



**METRO CHARTER  
ELEMENTARY SCHOOL**

AUGUST 2015

# About Metro Charter

Metro Charter Elementary School opened its doors in the Fall of 2013 as *the first parent initiated charter elementary school in Downtown Los Angeles*. The school has quickly established itself as **a top tier public elementary school** through the collaboration of a vibrant and diverse community in downtown. *The vast majority of the families we serve live in downtown, while a full 30% of our families work here.*

With the current demographic composition of our neighborhood – **virtually equal representations of Hispanic, Black, White and Asian residents** and a wide income span – we have a unique opportunity to demonstrate that all children, regardless of race, income, or other factors can not only succeed academically, but can thrive in a true melting pot that embraces each student and family's heritage and diversity. We envision a public school that embraces the reality of the neighborhood in which we live.

## **Rigorous and Balanced Curriculum**

Metro Charter embraces **a constructivist, project-based approach** that **emphasizes hands-on learning** and balances it with more traditional teaching methods.

## **The City as a Teacher**

We have **leveraged the incredible resources in our neighborhood** to provide meaningful learning opportunities for our students and community.

## **True Diversity**

We are proud of the fact that **60% of our students qualify for free, reduced lunch** and that **40% of our students are second language learners**.

## **Parent Participation**

Parents take ownership on campus by acting as lead coordinators. In **only 2 years** Metro has been able to achieve **a 100% rate of participation** by parents.

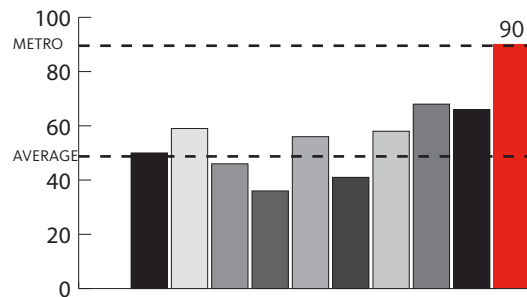


# Performance

Metro Charter has been able to achieve high academic performance despite our low average income per student (**\$8500**). We are proud that **90% of our student body meets or exceeds** state reading and math standards and have been able to achieve this mark *despite our revenue levels being lower than other public and charter schools* who often reach **\$10k-12,000 per student** annually.

**90%** of our student body **meets or exceeds** state standards

At **33%** lower revenue per student



LAUSD Schools	% Proficient or Advanced:	% Proficient or Advanced:	% Proficient or Advanced
DTLA	English Language	Math	Science
San Pedro Street	55%	64%	38%
Para Los Ninos	44%	53%	54%
Averages	50%	59%	46%
Additional 90015/90017 Schools			
10th Street	41%	61%	40%
Esperanza	30%	52%	22%
GLAYS	36%	55%	51%
Averages	36%	56%	41%
Charter Schools			
Downtown Value	55%	51%	55%
Equitas Academy	67%	75%	n/a
N.E.W. Academy	51%	77%	77%
Averages	58%	68%	66%



# Media, Awards

## Awards

- o **Downtowners with Distinction, 2014**, awarded by Downtown Los Angeles News
- o **Downtown's Most Important Addition of the Year, 2013**, awarded by Downtown Los Angeles News
- o **Certificate of Appreciation, 2014**, awarded by City of Los Angeles

## Media Coverage

LATimes

*Metro Charter school's vision coming into focus, June 9, 2015*

Downtown Daily News

*DTLA parents win approval to establish Metro Charter Elementary School, Feb. 20*

*Downtown Parents Open Elementary School, September 5, 2013*

ABC News

*Kindness Challenge in 2014, 2015*

LATimes

*Near L.A. Live, parents press for downtown charter school, Oct 23, 2012*

KCRW

*Which Way LA: New downtown charter school raises questions about gentrification, diversity, Feb 27, 2013*

KPCC

*Downtown LA tries to lure more families with new parks and charter school, Aug 2013*

## Ongoing qualifications

### California Gold Ribbon Award by 2016

*Recognizes California schools that have made tremendous gains in implementing the academic content and performance standards adopted by the State Board of Education.*

