds .....		<b>29</b>	
	<b>30</b> Paid-in or capital surplus, or land, building, or equipment fund .....		<b>30</b>	
	<b>31</b> Retained earnings, endowment, accumulated income, or other funds .....		<b>31</b>	
	<b>32</b> Total net assets or fund balances .....	477,395,028.	<b>32</b>	766,104,599.
<b>33</b> Total liabilities and net assets/fund balances .....	590,867,275.	<b>33</b>	918,219,749.	

**Part XI Reconciliation of Net Assets**

Check if Schedule O contains a response or note to any line in this Part XI

<b>1</b>	Total revenue (must equal Part VIII, column (A), line 12)	<b>1</b>	988,357,974.
<b>2</b>	Total expenses (must equal Part IX, column (A), line 25)	<b>2</b>	699,663,403.
<b>3</b>	Revenue less expenses. Subtract line 2 from line 1	<b>3</b>	288,694,571.
<b>4</b>	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	<b>4</b>	477,395,028.
<b>5</b>	Net unrealized gains (losses) on investments	<b>5</b>	
<b>6</b>	Donated services and use of facilities	<b>6</b>	
<b>7</b>	Investment expenses	<b>7</b>	
<b>8</b>	Prior period adjustments	<b>8</b>	
<b>9</b>	Other changes in net assets or fund balances (explain on Schedule O)	<b>9</b>	15,000.
<b>10</b>	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	<b>10</b>	766,104,599.

**Part XII Financial Statements and Reporting**

Check if Schedule O contains a response or note to any line in this Part XII

- 1** Accounting method used to prepare the Form 990:  Cash  Accrual  Other \_\_\_\_\_  
If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.
- 2a** Were the organization's financial statements compiled or reviewed by an independent accountant? \_\_\_\_\_  
If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both:  
 Separate basis  Consolidated basis  Both consolidated and separate basis
- b** Were the organization's financial statements audited by an independent accountant? \_\_\_\_\_  
If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both:  
 Separate basis  Consolidated basis  Both consolidated and separate basis
- c** If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? \_\_\_\_\_  
If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.
- 3a** As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133? \_\_\_\_\_
- b** If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits \_\_\_\_\_

	Yes	No
<b>2a</b>		X
<b>2b</b>	X	
<b>2c</b>	X	
<b>3a</b>		X
<b>3b</b>		



**Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .....	533,245,078.	705,681,555.	714,828,892.	618,153,616.	988,188,946.	3560098087.
<b>2</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf .....						
<b>3</b> The value of services or facilities furnished by a governmental unit to the organization without charge .....						
<b>4 Total.</b> Add lines 1 through 3 .....	533,245,078.	705,681,555.	714,828,892.	618,153,616.	988,188,946.	3560098087.
<b>5</b> The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) .....						1157418082.
<b>6 Public support.</b> Subtract line 5 from line 4.						2402680005.

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
<b>7</b> Amounts from line 4 .....	533,245,078.	705,681,555.	714,828,892.	618,153,616.	988,188,946.	3560098087.
<b>8</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources .....	397,500.	999,419.	1,673,206.	1,464,788.	51,437.	4,586,350.
<b>9</b> Net income from unrelated business activities, whether or not the business is regularly carried on .....						
<b>10</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) .....	339.	3,990.	15,075.	440.	25,811.	45,655.
<b>11 Total support.</b> Add lines 7 through 10						3564730092.
<b>12</b> Gross receipts from related activities, etc. (see instructions) .....					12	3,612,352.
<b>13 First 5 years.</b> If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and <b>stop here</b> .....						<input type="checkbox"/>

**Section C. Computation of Public Support Percentage**

<b>14</b> Public support percentage for 2020 (line 6, column (f), divided by line 11, column (f)) .....	<b>14</b>	67.40 %
<b>15</b> Public support percentage from 2019 Schedule A, Part II, line 14 .....	<b>15</b>	59.91 %
<b>16a 33 1/3% support test - 2020.</b> If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization .....		<input checked="" type="checkbox"/>
<b>b 33 1/3% support test - 2019.</b> If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization .....		<input type="checkbox"/>
<b>17a 10% -facts-and-circumstances test - 2020.</b> If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization .....		<input type="checkbox"/>
<b>b 10% -facts-and-circumstances test - 2019.</b> If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization .....		<input type="checkbox"/>
<b>18 Private foundation.</b> If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions .....		<input type="checkbox"/>

**Part III Support Schedule for Organizations Described in Section 509(a)(2)**

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ►	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .....						
<b>2</b> Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose .....						
<b>3</b> Gross receipts from activities that are not an unrelated trade or business under section 513 .....						
<b>4</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf .....						
<b>5</b> The value of services or facilities furnished by a governmental unit to the organization without charge .....						
<b>6 Total.</b> Add lines 1 through 5 .....						
<b>7a</b> Amounts included on lines 1, 2, and 3 received from disqualified persons .....						
<b>b</b> Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year .....						
<b>c</b> Add lines 7a and 7b .....						
<b>8 Public support.</b> (Subtract line 7c from line 6.)						

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ►	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
<b>9</b> Amounts from line 6 .....						
<b>10a</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources .....						
<b>b</b> Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975 .....						
<b>c</b> Add lines 10a and 10b .....						
<b>11</b> Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on .....						
<b>12</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) .....						
<b>13 Total support.</b> (Add lines 9, 10c, 11, and 12.)						

**14 First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ..... ►

**Section C. Computation of Public Support Percentage**

<b>15</b> Public support percentage for 2020 (line 8, column (f), divided by line 13, column (f)) .....	<b>15</b>	%
<b>16</b> Public support percentage from 2019 Schedule A, Part III, line 15 .....	<b>16</b>	%

**Section D. Computation of Investment Income Percentage**

<b>17</b> Investment income percentage for 2020 (line 10c, column (f), divided by line 13, column (f)) .....	<b>17</b>	%
<b>18</b> Investment income percentage from 2019 Schedule A, Part III, line 17 .....	<b>18</b>	%

**19a 33 1/3% support tests - 2020.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ..... ►

**b 33 1/3% support tests - 2019.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ..... ►

**20 Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ..... ►

**Part IV Supporting Organizations**

(Complete only if you checked a box in line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

**Section A. All Supporting Organizations**

	Yes	No
<b>1</b> Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>		
<b>2</b> Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
<b>3a</b> Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If "Yes," answer lines 3b and 3c below.</i>		
<b>b</b> Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If "Yes," describe in Part VI when and how the organization made the determination.</i>		
<b>c</b> Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If "Yes," explain in Part VI what controls the organization put in place to ensure such use.</i>		
<b>4a</b> Was any supported organization not organized in the United States ("foreign supported organization")? <i>If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.</i>		
<b>b</b> Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>		
<b>c</b> Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>		
<b>5a</b> Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>		
<b>b Type I or Type II only.</b> Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
<b>c Substitutions only.</b> Was the substitution the result of an event beyond the organization's control?		
<b>6</b> Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If "Yes," provide detail in Part VI.</i>		
<b>7</b> Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
<b>8</b> Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
<b>9a</b> Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If "Yes," provide detail in Part VI.</i>		
<b>b</b> Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If "Yes," provide detail in Part VI.</i>		
<b>c</b> Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If "Yes," provide detail in Part VI.</i>		
<b>10a</b> Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If "Yes," answer line 10b below.</i>		
<b>b</b> Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i>		

**Part IV Supporting Organizations** (continued)

	Yes	No
<b>11</b> Has the organization accepted a gift or contribution from any of the following persons?		
<b>a</b> A person who directly or indirectly controls, either alone or together with persons described in lines 11b and 11c below, the governing body of a supported organization?		
<b>11a</b>		
<b>b</b> A family member of a person described in line 11a above?		
<b>11b</b>		
<b>c</b> A 35% controlled entity of a person described in line 11a or 11b above? <i>If "Yes" to line 11a, 11b, or 11c, provide detail in Part VI.</i>		
<b>11c</b>		

