

The Partnership for Los Angeles Schools

Meeting of the Board of Directors

September 3, 2009

Decision and Discussion Topics

- Decision topics
 - Approve revised 2009-10 budget
- Discussion topics
 - Update on Partnership school data

Approve revised 2009-10 Budget

Update on the Partnership Year-End Financials

- The Partnership is in a solid financial position
 - Total cash in our bank account as of 6/30/09 is \$2.3 mm. After adjustments, we estimate a starting cash balance of \$2.2 mm for the FY 2009-10 year.
 - At the last Board meeting, we requested that the Board “roll over” certain expenditure items into the 2009-10 fiscal year
 - After consulting with our accountants, we do not believe that this is now necessary
 - Instead, we have built these expenditures into our 2009-10 budget. In many cases, schools have allocated the funds and they will be expended in 2009-10.
- For the 2008-09 year, major Partnership expenditures were lower than budgeted as follows:
 - **Salaries, benefits, consultants and home office costs:** ~\$300,000 lower than anticipated due to conservative assumptions for benefits and cost savings on office expenditures such as rent
 - **Professional development:** ~\$80,000 lower but this was actually over budget by ~\$140,000 because ~\$220,000 in costs were reallocated to schools in another line item
 - **Targeted school site spending:** ~\$1,300,000 lower because schools have not yet spent the funds (but schools have allocated much of this funding and we expect it to be spent in 2009-10)
 - **Technology investments:** ~\$500,000 lower because funds were not raised to support these expenditures in 2008-09
 - **Data and surveys:** ~\$110,000 lower because payments were delayed
 - **Building culture at schools:** ~\$100,000 lower because contract was spread over longer time
 - **Transportation:** ~\$100,000 lower because funds were allocated to other programs
- A few line items are currently over budget:
 - **Consultants:** ~\$130,000 higher due to new grants received that funded consultant support
 - **School site staff:** ~\$100,000 higher due to additional staff funded at school sites with grants
 - **Boston Consulting Group:** ~\$660,000 higher because it is a new pass-through grant
 - **Network Partners:** \$200,000 higher because it is a new pass-through grant

Partnership Balance Sheet as of 6/30/2009

Partnership for Los Angeles Schools Balance Sheet as of June 30, 2009 (In Whole Numbers)

	<u>Current Year</u>		
Assets		Liabilities	
Current Assets		Current Liabilities	
Cash		Accounts Payable	
Cash in Bank-Operating	2,271,750	Accounts Payable (Current Liabilities)	237,871
Total Cash	<u>2,271,750</u>	Total Accounts Payable	<u>237,871</u>
Accounts Receivable		Total Current Liabilities	237,871
Accounts Receivable	90,662	Other Current Liabilities	
Due From Others	<u>22,916</u>	Other Current Liabilities	
Total Accounts Receivable	113,579	Accrued Payables	133,614
Other Current Assets		District Staff on Loan	105,180
Prepaid Expenditures (Expenses)	<u>280,108</u>	Total Other Current Liabilities	<u>238,794</u>
Total Other Current Assets	<u>280,108</u>	Total Other Current Liabilities	238,794
Total Current Assets	2,665,437	Long Term Liabilities	
Fixed Assets		Compensated Absences Payable	7,590
Computer / Equipment	56,260	Total Long Term Liabilities	<u>7,590</u>
Accumulated Depreciation-Computer	(9,681)	Total Liabilities	<u>484,256</u>
/Equipment			
Work in Progress	17,744	Equity	
Total Fixed Assets	<u>64,323</u>	Fund Balance Reserved	
Total Assets	<u>2,729,760</u>	Temporarily Restricted Fund	0
		Total Fund Balance Reserved	0
		Fund Balance Unreserved	
		Beginning Fund Balance	3,909,370
		Total Fund Balance Unreserved	<u>3,909,370</u>
		Change in Net Assets	<u>(1,663,866)</u>
		Total Equity	<u>2,245,504</u>
		Total Liabilities & Equity	<u>2,729,760</u>

Note: financials are unaudited and subject to change

Partnership Budget vs. Actual, 7/1/08 - 6/30/09 (1/3)

The Partnership for Los Angeles Schools
 FY 2008-09 and 2009-10 budget and projections
 As of June 30, 2009
 Actuals through June 2009

	(A)	(B)	(C)
		2008-09 FY projections	
	2008-09 FY Budget	2008-09 FY Projections	Budget vs. 2008-09 FY projections
(1) REVENUES			
(2) Non-regranting committed	\$4,300,000	\$7,394,448	\$3,094,448
(3) Regranting committed	1,000,000	1,687,651	687,651
(4) Other expected revenues	3,500,000	0	(3,500,000)
(5) Total Revenues	\$8,800,000	\$9,082,099	\$282,099
(6) EXPENDITURES			
(7) PARTNERSHIP SUPPORT TEAM			
(8) Salaries	\$2,078,500	\$2,078,810	(\$310)
(8) Employee benefits	623,551	389,887	233,664
(10) Consultants	317,000	460,709	(143,709)
(11) Total Partnership Support Team	\$3,019,051	\$2,929,407	\$89,644
(12) PARTNERSHIP SUPPORT OFFICE			
(13) Materials and Supplies	\$157,962	\$41,448	\$116,514
(14) Services and Other Operating Expenditures	451,456	344,819	106,637
(15) Total Home Office Expenses	\$609,418	\$386,266	\$223,152
(16) SUBTOTAL - PART. SUPPORT	\$3,628,469	\$3,315,673	\$312,796

Note: financials are unaudited and subject to change

Partnership Budget vs. Actual, 7/1/08 - 6/30/09 (2/3)