### California Distinguished School by 2017

*Honors some of California's most exemplary and inspiring public schools.*



Los Angeles Times

## Metro Charter school's vision coming into focus LA Times

*"What if you could create your dream school for your kids, one that's high-tech and hands-on; diverse and genteel; an urban beehive of creativity with a suburban sense of security?... That's what impressed me most on my visit to Metro Charter. Parents, teachers and school leaders seem to share a vision and a sense of enthusiasm that can't help but trickle into the classroom..."* Sandy Banks, Los Angeles Times

## Los Angeles Times

Metro Charter school's vision coming into focus



## Los Angeles Times

### Near L.A. Live, parents press for downtown charter school

*Residents of South Park have submitted plans for Metro Charter to L.A. Unified. They say a school that their kids can walk to is too important to give up.*

October 23, 2012 | Sandy Banks

If you ask young parents in downtown's South Park area near L.A. Live what their neighborhood needs, it's a decent elementary school, not a professional football team.

The city's revitalized historic core has become a way-station for up and comers, who move to downtown for the night life, the arts, the commute, the cachet ... then move out when their children are born.

"You love it here," said Chinmaya Misra, who lives with her husband and daughter in an airy loft in a century-old building at 7th and Olive. "But you look around and realize, 'where am I going to educate my child?'"

For many the answer is somewhere else — Silver Lake, Mt. Washington, South Pasadena. "A lot of our friends have moved for one reason: the schools," Misra said.



# Funding to Date

**\$800,000** in philanthropic  
and competitive grant funding



The  
WALTON FAMILY  
FOUNDATION

\$ 550,000 PCSGP Startup Grant  
\$ 250,000 Walton Family Foundation Grant

**\$60,000** raised through  
the local community



DONATION - TORREY PINES BANK	7/15/2013	\$500.00
DONATION - MK RRP PACIFIC LLC	8/20/2013	\$2,500.00
FUNDRAISING - PAYPAL - FRED MCGALLIARD	2/12/2014	\$1,000.00
DONATION - DTLA SOUTH PARK PROPERTIES, LLC	5/16/2014	\$300.00
DONATION - LOCKTON COMPANIES, LLC	5/16/2014	\$1,000.00
DONATION - BROOKFIELD PROPERTIES MANAGEMENT, LLC	6/6/2014	\$10,000.00
DONATION - WILLIAM CHO	10/8/2014	\$100.00
DONATION-RYAN AUBRY	10/28/2014	\$50.00
DONATION - WILLIAM CHO	11/5/2014	\$100.00
DONATION - EMMA TRIVANI JOSHI-HERMAN	11/5/2014	\$300.00
DONATION-MALLORY WILLIAMS	11/5/2014	\$100.00
DONATION - ALEX LEE	11/5/2014	\$50.00
DONATION - WILLIAM CHO	11/14/2014	\$100.00
DONATION - SAULI DANPOUR	11/14/2014	\$1,000.00
DONATION - NATHAN R. NUSBAUM	12/19/2014	\$100.00
DONATIONS-IM LAWRENCE C NG FAMILY FOUNDATION	12/19/2014	\$5,000.00
DONATION - LA ARENA COMPANY	12/19/2014	\$5,000.00
DONATION - LOCKTON	12/19/2014	\$1,000.00
DONATION-JESSICA LALL	12/24/2014	\$100.00
DONATION-PAT MCGALLIARD	12/28/2014	\$2,000.00
DONATION-GENSLER	1/14/2015	\$3,000.00

Transaction Total \$33,300.00

Opening Balance		0.00
GREENLAND PUBLIC BENEFITS	10/7/2014	\$50,000.00
Jade Enterprise		<u>\$10,000.00</u>
Transaction Total		<u>\$60,000.00</u>

**Brookfield**



**RISING**



**Gensler**



# The Next 3 Years

## Enrollment

Metro Charter opened with 90 students in Fall 2013 and has been growing rapidly since. In Fall 2014, Metro was able to grow to **155 students in grades K-3**. Our projections for growth for the next 3 years are

	2015-2016	2016-2017	2017-2018
TK-Kindergarten	62	92	115
1st Grade	46	92	92
2nd Grade	46	46	92
3rd Grade	46	46	46
4th Grade	25	46	46
5th Grade		25	46
<b>Total</b>	<b>225</b>	<b>347</b>	<b>437</b>

We have been able to maintain **aggressive growth projections** primarily because we are able to keep **attrition rates very low**. Approximately **85% of our families return** year-to-year which allows us to grow at a very steady and predictable pace.