**Section B. Type I Supporting Organizations**

	Yes	No
<b>1</b> Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? <i>If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.</i>		
<b>1</b>		
<b>2</b> Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? <i>If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.</i>		
<b>2</b>		

**Section C. Type II Supporting Organizations**

	Yes	No
<b>1</b> Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? <i>If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).</i>		
<b>1</b>		

**Section D. All Type III Supporting Organizations**

	Yes	No
<b>1</b> Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		
<b>1</b>		
<b>2</b> Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? <i>If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).</i>		
<b>2</b>		
<b>3</b> By reason of the relationship described in line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? <i>If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.</i>		
<b>3</b>		

**Section E. Type III Functionally Integrated Supporting Organizations**

<b>1</b> Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).		
<b>a</b> <input type="checkbox"/> The organization satisfied the Activities Test. Complete line 2 below.		
<b>b</b> <input type="checkbox"/> The organization is the parent of each of its supported organizations. Complete line 3 below.		
<b>c</b> <input type="checkbox"/> The organization supported a governmental entity. Describe in Part VI how you supported a governmental entity (see instructions).		
<b>2</b> Activities Test. Answer lines 2a and 2b below.		
<b>a</b> Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? <i>If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.</i>	Yes	No
<b>2a</b>		
<b>b</b> Did the activities described in line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? <i>If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.</i>		
<b>2b</b>		
<b>3</b> Parent of Supported Organizations. Answer lines 3a and 3b below.		
<b>a</b> Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? <i>If "Yes" or "No" provide details in Part VI.</i>		
<b>3a</b>		
<b>b</b> Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? <i>If "Yes," describe in Part VI the role played by the organization in this regard.</i>		
<b>3b</b>		

**Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations**

- 1  Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 ( *explain in Part VI*). See instructions.  
All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	<b>Adjusted Net Income</b> (subtract lines 5, 6, and 7 from line 4)	8	
Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	<b>Total</b> (add lines 1a, 1b, and 1c)	1d	
e	<b>Discount</b> claimed for blockage or other factors ( <i>explain in detail in Part VI</i> ):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d.	3	
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by 0.035.	6	
7	Recoveries of prior-year distributions	7	
8	<b>Minimum Asset Amount</b> (add line 7 to line 6)	8	
Section C - Distributable Amount			Current Year
1	Adjusted net income for prior year (from Section A, line 8, column A)	1	
2	Enter 0.85 of line 1.	2	
3	Minimum asset amount for prior year (from Section B, line 8, column A)	3	
4	Enter greater of line 2 or line 3.	4	
5	Income tax imposed in prior year	5	
6	<b>Distributable Amount.</b> Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	
7	<input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		



**Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** (continued)

<b>Section D - Distributions</b>		<b>Current Year</b>
<b>1</b>	Amounts paid to supported organizations to accomplish exempt purposes	<b>1</b>
<b>2</b>	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	<b>2</b>
<b>3</b>	Administrative expenses paid to accomplish exempt purposes of supported organizations	<b>3</b>
<b>4</b>	Amounts paid to acquire exempt-use assets	<b>4</b>
<b>5</b>	Qualified set-aside amounts (prior IRS approval required - provide details in Part VI)	<b>5</b>
<b>6</b>	Other distributions (describe in Part VI). See instructions.	<b>6</b>
<b>7</b>	<b>Total annual distributions.</b> Add lines 1 through 6.	<b>7</b>
<b>8</b>	Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions.	<b>8</b>
<b>9</b>	Distributable amount for 2020 from Section C, line 6	<b>9</b>
<b>10</b>	Line 8 amount divided by line 9 amount	<b>10</b>

<b>Section E - Distribution Allocations</b> (see instructions)	<b>(i) Excess Distributions</b>	<b>(ii) Underdistributions Pre-2020</b>	<b>(iii) Distributable Amount for 2020</b>
<b>1</b> Distributable amount for 2020 from Section C, line 6			
<b>2</b> Underdistributions, if any, for years prior to 2020 (reasonable cause required - explain in Part VI). See instructions.			
<b>3</b> Excess distributions carryover, if any, to 2020			
<b>a</b> From 2015			
<b>b</b> From 2016			
<b>c</b> From 2017			
<b>d</b> From 2018			
<b>e</b> From 2019			
<b>f</b> Total of lines 3a through 3e			
<b>g</b> Applied to underdistributions of prior years			
<b>h</b> Applied to 2020 distributable amount			
<b>i</b> Carryover from 2015 not applied (see instructions)			
<b>j</b> Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
<b>4</b> Distributions for 2020 from Section D, line 7: \$			
<b>a</b> Applied to underdistributions of prior years			
<b>b</b> Applied to 2020 distributable amount			
<b>c</b> Remainder. Subtract lines 4a and 4b from line 4.			
<b>5</b> Remaining underdistributions for years prior to 2020, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in Part VI. See instructions.			
<b>6</b> Remaining underdistributions for 2020. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in Part VI. See instructions.			
<b>7</b> Excess distributions carryover to 2021. Add lines 3j and 4c.			
<b>8</b> Breakdown of line 7:			
<b>a</b> Excess from 2016			
<b>b</b> Excess from 2017			
<b>c</b> Excess from 2018			
<b>d</b> Excess from 2019			
<b>e</b> Excess from 2020			

**Part VI Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information.  
(See instructions.)

SCHEDULE A, PART II, LINE 10, EXPLANATION FOR OTHER INCOME:

OTHER INCOME

2016 AMOUNT: \$ 339.

2017 AMOUNT: \$ 3,990.

2018 AMOUNT: \$ 15,075.

2019 AMOUNT: \$ 440.

2020 AMOUNT: \$ 25,811.

# Schedule B

(Form 990, 990-EZ, or 990-PF)

Department of the Treasury  
Internal Revenue Service

# Schedule of Contributors

▶ Attach to Form 990, Form 990-EZ, or Form 990-PF.  
▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

# 2020

Name of the organization

STEP UP FOR STUDENTS, INC.

Employer identification number

59-3649371

Organization type (check one):

**Filers of:**

**Section:**

Form 990 or 990-EZ

501(c)( 3 ) (enter number) organization

4947(a)(1) nonexempt charitable trust **not** treated as a private foundation

527 political organization

Form 990-PF

501(c)(3) exempt private foundation

4947(a)(1) nonexempt charitable trust treated as a private foundation

501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule**.

**Note:** Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

**General Rule**

For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

**Special Rules**

For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990 or 990-EZ), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** \$5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 exclusively for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling \$5,000 or more during the year ..... ▶ \$ \_\_\_\_\_

**Caution:** An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990, 990-EZ, or 990-PF), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

Name of organization  STEP UP FOR STUDENTS, INC.	Employer identification number  59-3649371
--	--

**Part I Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	<hr/> <hr/> <hr/>	\$ 29,700,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
2	<hr/> <hr/> <hr/>	\$ 23,340,100.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
3	<hr/> <hr/> <hr/>	\$ 75,000,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
4	<hr/> <hr/> <hr/>	\$ 150,000,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
5	<hr/> <hr/> <hr/>	\$ 27,000,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
6	<hr/> <hr/> <hr/>	\$ 35,000,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)

Name of organization  STEP UP FOR STUDENTS, INC.	Employer identification number  59-3649371
--	--

**Part II Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
	_____	\$ _____	_____
	_____	\$ _____	_____
	_____	\$ _____	_____
	_____	\$ _____	_____
	_____	\$ _____	_____
	_____	\$ _____	_____
	_____	\$ _____	_____
	_____	\$ _____	_____

Name of organization  STEP UP FOR STUDENTS, INC.	Employer identification number  59-3649371
--	--

**Part III** Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than \$1,000 for the year from any one contributor. Complete columns (a) through (e) and the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of \$1,000 or less for the year. (Enter this info. once.) ▶ \$ \_\_\_\_\_  
Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	

