most
memphis opportunity scholarship trust

STUDENTS · SCHOOLS · A STRONGER MEMPHIS

LOCAL STUDENTS.
BRIGHTER TOMORROWS.
A STRONGER MEMPHIS.

A Brighter Memphis Together

Federal Scholarship Tax Credit

A Strong Local SGO Option for Memphis Schools



Memphis is not one market amoung many.
Memphis is the Mission!

Serving students. | Strengthening schools. | A stronger Memphis.

PRESENTATION FOR
MEMPHIS AREA INDEPENDENT SCHOOLS HEADS OF SCHOOL

most
memphis opportunity scholarship trust
STUDENTS · SCHOOLS · A STRONGER MEMPHIS

LOCAL STUDENTS.
BRIGHTER TOMORROWS.
A STRONGER MEMPHIS.

A Brighter Memphis Together

Why MOST

A strong local option built around Memphis schools

27 years
of scholarship administration in Memphis

45 schools
already connected to MOST

Compass + FACTS
technology created for the FSTC

Real-time visibility
into funds, students, and awards

Local marketing
and direct support for schools and families

A local Memphis partner,
not a national call center

MOST was already here
serving schools before the tax credit

Unused administrative dollars
after program costs return to scholarships for Memphis students



Memphis is not one market among many. Memphis is the mission.

memphisscholarships.org | Finy Shirley | fshirley@memphisscholarships.org | 901-842-5328

MEMPHIS
PEOPLE PURPOSE POSSIBILITY

most
memphis opportunity scholarship trust
STUDENTS · SCHOOLS · A STRONGER MEMPHIS

LOCAL STUDENTS.
BRIGHTER TOMORROWS.
A STRONGER MEMPHIS.

A Brighter Memphis Together

The Federal Scholarship Tax Credit

WHAT IT IS AND WHY IT MATTERS

$1,700
Federal Tax Credit

A simple way to make a lasting impact for Memphis students.



1 Begins January 1, 2027
The federal scholarship tax credit program begins January 1, 2027.

2 Qualifying taxpayers may redirect up to $1,700
Qualifying taxpayers may redirect up to $1,700 in federal taxes they already owe.

3 This is a tax credit, not a deduction
It reduces taxes dollar for dollar, providing a direct benefit to you while supporting students.

4 Unused credit may generally be carried forward
Unused credit may generally be carried forward for up to 5 years.

Example: If you owe $10,000 in federal taxes and redirect $1,700 through MOST, your remaining tax due would be $8,300.

Supporters do not have to live in Tennessee to participate.

How It Works

1. **Redirect through MOST** →
2. **Receive dollar-for-dollar credit** →
3. **Students receive scholarships**

Serving students. | Strengthening schools. | A stronger Memphis.

memphisscholarships.org | 901-842-5328

MEMPHIS
PEOPLE PURPOSE POSSIBILITY

most
memphis opportunity scholarship trust
STUDENTS · SCHOOLS · A STRONGER MEMPHIS

LOCAL STUDENTS.
BRIGHTER TOMORROWS.
A STRONGER MEMPHIS.

A Brighter Memphis Together

Who Qualifies and What Can the Scholarship Cover?

Student eligibility

Students and families must meet the following requirements:

- Student must be eligible to enroll in a public K–12 school.
- Household income must be at or below **300%** of local area median gross income.
- For a family of 4, that is approximately **$240,000.**
- **No federal** standardized testing requirement for the FSTC itself.
- **No federal GPA** requirement.
- Income and family size must be verified each year.
- **Priority** goes first to prior-year scholarship recipients, then eligible siblings.

Scholarship can help cover

Eligible expenses may include:

- Tuition and required school fees
- Required uniforms
- Required lunch plan if included in tuition requirements
- Academic tutoring and related educational support
- Other qualified K–12 educational expenses under program guidelines



FSTC scholarships may be used alongside financial aid, EFS, and ESA as long as the same expense is not paid twice.

MEMPHIS
PEOPLE PURPOSE POSSIBILITY

most
memphis opportunity scholarship trust
STUDENTS · SCHOOLS · A STRONGER MEMPHIS

LOCAL STUDENTS.
BRIGHTER TOMORROWS.
A STRONGER MEMPHIS.

A Brighter Memphis Together

Use the Right Message

SAY 'REDIRECT YOUR TAX DOLLARS'

Why this matters

1. Protect regular annual giving.
2. Keep the tax credit separate from charitable donations.
3. Help supporters understand this is tax money they already owe.
4. Make the opportunity simple and clear.

Recommended language

> "***Redirect*** *your tax dollars to support scholarships at the school of your choice."*

! **Do not frame this** as 'making another donation.'