## Financial

**Tight fiscal responsibility, strong local marketing** efforts as well as our ability to maximize Average Daily Attendance (ADA) has allowed us to reach stability more quickly than other early stage charter schools. Metro has built very conservative financial projections that take into account no revenue from grants or private fundraising. We are committed to **building our budgets with the most conservative models possible**. Our forecasted financials through the 2017-2018 school years.

Forecast	2014-15	2015-16	2016-17	2017-18
Total Enrollment	155	225	347	437
ADA	148.8	215.75	332.41	418.6
<b>INCOME</b>				
8011-8096 · Local Control Funding Formula Revenue	1,208,605	1,769,000	2,743,467	3,484,376
8100-8299 · Other Federal Income	156,717	84,664	130,571	164,437
8300-8599 · Other State Income	29,534	38,257	58,758	74,844
8600-8699 · Other Income-Local	10,000	10,000	10,000	10,000
Grants/Fundraising	-	-	-	-
8999 · Prior Year Adjustment	-	-	-	-
<b>TOTAL INCOME</b>	<b>1,404,856</b>	<b>1,901,921</b>	<b>2,942,796</b>	<b>3,733,656</b>



# Ask

## 30 Donors for \$3 Million over 3 years

Metro Charter seeks to raise **\$3 million in private fundraising** to help us augment our existing revenue stream. As mentioned in the document, though Metro has been able to survive with a limited budget we seek to increase our revenue per student so that we can provide a much wider array of services to both our families and our teachers.

Areas which Metro intends to concentrate on:

### 1. Facility Expansion

Metro is actively working to secure a permanent, expanded, world-class facility in downtown. *A physical environment that embodies the values and goals of the founding vision.* The facility will be rich in resources, space and amenities to best serve the needs of our teachers, students and families.

### 2. Academic Enrichment

Although Metro Charter leverages the city to provide a great deal of enrichment, we hope to enhance our *technology, arts, music, and physical education programs* to provide a more holistic education and achieve our vision of a truly balanced education.

### 3. Student Programs

Metro provides many services to its students at a greatly reduced rate or free of charge. For example, Although Metro provides free hot breakfast and lunch to our entire student body additional funding would allow us to leverage vendors who are renowned for *creating highly nutritious and great tasting meals* for students. Our afterschool program currently costs \$150 per student and although we are able to provide scholarships for a small number of families, additional funding would allow us to expand our *scholarship awards* to help more families in need of a low cost after school care option.