**SCHEDULE C**  
**(Form 990 or 990-EZ)**

**Political Campaign and Lobbying Activities**

OMB No. 1545-0047

**2020**

**Open to Public Inspection**

Department of the Treasury  
Internal Revenue Service

**For Organizations Exempt From Income Tax Under section 501(c) and section 527**  
▶ **Complete if the organization is described below. ▶ Attach to Form 990 or Form 990-EZ.**  
▶ **Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.**

**If the organization answered "Yes," on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then**

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

**If the organization answered "Yes," on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then**

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

**If the organization answered "Yes," on Form 990, Part IV, line 5 (Proxy Tax) (See separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (See separate instructions), then**

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of organization <p style="text-align: center;">STEP UP FOR STUDENTS, INC.</p>	Employer identification number <p style="text-align: center;">59-3649371</p>
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**Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.**

- 1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.
- 2 Political campaign activity expenditures ..... ▶ \$ \_\_\_\_\_
- 3 Volunteer hours for political campaign activities ..... \_\_\_\_\_

**Part I-B Complete if the organization is exempt under section 501(c)(3).**

- 1 Enter the amount of any excise tax incurred by the organization under section 4955 ..... ▶ \$ \_\_\_\_\_
- 2 Enter the amount of any excise tax incurred by organization managers under section 4955 ..... ▶ \$ \_\_\_\_\_
- 3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? .....  Yes  No
- 4a Was a correction made? .....  Yes  No
- b If "Yes," describe in Part IV.

**Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).**

- 1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ..... ▶ \$ \_\_\_\_\_
- 2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities ..... ▶ \$ \_\_\_\_\_
- 3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b ..... ▶ \$ \_\_\_\_\_
- 4 Did the filing organization file **Form 1120-POL** for this year? .....  Yes  No
- 5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds. If none, enter -0-.	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-.

**Part II-A Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).**

- A** Check  if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).
- B** Check  if the filing organization checked box A and "limited control" provisions apply.

<b>Limits on Lobbying Expenditures</b> (The term "expenditures" means amounts paid or incurred.)		(a) Filing organization's totals	(b) Affiliated group totals												
<b>1a</b>	Total lobbying expenditures to influence public opinion (grassroots lobbying) .....	216,615.													
<b>b</b>	Total lobbying expenditures to influence a legislative body (direct lobbying) .....	266,168.													
<b>c</b>	Total lobbying expenditures (add lines 1a and 1b) .....	482,783.													
<b>d</b>	Other exempt purpose expenditures .....	701,240,475.													
<b>e</b>	Total exempt purpose expenditures (add lines 1c and 1d) .....	701,723,258.													
<b>f</b>	Lobbying nontaxable amount. Enter the amount from the following table in both columns.	1,000,000.													
<table border="1" style="width: 100%;"> <thead> <tr> <th style="width: 50%;">If the amount on line 1e, column (a) or (b) is:</th> <th style="width: 50%;">The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 1e.</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000.</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000.</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000.</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000.</td> </tr> </tbody> </table>		If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e.	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.	Over \$17,000,000	\$1,000,000.		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e.														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.														
Over \$17,000,000	\$1,000,000.														
<b>g</b>	Grassroots nontaxable amount (enter 25% of line 1f) .....	250,000.													
<b>h</b>	Subtract line 1g from line 1a. If zero or less, enter -0- .....	0.													
<b>i</b>	Subtract line 1f from line 1c. If zero or less, enter -0- .....	0.													
<b>j</b>	If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? .....		<input type="checkbox"/> Yes <input type="checkbox"/> No												

**4-Year Averaging Period Under Section 501(h)**  
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

<b>Lobbying Expenditures During 4-Year Averaging Period</b>					
Calendar year (or fiscal year beginning in)	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) Total
<b>2a</b> Lobbying nontaxable amount	1,000,000.	1,000,000.	1,000,000.	1,000,000.	4,000,000.
<b>b</b> Lobbying ceiling amount (150% of line 2a, column(e))					6,000,000.
<b>c</b> Total lobbying expenditures	115,003.	256,683.	414,718.	482,783.	1,269,187.
<b>d</b> Grassroots nontaxable amount	250,000.	250,000.	250,000.	250,000.	1,000,000.
<b>e</b> Grassroots ceiling amount (150% of line 2d, column (e))					1,500,000.
<b>f</b> Grassroots lobbying expenditures	18,858.	124,725.	241,907.	216,615.	602,105.



**Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).**

For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.	(a)		(b)
	Yes	No	Amount
<b>1</b> During the year, did the filing organization attempt to influence foreign, national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
<b>a</b> Volunteers? .....			
<b>b</b> Paid staff or management (include compensation in expenses reported on lines 1c through 1i)? ..			
<b>c</b> Media advertisements? .....			
<b>d</b> Mailings to members, legislators, or the public? .....			
<b>e</b> Publications, or published or broadcast statements? .....			
<b>f</b> Grants to other organizations for lobbying purposes? .....			
<b>g</b> Direct contact with legislators, their staffs, government officials, or a legislative body? .....			
<b>h</b> Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means? .....			
<b>i</b> Other activities? .....			
<b>j</b> Total. Add lines 1c through 1i .....			
<b>2a</b> Did the activities in line 1 cause the organization to be not described in section 501(c)(3)? .....			
<b>b</b> If "Yes," enter the amount of any tax incurred under section 4912 .....			
<b>c</b> If "Yes," enter the amount of any tax incurred by organization managers under section 4912 .....			
<b>d</b> If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year? .....			

**Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).**

	Yes	No
<b>1</b> Were substantially all (90% or more) dues received nondeductible by members? .....	<b>1</b>	
<b>2</b> Did the organization make only in-house lobbying expenditures of \$2,000 or less? .....	<b>2</b>	
<b>3</b> Did the organization agree to carry over lobbying and political campaign activity expenditures from the prior year? .....	<b>3</b>	

**Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."**

<b>1</b> Dues, assessments and similar amounts from members .....	<b>1</b>	
<b>2</b> Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
<b>a</b> Current year .....	<b>2a</b>	
<b>b</b> Carryover from last year .....	<b>2b</b>	
<b>c</b> Total .....	<b>2c</b>	
<b>3</b> Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues .....	<b>3</b>	
<b>4</b> If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year? .....	<b>4</b>	
<b>5</b> Taxable amount of lobbying and political expenditures (See instructions) .....	<b>5</b>	

**Part IV Supplemental Information**

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (See instructions); and Part II-B, line 1. Also, complete this part for any additional information.

SCHEDULE C, PART II-A

THE SENIOR POLICY DIRECTOR AND LEGISLATIVE AFFAIRS MANAGER AIDED

LEGISLATORS AND LEGISLATIVE STAFF BY ANSWERING QUESTIONS AND PROVIDING

DETAILED INFORMATION ABOUT THE STATE'S VARIOUS SCHOLARSHIP PROGRAMS. STEP

UP EMPLOYEES ALSO HELPED SCHOLARSHIP PARENTS MEET STATE SENATORS AND

REPRESENTATIVES TO DISCUSS THEIR EXPERIENCE ON THE PROGRAMS. DURING THE



SCHEDULE D (Form 990)

Department of the Treasury Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. Attach to Form 990.

Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization: STEP UP FOR STUDENTS, INC. Employer identification number: 59-3649371

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

Table with 3 columns: Question, (a) Donor advised funds, (b) Funds and other accounts. Rows include total number at end of year, aggregate value of contributions, grants, and end of year, and two Yes/No questions regarding donor property and grant fund usage.

Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

Form for Part II Conservation Easements. Includes checkboxes for types of easements, a table for lines 2a-2d (Total number, acreage, certified historic structures, and acquired after 7/25/06), and questions 3-9 regarding monitoring, expenses, and reporting.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

Form for Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Includes questions 1a, 1b, and 2 regarding reporting requirements for art and historical treasures.

**Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets** (continued)

- 3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):
- a  Public exhibition
  - b  Scholarly research
  - c  Preservation for future generations
  - d  Loan or exchange program
  - e  Other \_\_\_\_\_
- 4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?  Yes  No

**Part IV Escrow and Custodial Arrangements.** Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?  Yes  No
- b If "Yes," explain the arrangement in Part XIII and complete the following table:
- |                                 | Amount       |
|---------------------------------|--------------|
| c Beginning balance             | 109,276,186. |
| d Additions during the year     | 186,584,482. |
| e Distributions during the year | 153,630,901. |
| f Ending balance                | 142,229,767. |
- 2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability?  Yes  No
- b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII

**Part V Endowment Funds.** Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

- 2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a Board designated or quasi-endowment \_\_\_\_\_%
  - b Permanent endowment \_\_\_\_\_%
  - c Term endowment \_\_\_\_\_%
- The percentages on lines 2a, 2b, and 2c should equal 100%.
- 3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- |   | Yes                                 | No                       |
|---|-------------------------------------|--------------------------|
| (i) Unrelated organizations   | <input type="checkbox"/>            | <input type="checkbox"/> |
| (ii) Related organizations  | <input type="checkbox"/>            | <input type="checkbox"/> |
| b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R? <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
- 4 Describe in Part XIII the intended uses of the organization's endowment funds.

**Part VI Land, Buildings, and Equipment.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements		47,544.	44,920.	2,624.
d Equipment		9,253,682.	2,748,442.	6,505,240.
e Other				
<b>Total.</b> Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)				6,507,864.

**Part VII Investments - Other Securities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives .....		
(2) Closely held equity interests .....		
(3) Other .....		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
<b>Total.</b> (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶		

**Part VIII Investments - Program Related.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
<b>Total.</b> (Col. (b) must equal Form 990, Part X, col. (B) line 13.) ▶		

**Part IX Other Assets.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1) FUNDS HELD IN TRUST FOR STUDENTS	142,229,767.
(2) RIGHT OF USE ASSET	1,135,226.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 15.) ▶	143,364,993.

**Part X Other Liabilities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) LEASE LIABILITY	1,147,303.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶	1,147,303.

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ...

**Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

<b>1</b>	Total revenue, gains, and other support per audited financial statements		<b>1</b>	988,430,640.
<b>2</b>	Amounts included on line 1 but not on Form 990, Part VIII, line 12:			
<b>a</b>	Net unrealized gains (losses) on investments	<b>2a</b>		
<b>b</b>	Donated services and use of facilities	<b>2b</b>	33,613.	
<b>c</b>	Recoveries of prior year grants	<b>2c</b>		
<b>d</b>	Other (Describe in Part XIII.)	<b>2d</b>		
<b>e</b>	Add lines <b>2a</b> through <b>2d</b>		<b>2e</b>	33,613.
<b>3</b>	Subtract line <b>2e</b> from line <b>1</b>		<b>3</b>	988,397,027.
<b>4</b>	Amounts included on Form 990, Part VIII, line 12, but not on line 1:			
<b>a</b>	Investment expenses not included on Form 990, Part VIII, line 7b	<b>4a</b>		
<b>b</b>	Other (Describe in Part XIII.)	<b>4b</b>	-39,053.	
<b>c</b>	Add lines <b>4a</b> and <b>4b</b>		<b>4c</b>	-39,053.
<b>5</b>	Total revenue. Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 12.)		<b>5</b>	988,357,974.

**Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

<b>1</b>	Total expenses and losses per audited financial statements		<b>1</b>	699,849,603.
<b>2</b>	Amounts included on line 1 but not on Form 990, Part IX, line 25:			
<b>a</b>	Donated services and use of facilities	<b>2a</b>	18,613.	
<b>b</b>	Prior year adjustments	<b>2b</b>		
<b>c</b>	Other losses	<b>2c</b>		
<b>d</b>	Other (Describe in Part XIII.)	<b>2d</b>	167,587.	
<b>e</b>	Add lines <b>2a</b> through <b>2d</b>		<b>2e</b>	186,200.
<b>3</b>	Subtract line <b>2e</b> from line <b>1</b>		<b>3</b>	699,663,403.
<b>4</b>	Amounts included on Form 990, Part IX, line 25, but not on line 1:			
<b>a</b>	Investment expenses not included on Form 990, Part VIII, line 7b	<b>4a</b>		
<b>b</b>	Other (Describe in Part XIII.)	<b>4b</b>		
<b>c</b>	Add lines <b>4a</b> and <b>4b</b>		<b>4c</b>	0.
<b>5</b>	Total expenses. Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 18.)		<b>5</b>	699,663,403.

**Part XIII Supplemental Information.**

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

PART IV, LINE 2B:

IN JUNE 2014, LEGISLATION CREATED A SCHOLARSHIP FOR SPECIAL NEEDS CHILDREN

THAT WAS SIGNED INTO LAW IN FLORIDA. A GARDINER SCHOLARSHIP ACCOUNT IS

ESTABLISHED FOR EACH CHILD THAT IS AWARDED A SPECIAL NEEDS SCHOLARSHIP.

PARENTS USE THIS MONEY TO PERSONALIZE THE EDUCATION OF THEIR CHILDREN WITH

UNIQUE ABILITIES BY DIRECTING MONEY TOWARDS A COMBINATION OF PROGRAMS AND

STATE APPROVED PROVIDERS. THESE INCLUDE SCHOOLS, THERAPISTS, SPECIALISTS,

CURRICULUM AND TECHNOLOGY AND COLLEGE SAVINGS ACCOUNTS.

IN JUNE 2018, LEGISLATION CREATED A SCHOLARSHIP TO PROVIDE ACADEMIC

SUPPORT FOR ELEMENTARY SCHOOL STUDENTS IN DISTRICT OR CHARTER SCHOOLS WHO

STRUGGLE IN READING THAT WAS SIGNED INTO LAW IN FLORIDA. THE SCHOLARSHIP

**Part XIII** Supplemental Information *(continued)*

IS AVAILABLE TO STUDENTS IN THIRD THROUGH FIFTH GRADE WHO HAVE SCORED A  
LEVEL 1 OR 2 ON THE ENGLISH LANGUAGE ARTS SECTION OF THE FLORIDA STANDARDS  
ASSESSMENT. PARENTS USE THIS SCHOLARSHIP TO PAY FOR TUITION AND FEES  
RELATED TO PART-TIME TUTORING, SUMMER AND AFTER-SCHOOL LITERACY PROGRAMS,  
INSTRUCTIONAL MATERIALS AND MORE.

DURING THE YEARS ENDED JUNE 30, 2021 AND 2020, STEP UP FOR STUDENTS  
DISTRIBUTED APPROXIMATELY \$153.4 MILLION AND \$126.2 MILLION, LEAVING A  
BALANCE OF APPROXIMATELY \$142.4 MILLION AND \$109.2 MILLION RESPECTIVELY,  
WHICH IS RECORDED IN THE CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS  
BOTH AN ASSET AND A LIABILITY. STEP UP FOR STUDENTS IS ACTING AS AN AGENT  
FOR BOTH OF THESE PROGRAMS, THEREFORE, THERE ARE NO REVENUES AND EXPENSES  
REPORTED ON THE STATEMENT OF ACTIVITIES FOR SCHOLARSHIP FUNDS RECEIVED AND  
DISTRIBUTED FROM THE STATE OF FLORIDA.

