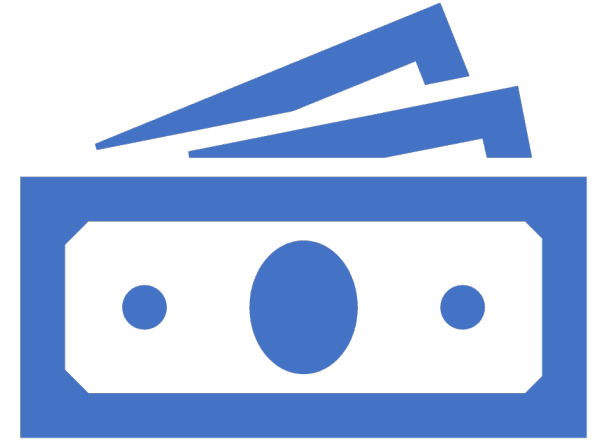# On Deck: Moving to Cashless

Don't get caught looking.

Presented by:

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Three decades of experience in providing automated school financial solutions to the K-12 community throughout the US. Specifically, school activity fund accounting solutions with online payments.

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For over 10 + years, providing a variety of services to school districts including implementation, support, training, and sales of school activity fund accounting and online school payment solutions.

Cash by the numbers

- Today, cash is used in just 3 out of 10 transactions.

- Gen Xers (ages 39-54) and younger Millennials (ages 23-20) prefer to use credit cards, while older Millennials (ages 31-38) prefer debit cards.

- 46% of Americans no longer carry cash.

What's wrong with cash?

- Opportunity for fraud and financial discrepancies

- Processing costs (time and money)

- Parent concerns and inconveniences

- Potential for bullying

- Pandemic need for contactless

Let's talk about fraud potential.

Gate receipts

PE teacher selling locks for cash

Student obligation spreadsheet entries "disappear"

Before/after school day care cash gets unrecorded

Cash/checks left in teacher desks

Venmo accounts

More reasons to move to cashless.

Convenience: Digital payment options are everywhere for your families. Students & parents contribute more money when it's easier for them to pay.

Efficiency: Teachers and staff no longer handle and keep track of money brought in by students. Deposits are simplified. Bank trips are reduced.

Accountability

Eliminate risk of accepting and storing cash.

Full transparency as digital payments create detailed electronic records.

Schools need an efficient way to process payments for multiple programs.

Fundraisers, field trips, lunches, fees, library fines, spirit wear, concession stands, event tickets, athletics, school supplies, after school programs, donations, and more.

Identify all the events, departments, and locations that need or will need payment processing capabilities. What kinds of transactions are currently being accepted in person?

Perform a cost/benefit analysis. There are expenses (time and money) to consider when processing in-person cash payments.

Select an online payment solution that fits your needs.

Even if you maintain some traditional payment methods and don't go fully cashless, have a goal to process as many payments online as possible.

How to Move Towards Cashless

What to Look for in an Online Payment Solution

Designed specifically for K-12

Ease of use

Familiar shopping experience

Highest level of PCI security

Accept cards online as well as in-person

Attach fees to fund accounts

Automatic deposits to multiple bank accounts

Robust reporting
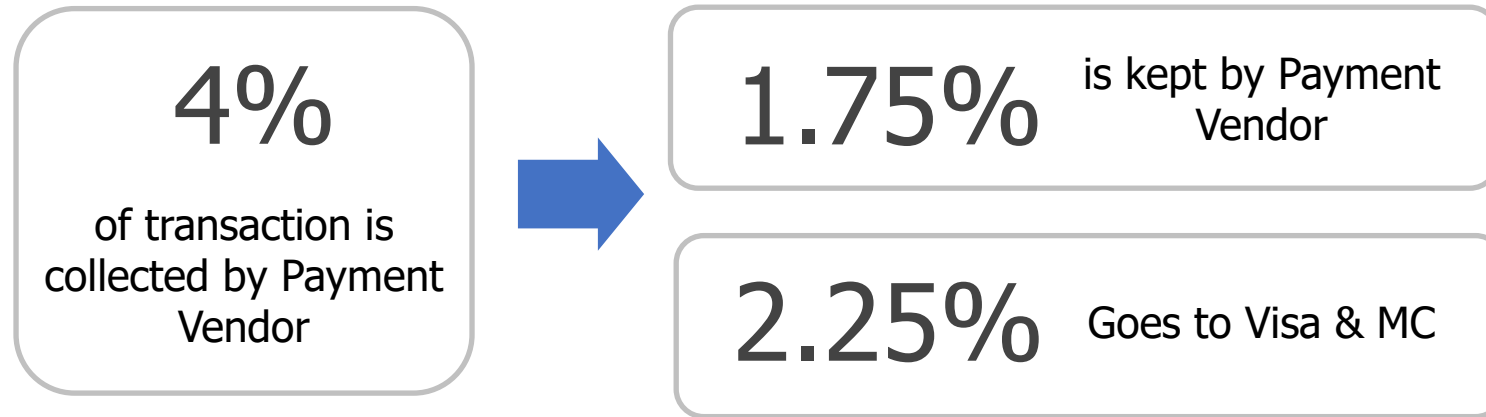
Integrations with SIS, SAF, and web sites

Implementation, training, maintenance, and support

What are the costs for online payment processing?

Annual license fees to use the system.

Service/Convenience fee: Approximately a 4% fee added to the purchase that is divided between the vendor and the credit card companies.

Convenience/Service Fee Calculation

4%
of transaction is collected by Payment Vendor

1.75% is kept by Payment Vendor

2.25% Goes to Visa & MC

For a $10 Purchase

$0.40 | 4% of transaction

$0.40 is collected by Vendor for a net of **$10.00** going to the school

Current Costs vs Online Payment Cost

Ave. US teacher salary 60K 1600 hours = $.625/minute Teacher writes 1 receipt a minute, 1 receipt costs $.63 x 100 teachers = $630

1,000 students to pay $10 fee @ 4% service fee for an online processing cost of $400.

Returning 1000 minutes back to teachers = 17 hours at 2 hours per teacher saving $630 if parents pay service fee or $230 if school/district pays fee.

Flexible Convenience/Service Fee Options

- Typically, districts choose to pass the convenience/service fee to the parent or purchaser.

- Should also have the option for the district or school to pay the fee.

Implementation

- Minimal webstore setup requirements
- Fast turn around
- Simple link to your web site
- Discuss integrations and any data import
- Online user training with available guides and parent instructions

Promote, Promote, Promote

Announce that online payments are now available. In addition to a link on your district website, try flyers, emails, newsletters, QR codes, and social media.

Train staff (and yourself) on your district's payment system.

Decrease cash and gain so much more.

Reducing the amount of cash and the number of cash transactions accepted at your schools minimizes the inconvenience, inefficiency, and risk while reducing fraud, streamlining processes, and innovating procedures.