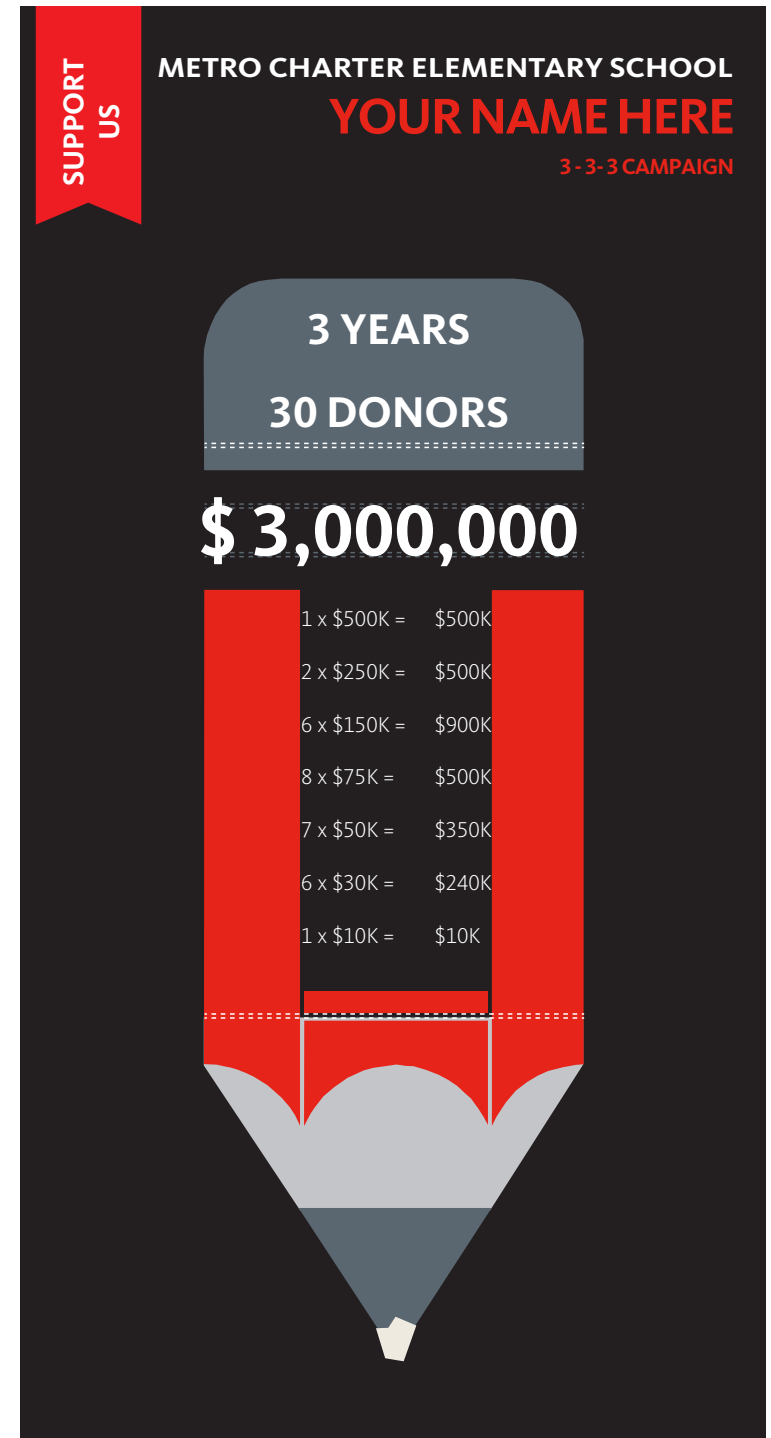


# Funding Opportunities

## 3-3-3 Campaign

The following is a target list of the main institutions in Downtown Los Angeles that Metro Charter Elementary School will approach to fund the campaign, along with the projected contribution levels. In alphabetical order:

- |                            |                          |
|----------------------------|--------------------------|
| 1. AC Martin               | 22. Jamison              |
| 2. AECOM                   | 23. KOR                  |
| 3. AEG                     | 24. LBA                  |
| 4. Barry Shy               | 25. Lennar               |
| 5. Brookfield              | 26. Mack Urban           |
| 6. Building Trades         | 27. Matt Construction    |
| 7. Canyon Partners         | 28. NBBJ                 |
| 8. Capri Capital           | 29. Oceanwide            |
| 9. Carmel Partners         | 30. Geoff Palmer         |
| 10. CBRE                   | 31. Ratkovich            |
| 11. Chase Bank             | 32. Rising Realty        |
| 12. City National Bank     | 33. Steve Needleman      |
| 13. Forest City            | 34. The Reef             |
| 14. Gensler                | 35. Tishman Construction |
| 15. Greenland              | 36. Trumark Capital      |
| 16. Hanover                | 37. UAB                  |
| 17. Harley Ellis Devereaux | 38. USAA                 |
| 18. Hazens                 | 39. Urban Driver         |
| 19. Hearst Corp.           | 40. Wells Fargo          |
| 20. Holland                | 41. Wolff Companies      |
| 21. Jade Enterprises       |                          |



# Facility Expansion

## A New Facility in 2016

In order to meet our goal to secure a permanent, expanded world-class location in downtown, Metro has begun working with industry-leading consultants and development specialists on detailed feasibility studies including analyses of potential local sites, area programming, budgeting, staffing, enrollment, financial projections as well as planning, architectural and engineering requirements. Highlights shown for reference.