PART X, LINE 2:

STEP UP FOR STUDENTS IS EXEMPT FROM FEDERAL INCOME TAXES UNDER SECTION  
501(C)(3) OF THE INTERNAL REVENUE CODE AND FROM STATE INCOME TAXES UNDER  
SIMILAR PROVISIONS OF THE FLORIDA STATUTES. ACCORDINGLY, NO PROVISION FOR  
FEDERAL AND STATE INCOME TAXES HAS BEEN RECORDED IN THE FINANCIAL  
STATEMENTS. STEP UP FOR STUDENTS HAS MADE AN ELECTION UNDER SECTION  
501(H) OF THE INTERNAL REVENUE CODE, WHICH PERMITS CERTAIN ELIGIBLE  
501(C)(3) ORGANIZATIONS TO MAKE LIMITED EXPENDITURES TO INFLUENCE  
LEGISLATION. STEP UP FOR STUDENTS WOULD BE SUBJECT TO AN EXCISE TAX IF IT  
SPENDS MORE THAN THE AMOUNTS PERMITTED. SUCH LIMITS HAVE NOT BEEN  
EXCEEDED.

THE ALABAMA OPPORTUNITY SCHOLARSHIP FUND IS A DISREGARDED ENTITY FOR

**Part XIII** Supplemental Information (continued)

FEDERAL AND STATE INCOME TAX PURPOSES AND THEREFORE, REPORTS ALL FEDERAL

AND STATE TAX INFORMATION THROUGH STEP UP FOR STUDENTS. ACCORDINGLY, NO

PROVISION FOR FEDERAL AND STATE INCOME TAXES HAS BEEN RECORDED IN THE

ACCOMPANYING CONSOLIDATED FINANCIAL STATEMENTS.

C2 OPPORTUNITY SCHOLARSHIPS AND ACADEMICS+ OPPORTUNITY SCHOLARSHIP FUND

ARE DISREGARDED ENTITIES FOR FEDERAL AND STATE INCOME TAX PURPOSES AND

THEREFORE, REPORTS ALL FEDERAL AND STATE INCOME TAX INFORMATION THROUGH

STEP UP FOR STUDENTS. ACCORDINGLY, NO PROVISION FOR FEDERAL AND STATE

INCOME TAXES HAS BEEN RECORDED IN THE ACCOMPANYING CONSOLIDATED FINANCIAL

STATEMENTS.

STEP UP FOR STUDENTS FOLLOWS ACCOUNTING STANDARDS RELATING TO ACCOUNTING

FOR UNCERTAINTY IN INCOME TAXES. MANAGEMENT ASSESSED WHETHER THERE WERE

ANY UNCERTAIN TAX POSITIONS WHICH MAY GIVE RISE TO INCOME TAX LIABILITIES

AND DETERMINED THAT THERE WERE NO SUCH MATTERS REQUIRING RECOGNITION IN

THE CONSOLIDATED FINANCIAL STATEMENTS. GENERALLY, STEP UP FOR STUDENTS IS

NO LONGER SUBJECT TO U.S. FEDERAL OR STATE INCOME TAX EXAMINATIONS BY TAX

AUTHORITIES FOR YEARS BEFORE JUNE 30, 2017.

## PART XI, LINE 4B - OTHER ADJUSTMENTS:

INVESTMENT LOSS INCLUDED IN OTHER COSTS IN FS	-39,053.
---	----------

## PART XII, LINE 2D - OTHER ADJUSTMENTS:

ALABAMA OPPORTUNITY ACTION FUND EXPENSES	128,534.
--	----------

INVESTMENT LOSS INCLUDED IN OTHER COSTS IN FS	39,053.
---	---------

TOTAL TO SCHEDULE D, PART XII, LINE 2D	167,587.
--	----------



**Part XIII** Supplemental Information *(continued)*

SCHEDULE D, PART VI - LAND, BUILDINGS AND EQUIPMENT

IN 2021, STEP UP FOR STUDENTS HAD AN INCREASE IN SOFTWARE WHICH IS THE RESULT OF THE ORGANIZATION'S INVESTMENT IN A NEW SOFTWARE PLATFORM TO BETTER SERVE OUR SCHOLARSHIP STUDENTS AND FAMILIES. THE PLATFORM WILL CONTAIN STUDENT ACCOUNTS AND WILL BE THE PLATFORM ON WHICH PAYMENTS TO SCHOOLS, PROVIDERS, AND PARENTS WILL BE RECORDED. THIS WILL BE CLOUD-BASED, WHICH WILL ALLOW STEP UP FOR STUDENTS TO BETTER MANAGE FUTURE GROWTH IN PROGRAMS, WHILE ENHANCING THE STUDENT/FAMILY EXPERIENCE AND SUPPORTING SCHOOLS AND PROVIDERS. THE NEW PLATFORM WILL HAVE AN ARTIFICIAL INTELLIGENCE COMPONENT AND WORKFLOWS TO PROVIDE A MORE MODERN, FASTER EXPERIENCE FOR USERS.

**SCHEDULE I  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Grants and Other Assistance to Organizations,  
Governments, and Individuals in the United States**  
Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

▶ **Attach to Form 990.**

▶ **Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.**

OMB No. 1545-0047

**2020**

**Open to Public  
Inspection**

Name of the organization STEP UP FOR STUDENTS, INC. Employer identification number 59-3649371

**Part I General Information on Grants and Assistance**

- 1** Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? .....  **Yes**  **No**
- 2** Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

**Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments.** Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than \$5,000. Part II can be duplicated if additional space is needed.

<b>1 (a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC section (if applicable)	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of noncash assistance	<b>(h)</b> Purpose of grant or assistance

- 2** Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ..... ▶ \_\_\_\_\_
- 3** Enter total number of other organizations listed in the line 1 table ..... ▶ \_\_\_\_\_

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule I (Form 990) 2020

**Part III Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on Form 990, Part IV, line 22.  
Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
FLORIDA TAX CREDIT SCHOLARSHIP PROGRAM	104165	663,766,751.	0.	NA	NA
ALABAMA OPPORTUNITY SCHOLARSHIP FUND	570	2,771,558.	0.	NA	NA
HOPE SCHOLARSHIP PROGRAM	493	2,792,230.	0.	NA	NA
C2 SCHOLARSHIPS	86	554,804.	0.	NA	NA

**Part IV Supplemental Information.** Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

PART I, LINE 2:

STEP UP FOR STUDENTS RECEIVES GRANTS TO FUND PROJECTS AND INITIATIVES TO

EMPOWER THE FAMILIES OF OUR STUDENTS. THE GRANT EXPENSES ARE TRACKED BY

PROJECT CODE FOR EASE OF REPORTING TO OUR GRANTORS, IF APPLICABLE.

**SCHEDULE J  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Compensation Information**

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees  
 ▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.  
 ▶ Attach to Form 990.  
 ▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

**2020**

Open to Public Inspection

Name of the organization

STEP UP FOR STUDENTS, INC.

Employer identification number

59-3649371

**Part I Questions Regarding Compensation**

**1a** Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.

- |  |  |
|--|--|
| <input type="checkbox"/> First-class or charter travel             | <input type="checkbox"/> Housing allowance or residence for personal use   |
| <input type="checkbox"/> Travel for companions                     | <input type="checkbox"/> Payments for business use of personal residence   |
| <input type="checkbox"/> Tax indemnification and gross-up payments | <input type="checkbox"/> Health or social club dues or initiation fees     |
| <input type="checkbox"/> Discretionary spending account            | <input type="checkbox"/> Personal services (such as maid, chauffeur, chef) |

**b** If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain .....

**2** Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a? .....

**3** Indicate which, if any, of the following the organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.

- |   |   |
|---|---|
| <input checked="" type="checkbox"/> Compensation committee              | <input type="checkbox"/> Written employment contract                                |
| <input checked="" type="checkbox"/> Independent compensation consultant | <input checked="" type="checkbox"/> Compensation survey or study                    |
| <input checked="" type="checkbox"/> Form 990 of other organizations     | <input checked="" type="checkbox"/> Approval by the board or compensation committee |

**4** During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:

- a** Receive a severance payment or change-of-control payment? .....
- b** Participate in or receive payment from a supplemental nonqualified retirement plan? .....
- c** Participate in or receive payment from an equity-based compensation arrangement? .....
- If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.

**Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.**

**5** For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:

- a** The organization? .....
- b** Any related organization? .....
- If "Yes" on line 5a or 5b, describe in Part III.

**6** For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:

- a** The organization? .....
- b** Any related organization? .....
- If "Yes" on line 6a or 6b, describe in Part III.

**7** For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III .....

**8** Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III .....

**9** If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)? .....

	Yes	No
<b>1b</b>		
<b>2</b>		
<b>4a</b>	X	
<b>4b</b>		X
<b>4c</b>		X
<b>5a</b>		X
<b>5b</b>		X
<b>6a</b>		X
<b>6b</b>		X
<b>7</b>		X
<b>8</b>		X
<b>9</b>		

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule J (Form 990) 2020

**Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees.** Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

**Note:** The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) DOUG TUTHILL PRESIDENT, SUFS	(i)	272,869.	0.	0.	8,973.	16,705.	298,547.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(2) ANNE WHITE CAO, SUFS	(i)	171,458.	0.	0.	3,864.	18,502.	193,824.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(3) JOE PFOUNTZ TREASURER & CFO, SUFS	(i)	221,946.	0.	0.	9,028.	15,800.	246,774.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(4) JONATHAN BECKHAM CIO, SUFS (THRU 09/2020)	(i)	129,727.	0.	0.	5,661.	16,784.	152,172.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(5) GINA LYNCH COO, SUFS	(i)	185,754.	0.	0.	7,259.	12,797.	205,810.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(6) LESLEY SEARCY CEAO, SUFS	(i)	178,144.	0.	0.	6,723.	0.	184,867.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(7) ALISSA RANDALL CMO, SUFS	(i)	163,867.	0.	0.	6,687.	32,004.	202,558.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(8) CHARLES PARKER DIR SOFTWARE & TECH OPS (THRU 10/2020)	(i)	145,565.	0.	0.	5,203.	7,805.	158,573.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(9) CAROL MACEDONIA VP STUDENT LEARNING (THRU 08/2020)	(i)	114,307.	0.	77,771.	4,355.	6,089.	202,522.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(10) JILL LAROSE VP LEADERSHIP DEVELOPMENT	(i)	148,520.	0.	0.	5,879.	9,476.	163,875.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(11) SUSAN DUGAN VP FINANCE	(i)	148,793.	0.	0.	5,878.	444.	155,115.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							

**Part III** Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

PART I, LINE 4A:

CAROL MACEDONIA RECEIVED A \$77,771 SEVERANCE PAYMENT.

**SCHEDULE O**  
**(Form 990 or 990-EZ)**

Department of the Treasury  
Internal Revenue Service

**Supplemental Information to Form 990 or 990-EZ**

Complete to provide information for responses to specific questions on  
Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

**2020**

Open to Public  
Inspection

Name of the organization

STEP UP FOR STUDENTS, INC.

Employer identification number

59-3649371

FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

STEP UP FOR STUDENTS EMPOWERS FAMILIES TO PURSUE AND ENGAGE IN THE MOST  
APPROPRIATE LEARNING OPTIONS FOR THEIR CHILDREN, WITH AN EMPHASIS ON  
FAMILIES WHO LACK THE INFORMATION AND FINANCIAL RESOURCES TO ACCESS  
THESE OPTIONS. BY PURSUING THIS MISSION, WE HELP PUBLIC EDUCATION  
FULFILL THE PROMISE OF EQUAL OPPORTUNITY.

IN 2021, STEP UP FOR STUDENTS EXPERIENCED AN INCREASE IN CONTRIBUTIONS  
AND GRANTS AND PLEDGE RECEIVABLE PRIMARILY DUE TO THE TIMING OF TAX  
CREDITED CONTRIBUTIONS FROM DONORS. THE TIMING DIFFERENCES WERE  
PRIMARILY THE RESULT OF THE COVID-19 PANDEMIC FROM 2020, DURING WHICH  
DONORS DELAYED THEIR CONTRIBUTIONS. THE LEVEL OF PLEDGE COMMITMENTS  
DETERMINES THE NUMBER OF STUDENTS THE ORGANIZATION CAN SERVE ON OUR  
SCHOLARSHIP PROGRAMS.

FORM 990, PART III, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

FULFILL THE PROMISE OF EQUAL OPPORTUNITY.

FORM 990, PART III, LINE 4A, PROGRAM SERVICE ACCOMPLISHMENTS:

A STUDY ON STANDARDIZED TEST SCORES RELEASED IN JULY 2020 SHOWED THAT  
SCHOLARSHIP STUDENTS ACHIEVED THE SAME GAINS IN READING AND MATH AS  
STUDENTS OF ALL INCOME LEVELS NATIONALLY, EVEN AS THE STUDENTS WHO  
CHOSE THE SCHOLARSHIP WERE AMONG THE POOREST AND LOWEST-PERFORMING  
STUDENTS FROM THE PUBLIC SCHOOLS THEY LEFT BEHIND. IN FEBRUARY 2019,  
THE URBAN INSTITUTE REPORTED THAT SCHOLARSHIP STUDENTS ARE 43 PERCENT

MORE LIKELY THAN THEIR PUBLIC-SCHOOL PEERS TO ATTEND COLLEGE AND 20

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Schedule O (Form 990 or 990-EZ) 2020

Name of the organization STEP UP FOR STUDENTS, INC.	Employer identification number 59-3649371
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PERCENT MORE LIKELY TO EARN BACHOLER'S DEGREES.

FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES:

HOPE SCHOLARSHIP PROGRAM: STEP UP FOR STUDENTS ADMINISTERS THE HOPE SCHOLARSHIP, WHICH WAS CREATED IN 2018 TO PROVIDE THE OPTION OF PRIVATE SCHOOL SCHOLARSHIPS TO STUDENTS IN PUBLIC SCHOOLS WHO HAVE EXPERIENCED ACTS OF BULLYING AND INTIMIDATION. THE SCHOLARSHIPS ARE FINANCED BY CONTRIBUTIONS FROM AUTOMOBILE BUYERS, WHO ARE ALLOWED UNDER THE LAW TO REDIRECT UP TO \$105 OF THEIR STATE TAXES ON EACH PURCHASE. THOSE CONTRIBUTIONS ARE USED TO PROVIDE TUITION SCHOLARSHIPS TO PARTICIPATING PRIVATE SCHOOLS, MAXIMUM SCHOLARSHIP \$8,715, OR A \$750 TRANSPORTATION SCHOLARSHIP TO A PUBLIC SCHOOL IN ANOTHER DISTRICT. THE SCHOLARSHIP BEGAN IN 2018 AND SERVED 493 STUDENTS DURING THE 2020-21 SCHOOL YEAR. ANY UNUSED FUNDS IN THE HOPE SCHOLARSHIP PROGRAM CAN BE USED TO FUND SCHOLARSHIPS TO STUDENTS ON THE FLORIDA TAX CREDIT SCHOLARSHIP PROGRAM IN THE NEXT STATE OF FLORIDA FISCAL YEAR. EXPENSES \$ 3,581,654. INCLUDING GRANTS OF \$ 2,792,230. REVENUE \$ 0.