Do you want those tax dollars to go to the federal government, or do you want to redirect them through MOST to support Memphis students?

most
memphis opportunity scholarship trust
STUDENTS • SCHOOLS • A STRONGER MEMPHIS

A Brighter Memphis Together

How MOST Will Operate the Program

Designed to be simple for schools

Dedicated FSTC Page
MOST has created a dedicated Federal Scholarship Tax Credit page with information, videos, and links to resources.

Families Apply
Families will be able to apply for scholarships through the same system.

FACTS Integration
If a school uses FACTS, information can transfer into Compass and reduce duplicate entry.



Redirect Tax Dollars
Taxpayers will be able to redirect tax dollars to the school of their choice.

MOST Selected Compass
MOST selected Compass, created by FACTS specifically for the FSTC.

School Login
Each school will receive its own login.

Schools can view in real time

- Available balance
- Approved eligible students
- Information needed for acknowledgments

most
memphis opportunity scholarship trust
STUDENTS · SCHOOLS · A STRONGER MEMPHIS

LOCAL STUDENTS.
BRIGHTER TOMORROWS.
A STRONGER MEMPHIS.

A Brighter Memphis Together

How MOST and Schools Will Work Together

A PARTNER, NOT JUST AN ADMINISTRATOR

1. MOST accepts tax credit contributions and verifies taxpayer eligibility
2. Families apply and MOST confirms student eligibility
3. Schools log in to their dashboard and see approved students
4. Schools select recipients and determine scholarship award amounts
5. MOST handles compliance, tax documentation, reporting, audits, and scholarship payments

School payment options

- One full payment in October
- Or two payments: October and March
- If a different schedule is needed, MOST will work with the school

MOST also provides

- Local marketing
- Direct family support
- Ongoing school support

most
memphis opportunity scholarship trust
STUDENTS · SCHOOLS · A STRONGER MEMPHIS

LOCAL STUDENTS.
BRIGHTER TOMORROWS.
A STRONGER MEMPHIS.

A Brighter Memphis Together

Flexible Ways to Participate

Individuals are changing where their tax dollars go

Biweekly

$65.38
every two weeks

Monthly

All at once



Supporters can adjust their W-4 so approximately **$65.38 less** is withheld from each biweekly paycheck and then redirect that amount through the program.

Compass also offers a payroll option that schools can use for employees and that supporters can share with their businesses.

Individuals are not changing the amount of federal taxes they owe.
They are simply changing where those dollars go.

STUDENTS
SCHOOLS
A STRONGER MEMPHIS.

most
memphis opportunity scholarship trust
STUDENTS · SCHOOLS · A STRONGER MEMPHIS

LOCAL STUDENTS.
BRIGHTER TOMORROWS.
A STRONGER MEMPHIS.

A Brighter Memphis Together

Questions Every Memphis School Should Ask Before Choosing an SGO

A strong SGO should provide more than compliance. It should provide clarity, service, and partnership.

1 How will the SGO market the program

MOST will use the word "redirect" instead of donate and market locally in Memphis through magazines, media outlets, CPA/Wealth Management firms, and businesses?

2 Who will you call when your school or families have a problem or need help?

MOST is local. You know us, and we will be patient, walk you and your families through the process, answer your questions, and come to your school when needed. You will not be sent to a national call center that does not know your school or our community.

3 Mulitple SGO's

If funds are designed through multiple SGO's, how will your team need to handle and manage two different systems.

4 How will granting scholarships work?

MOST gives your school full control. Select an approved student from your dashboard, enter the scholarship amount, and no additional approval is required. All required signatures are built into the application, so no additional signatures are needed.

5 How will redirected tax credits be collected and if pledges are allowed, are allowed, who will collect them, follow up, and when?

MOST will offer biweekly, monthly, or one-time redirection options through Compass.

6 Is a payroll option offered?

MOST will offer a payroll option for your school and businesses connected to your school community.

7 Where do undesignated funds go? Are any garunteed to come back to Memphis?

MOST will reinvest 100% of any remaining funds after expenses back into scholarships for Memphis students.

8 Payment Schedule

MOST will allow schools to select payment once in the fall, the fall and spring, or work with your school for different schedule.

9 Investment of school funds

If school funds are invested, who receives the earnings, who bears any losses, what fees apply, and when can your school access those funds?

Why MOST

A local, full-service SGO built around Memphis schools.

- **27 years** of scholarship administration in Memphis
- **45 schools** already connected to MOST
- **Compass + FACTS** technology created for the FSTC
- **Real-time visibility** into funds, students, and awards
- **Local marketing** and direct support for schools and families
- **Mission first:** unused administrative dollars return to Memphis scholarships



Ask beyond the percentage.

Know exactly what your school is getting.

For MOST, Memphis is not one market among many, Memphis is the mission.