## Area Program

Space Description	Square Footage	Number	Total SF
Reception / Clerical Area	400	1	400
Principal's Office	150	1	150
AP's Office	150	2	300
Dean's Office	150	1	150
Flex Office Space / Conference	400	1	400
Teacher Workroom / Breakroom	500	1	500
Staff Restrooms	400	1	400
Student Restrooms	400	2	800
Storage	700	1	700
Kitchen / Lunch Prep	500	1	500
Classrooms	725	16	11,600
Connections Room / Office	700	1	700
Multi-purpose Room	2500	1	2,500
<b>TOTAL PROGRAMMATIC REQUIREMENTS</b> <sup>1</sup>			<b>23,875 SF</b>

Notes: <sup>1</sup> Total includes 25% for circulation. Subtotal square footage is 18,950  
<sup>2</sup> Requires 13 parking spaces

## Project Cost Scenario

	Scenario #1	Scenario #2
Description	420 Students	575 Students
Acquisition Costs <sup>1</sup>	\$109,155	\$158,295
Hard Costs	\$3,374,100	\$5,262,900
Soft Costs	\$878,521	\$934,536
Financing Costs	\$124,100	\$132,625
Management Costs	\$360,000	\$400,000
<b>Subtotal</b>	<b>\$4,848,875</b>	<b>\$6,888,355</b>
<i>Contingencies</i>	<i>\$400,300</i>	<i>\$406,700</i>
<b>Total Project Budget</b>	<b>\$5,246,176</b>	<b>\$7,295,056</b>

Notes: <sup>1</sup> Acquisition costs based on lease rate of 65 cents PSF per month during construction. Scenario #1: 23,990 SF ; Scenario #2: 34,790 SF

## Financing and Expense Ratios

	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
Enrollment	420.0	420.0	420.0	420.0	420.0	420.0
ADA (95%)	399.0	399.0	399.0	399.0	399.0	399.0
<b>Expense:</b>						
Lease Payments	\$ 187,122	\$ 192,736	\$ 198,518	\$ 204,473	\$ 210,607	\$ 216,926
Debt Service	\$ 318,272	\$ 318,272	\$ 318,272	\$ 318,272	\$ 318,272	\$ 318,272
Total Expense	\$ 505,394	\$ 511,008	\$ 516,790	\$ 522,745	\$ 528,880	\$ 535,198
Expense/Student	\$ 1,203	\$ 1,217	\$ 1,230	\$ 1,245	\$ 1,259	\$ 1,274
SB740	\$ (299,250)	\$ (299,250)	\$ (299,250)	\$ (299,250)	\$ (299,250)	\$ (299,250)
Net Expense	\$ 206,144	\$ 211,758	\$ 217,540	\$ 223,495	\$ 229,630	\$ 235,948

## Preliminary financing scenario for Option 2

	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
Enrollment	575.0	575.0	575.0	575.0	575.0	575.0	575.0
ADA (95%)	546.3	546.3	546.3	546.3	546.3	546.3	546.3
<b>Expense:</b>							
Lease Payments	\$ 271,362	\$ 279,503	\$ 287,888	\$ 296,525	\$ 305,420	\$ 314,583	\$ 324,020
Debt Service	\$ 443,337	\$ 443,337	\$ 443,337	\$ 443,337	\$ 443,337	\$ 443,337	\$ 443,337
Total Expense	\$ 714,699	\$ 722,840	\$ 731,225	\$ 739,861	\$ 748,757	\$ 757,920	\$ 767,357
Expense/Student	\$ 1,243	\$ 1,257	\$ 1,272	\$ 1,287	\$ 1,302	\$ 1,318	\$ 1,335
SB740	\$ (409,688)	\$ (409,688)	\$ (409,688)	\$ (409,688)	\$ (409,688)	\$ (409,688)	\$ (409,688)
Net Expense	\$ 305,011	\$ 313,152	\$ 321,537	\$ 330,174	\$ 339,070	\$ 348,232	\$ 357,670