STUDENT LEARNING AND PARTNER SUCCESS: THE STUDENT DEVELOPMENT AND STUDENT LEARNING DEPARTMENT EXISTS TO ENGAGE, EQUIP, AND EMPOWER EDUCATION PARTNERS TO SUPPORT STUDENT SUCCESS. THIS DEPARTMENT CONNECTS SCHOOLS TO INTERNAL AND EXTERNAL PROFESSIONAL LEARNING OPPORTUNITIES AND DEVELOPS CONNECTIONS TO AVAILABLE HIGH-QUALITY RESOURCES AND NETWORKING OPPORTUNITIES. THEY HOST THE ANNUAL RISING STARS EVENT TO HONOR AND RECOGNIZE EXCEPTIONAL STUDENTS, TEACHERS AND FAMILY MEMBERS. THEY ALSO HOST THE ANNUAL CHOICE IN EDUCATION CONFERENCE, AN EDUCATOR'S CONFERENCE WITH BREAKOUT SESSIONS RELATED TO EDUCATION CHOICE AND TEACHING AND LEARNING. THE DEPARTMENT BUILDS A SUPPORT BASE OF SCHOOL



Name of the organization STEP UP FOR STUDENTS, INC.	Employer identification number 59-3649371
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STAKEHOLDERS TO EDUCATE THEM ABOUT SCHOLARSHIPS, AND TRAIN THEM TO PARTICIPATE IN ADVOCACY SO THAT THEY CAN BE ACTIVATED WHEN NEEDED. THE STUDENT LEARNING AND PARTNER SUCCESS DEPARTMENT IS COMMITTED TO SUPPORTING AND BUILDING RELATIONSHIPS WITH OUR EDUCATIONAL PARTNERS. EXPENSES \$ 1,652,137. INCLUDING GRANTS OF \$ 0. REVENUE \$ 10,710.

FAMILY EMPOWERMENT SCHOLARSHIP: IN MAY 2019, THE FAMILY EMPOWERMENT SCHOLARSHIP WAS SIGNED INTO LAW, WHICH IS INTENDED TO HELP REDUCE THE WAITING LIST FOR THE TAX CREDIT SCHOLARSHIP AND SIMILARLY SERVES STUDENTS FROM LOW-INCOME AND WORKING-CLASS HOUSEHOLDS. STEP UP WORKS DIRECTLY WITH THE STATE OF FLORIDA DEPARTMENT OF EDUCATION TO HELP ADMINISTER THIS SCHOLARSHIP BY PROCESSING SCHOLARSHIP APPLICATIONS. STEP UP PROCESSED APPLICATIONS FOR 36,604 FUNDED K-12 STUDENTS IN THE 2020-21 SCHOOL YEAR.

EXPENSES \$ 768,983. INCLUDING GRANTS OF \$ 0. REVENUE \$ 0.

READING SCHOLARSHIP PROGRAM: THE READING SCHOLARSHIP WAS CREATED IN 2018 TO PROVIDE ACADEMIC SUPPORT FOR ELEMENTARY SCHOOL STUDENTS IN DISTRICT OR CHARTER SCHOOLS, WHO STRUGGLE IN READING. STEP UP FOR STUDENTS, AS AN APPROVED SCHOLARSHIP FUNDING ORGANIZATION, ADMINISTERS THE PROGRAM. THE SCHOLARSHIP IS AVAILABLE TO STUDENTS IN THIRD-THROUGH FIFTH-GRADE WHO HAVE SCORED A LEVEL 1 OR 2 ON THE ENGLISH LANGUAGE ARTS SECTION OF THE FLORIDA STANDARDS ASSESSMENT. EACH SCHOLARSHIP IS WORTH \$500, WHICH THE PARENT CAN USE TO PAY FOR TUITION AND FEES RELATED TO PART-TIME TUTORING, SUMMER AND AFTER-SCHOOL LITERACY PROGRAMS, INSTRUCTIONAL MATERIALS AND MORE. THE READING SCHOLARSHIP BEGAN IN 2018 AND THE SCHOLARSHIP SERVED 4,960 STUDENTS DURING THE 2020-21 SCHOOL YEAR.

Name of the organization STEP UP FOR STUDENTS, INC.	Employer identification number 59-3649371
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EXPENSES \$ 710,926. INCLUDING GRANTS OF \$ 0. REVENUE \$ 0.

ADVOCACY AND CIVIC ENGAGEMENT (ACE): ACE THROUGH FLORIDA VOICES FOR CHOICES, ORGANIZES ADVOCATES AND SUPPORTERS WHO BELIEVE CHILDREN SHOULD BE EDUCATED BASED ON HOW THEY LEARN, RATHER THAN WHERE THEY LIVE. THIS INCLUDES PARENTS AND STUDENTS WHO UTILIZE SCHOLARSHIPS AS WELL AS DISTRICT, CHARTER, MAGNET, HOME AND VIRTUAL SCHOOLS. THE FLORIDA VOICES FOR CHOICES EDUCATES, INFORMS AND TRAINS ADVOCATES AND SUPPORTERS FOR THE PROTECTION AND EXPANSION OF CHOICE OPPORTUNITES. ADVOCACY AND CIVIC ENGAGEMENT PROVIDES THESE SERVICES TO PARENTS OF CHILDREN PARTICIPATING IN PROGRAMS ADMINISTERED BY THE ORGANIZATION AND TO PARENTS UTILIZING OTHER CHOICE OPTIONS UNDER CONTRACT SERVICE AGREEMENTS WITH CHOICE ADVOCACY GROUPS.

EXPENSES \$ 57,091. INCLUDING GRANTS OF \$ 0. REVENUE \$ 0.

POLICY AND PUBLIC AFFAIRS (PAPA): THROUGH PRESS RELEASES, OP-EDS, PUBLISHED ARTICLES, FACT SHEETS, INFOGRAPHICS, BLOG POSTS, RESEARCH PAPERS, AND ADVOCACY TRAINING, THE PAPA TEAM COMMUNICATES KEY MESSAGES TO VARIOUS STAKEHOLDER GROUPS, INCLUDING POLICY MAKERS, COMMUNITY LEADERS, SCHOOL LEADERS, PASTORS, JOURNALISTS, PARENTS, AND THE GENERAL PUBLIC. PAPA COMMUNICATIONS PUBLISHES "REDEFINED," A POLICY BLOG WRITTEN BY LOCAL AND NATIONAL EDUCATION WRITERS AND RESEARCHERS. PAPA PROVIDES CRISIS COMMUNICATIONS EXPERTISE AND PUBLIC RELATIONS ADVICE TO THE ORGANIZATION AS WELL AS PARTICIPATING SCHOOLS. PAPA, THROUGH STEP UP VOICES FOR CHOICES, ORGANIZES ADVOCATES AND SUPPORTERS WHO BELIEVE CHILDREN SHOULD BE EDUCATED ON HOW THEY LEARN, RATHER THAN WHERE THEY LIVE. THIS INCLUDES PARENTS AND STUDENTS WHO UTILIZE SCHOLARSHIPS AS WELL AS DISTRICT, CHARTER, MAGNET, HOME EDUCATION AND VIRTUAL SCHOOLS.

Name of the organization STEP UP FOR STUDENTS, INC.	Employer identification number 59-3649371
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PARTICIPATING PARENTS AND GUARDIANS ARE PROVIDED TRAINING ON HOW TO

ADVOCATE FOR THEIR EDUCATIONAL RIGHTS OF THEIR CHILDREN.

EXPENSES \$ 1,804,593. INCLUDING GRANTS OF \$ 0. REVENUE \$ 105,715.

THE C2 OPPORTUNITY SCHOLARSHIP FUND (C2) IS A SCHOLARSHIP GRANTING

ORGANIZATION FORMED TO IMPLEMENT THE ALABAMA ACCOUNTABILITY ACT FOR

PARENTS INTERESTED IN CATHOLIC EDUCATION WITHIN THE DIOCESE OF

BIRMINGHAM. C2 AWARDS SCHOLARSHIPS TO ELIGIBLE LOW-INCOME STUDENTS WITH

PRIORITY GIVEN TO STUDENTS WHO ARE ZONED TO ATTEND A FAILING PUBLIC

SCHOOL IN GRADES K5-12. THE SCHOLARSHIPS ARE FUNDED BY DONATIONS OF

INCOME TAX LIABILITY FROM INDIVIDUALS AND CORPORATIONS WHO RECEIVE AN

ALABAMA STATE INCOME TAX CREDIT.

EXPENSES \$ 544,056. INCLUDING GRANTS OF \$ 554,804. REVENUE \$ 0.

GENERAL AND ADMINISTRATIVE

EXPENSES \$ 0. INCLUDING GRANTS OF \$ 0. REVENUE \$ 25,811.

FORM 990, PART VI, SECTION B, LINE 11B:

FORM 990 IS PREPARED BY THE FUND'S INDEPENDENT CPA FIRM. AFTER BEING

REVIEWED BY MANAGEMENT, THE FULL FORM 990 INFORMATIONAL RETURN IS PROVIDED

TO THE BOARD OF DIRECTORS FOR REVIEW AND COMMENT. THE BOARD OF DIRECTORS IS

ALSO AFFORDED THE OPPORTUNITY TO ASK QUESTIONS WITH RESPECT TO THE FORM 990

BEFORE THE RETURN IS FILED.

FORM 990, PART VI, SECTION B, LINE 12C:

STEP UP FOR STUDENTS ENSURES THAT THE CONFLICT OF INTEREST POLICY IS

ADHERED TO WITH THE FOLLOWING ACTIVITIES: 1) REGULAR EDUCATION WITH THE

BOARD OF DIRECTORS, OFFICERS AND KEY STAFF. EACH YEAR, THE POLICY IS

Name of the organization STEP UP FOR STUDENTS, INC.	Employer identification number 59-3649371
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REVIEWED WITH THE BOARD OF DIRECTORS AND OFFICERS. EACH BOARD MEMBER AND

OFFICER ACKNOWLEDGES THEIR UNDERSTANDING AND COMPLIANCE BY SIGNING A

COMPLIANCE STATEMENT. 2) THE CFO OR CAO REVIEWS EACH CONTRACT THE

ORGANIZATION ENTERS. 3) FINANCE STAFF AND THE CAO REVIEW ALL PAYMENTS AS

THEY ARE MADE FOR POSSIBLE CONFLICTS.

FORM 990, PART VI, SECTION B, LINE 15:

THE COMPENSATION COMMITTEE OF THE BOARD OF DIRECTORS REVIEWS COMPARABLE

COMPENSATION AND BENEFITS DATA OF SIMILAR ORGANIZATIONS. DURING FISCAL YEAR

2016, AN INDEPENDENT COMPENSATION CONSULTING FIRM CONDUCTED A FULL

COMPARATIVE STUDY FOR EACH INDIVIDUAL EXECUTIVE POSITION AND ALL

NON-EXECUTIVE JOB GRADES. THE COMMITTEE USES THIS INFORMATION, COMBINED

WITH THE PERFORMANCE OF THE PRESIDENT, TO RECOMMEND THE PRESIDENT'S

COMPENSATION PACKAGE FOR APPROVAL OF THE FULL BOARD. THE FULL BOARD

APPROVES THE PACKAGE.

FORM 990, PART VI, LINE 17, LIST OF STATES RECEIVING COPY OF FORM 990:

AK, AR, CA, CO, CT, FL, DC, GA, HI, IL, KS, KY, ME, MD, MA, MI, MN, MS, NV, NH, NJ, NM, NY, NC, OH

OR, PA, RI, SC, TN, UT, VA, WA, WV, WI, AL, ND, MO

FORM 990, PART VI, SECTION C, LINE 19:

STEP UP FOR STUDENTS MAKES ITS GOVERNING DOCUMENTS, CONFLICT OF INTEREST

POLICY AND FINANCIAL STATEMENTS AVAILABLE ON ITS WEBSITE,

WWW.STEPUFORSTUDENTS.ORG. PRINTED COPIES ARE AVAILABLE BY REQUEST FOR THE

SAME PERIOD OF DISCLOSURE AS SET FORTH IN IRC SECTION 6104(D).

FORM 990, PART XI, LINE 9, CHANGES IN NET ASSETS:

IN-KIND FIXED ASSETS

15,000.

Name of the organization STEP UP FOR STUDENTS, INC.	Employer identification number 59-3649371
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FORM 990, PART XII, LINE 2C

THIS PROCESS HAS NOT CHANGED SINCE THE PRIOR YEAR.

**SCHEDULE R  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Related Organizations and Unrelated Partnerships**

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.  
▶ Attach to Form 990.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

**2020**

Open to Public Inspection

Name of the organization: **STEP UP FOR STUDENTS, INC.**  
Employer identification number: **59-3649371**

**Part I Identification of Disregarded Entities.** Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
THE ALABAMA OPPORTUNITY SCHOLARSHIP FUND - 49-3813722, 2101 MAGNOLIA AVE S, STE 425, BIRMINGHAM, AL 35205	SCHOLARSHIP FUNDING	ALABAMA	11,180.	2,514,927.	STEP UP FOR STUDENTS
C2 OPPORTUNITY SCHOLARSHIPS - 83-2425710 2101 MAGNOLIA AVE S, STE 425 BIRMINGHAM, AL 35205	SCHOLARSHIP FUNDING	ALABAMA	-184,022.	291,727.	STEP UP FOR STUDENTS
ACADEMICS+ OPPORTUNITY SCHOLARSHIP FUND - 84-3332619, 2101 MAGNOLIA AVE S, STE 425, BIRMINGHAM, AL 35205	SCHOLARSHIP FUNDING	ALABAMA	-84,813.	0.	STEP UP FOR STUDENTS

**Part II Identification of Related Tax-Exempt Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity?	
						Yes	No
ALABAMA OPPORTUNITY ACTION FUND - 83-3979219 2101 MAGNOLIA AVE. S., STE. 425 BIRMIINGHAM, AL 35205	SCHOLARSHIP FUNDING	ALABAMA	501(C)(4)		STEP UP FOR STUDENTS		X

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule R (Form 990) 2020



**Part V Transactions With Related Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

**Note:** Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

**1** During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

- a** Receipt of **(i)** interest, **(ii)** annuities, **(iii)** royalties, or **(iv)** rent from a controlled entity .....
- b** Gift, grant, or capital contribution to related organization(s) .....
- c** Gift, grant, or capital contribution from related organization(s) .....
- d** Loans or loan guarantees to or for related organization(s) .....
- e** Loans or loan guarantees by related organization(s) .....
- f** Dividends from related organization(s) .....
- g** Sale of assets to related organization(s) .....
- h** Purchase of assets from related organization(s) .....
- i** Exchange of assets with related organization(s) .....
- j** Lease of facilities, equipment, or other assets to related organization(s) .....
- k** Lease of facilities, equipment, or other assets from related organization(s) .....
- l** Performance of services or membership or fundraising solicitations for related organization(s) .....
- m** Performance of services or membership or fundraising solicitations by related organization(s) .....
- n** Sharing of facilities, equipment, mailing lists, or other assets with related organization(s) .....
- o** Sharing of paid employees with related organization(s) .....
- p** Reimbursement paid to related organization(s) for expenses .....
- q** Reimbursement paid by related organization(s) for expenses .....
- r** Other transfer of cash or property to related organization(s) .....
- s** Other transfer of cash or property from related organization(s) .....

	Yes	No
<b>1a</b>		X
<b>1b</b>		X
<b>1c</b>		X
<b>1d</b>		X
<b>1e</b>		X
<b>1f</b>		X
<b>1g</b>		X
<b>1h</b>		X
<b>1i</b>		X
<b>1j</b>		X
<b>1k</b>		X
<b>1l</b>		X
<b>1m</b>		X
<b>1n</b>		X
<b>1o</b>		X
<b>1p</b>		X
<b>1q</b>	X	
<b>1r</b>		X
<b>1s</b>		X

**2** If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

	(a) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
<b>(1)</b>				
<b>(2)</b>				
<b>(3)</b>				
<b>(4)</b>				
<b>(5)</b>				
<b>(6)</b>				