	(A)	(B)	(C)
		2008-09 FY projections	
	2008-09 FY Budget	2008-09 FY Projections	Budget vs. 2008-09 FY projections
(17) SCHOOL AND COMMUNITY PLANNING			
(18) School site support			
(19) Professional development	\$627,375	\$544,427	\$82,948
(20) Transition team planning	53,755	53,101	654
(21) Targeted school site funding	1,590,229	298,915	1,291,314
(22) Operational planning with LAUSD	0	0	0
(23) Data and surveys	173,915	58,990	114,925
(24) Technology and data system investments	523,383	29,519	493,864
(25) School staffing support	124,688	106,264	18,424
(26) School site staff and consultants	100,800	200,746	(99,946)
(27) Building culture at schools	765,000	664,253	100,747
(28) Scholarly uniforms	404,150	428,496	(24,346)
(29) Student interventions	400,429	418,131	(17,702)
(30) Facilities improvements	100,000	72,796	27,204
(31) Transportation for field trips	100,000	0	100,000
(32) Total School Site Planning	\$4,963,724	\$2,875,638	\$2,088,086
(33) Connecting communities			
(34) Parent and community meetings	\$201,400	\$147,523	\$53,877
(35) Seed funding for collaboratives	100,000	0	100,000
(36) Pre-K and after school	0	0	0
(37) Community needs assessment	0	0	0
(38) Total Connecting communities	\$301,400	\$147,523	\$153,877

Note: financials are unaudited and subject to change

Partnership Budget vs. Actual, 7/1/08 - 6/30/09 (3/3)

	(A)	(B)	(C)
		2008-09 FY projections	
	2008-09 FY Budget	2008-09 FY Projections	Budget vs. 2008-09 FY projections
✓(39) Outreach and Partnerships			
✓(40) Outreach for next academic year	\$91,608	\$0	\$91,608
✓(41) Partnership expenses	0	0	0
✓(42) Incubation expenses	0	0	0
✓(43) Total Outreach	\$91,608	\$0	\$91,608
✓(44) SUBTOTAL - SCH & COMM. PLNG	\$5,356,732	\$3,023,161	\$2,333,571
✓(45) REGRANTING			
✓(46) Teach for America	\$1,000,000	\$1,000,000	\$0
✓(47) Boston Consulting Group	0	660,828	(660,828)
✓(48) Fiscal sponsor	0	27,331	(27,331)
✓(49) Other Network Partners	0	200,000	(200,000)
✓(50) SUBTOTAL - REGRANTING	\$1,000,000	\$1,888,159	(\$888,159)
✓(51) TOTAL EXPENDITURES	\$9,985,201	\$8,226,993	\$1,758,208
✓(52) TOTAL EXPEND. - EXCL. REGRANT.	\$8,985,201	\$6,338,834	\$2,646,367
✓(53) NET INCOME	(\$1,185,201)	\$855,106	\$2,040,307
✓(54) CAPITAL EXPENDITURES (cash)	\$0	\$57,170	(\$57,170)
✓(55) BEGINNING CASH	\$1,368,787	\$1,368,787	
✓(56) ENDING UNENCUMBERED CASH	\$183,586	\$2,166,722	

Note: financials are unaudited and subject to change

Summary of Targeted School Site Funds, 2007-08 and 2008-09

Partnership "Targeted School Site Funding"

Update as of 6/30/09

	Estimated expenses to date			Total expenses	Balance
	FY 2007-08	FY 2008-09	FY 2009-10		
Total allocations	FY 07-08 expenses	Expenses thru 6/30/09	Total FY 09-10 expenses (estimate)		
Roosevelt HS	305,309	0	22,294	179,290	103,725
Hollenbeck MS	202,805	911	8,341	109,260	84,293
Stevenson MS	211,553	0	22,893	15,000	173,660
Santee	280,206	43,655	73,545	0	163,007
Markham MS	185,828	2,059	102,215	23,000	58,554
Gompers MS	199,679	0	31,365	0	168,314
Sunrise ES	118,225	0	0	20,000	98,225
Figueroa ES	120,412	0	4,500	89,846	26,066
Ritter ES	107,290	0	20,522	19,180	67,588
99th Street ES	111,664	0	14,073	56,536	41,055
Total	1,842,971	46,625	299,748	512,112	984,486

Expenditures for Targeted School Site Funds for 2007-08 and 2008-09

School	Expenditures	Description
• Roosevelt	• \$22,294	• Staff events (\$13,654), counseling consultant (\$8,640)
• Hollenbeck	• \$9,252	• Student/staff events (\$6,245), student incentives/awards (\$2,807), other (\$200)
• Stevenson	• \$22,893	• Radio system (\$7,902), furniture (\$6,852), student/teacher/parent events and incentives (\$4,025), staff uniforms (\$3,590), other (\$524)
• Santee	• \$117,199	• Textbook shelving (\$37,805), student laptops (\$33,729), textbooks (\$14,406), student/teacher/parent trips and incentives (\$20,269), staff compensation (\$6,770), website (\$4,200)
• Markham	• \$104,274	• Campus security (\$62,800), student uniforms (\$21,611), staff/student trips and events (\$17,680), staff uniforms (\$2,183)
• Gompers	• \$31,365	• Student trips (\$16,875), uniforms (\$5,375), training and classroom materials (\$3,550), professional development (\$3,115), security uniforms (\$1,904), and other (\$545)
• Sunrise	• \$0	• n/a
• Figueroa	• \$4,500	• Intervention consultant (\$4,500)
• Ritter	• \$20,522	• After school tutoring stipends (\$20,222), translation (\$300)
• 99 th Street	• \$14,073	• Supervision aides (\$14,023), student rewards (\$50)

Summary of Revised 2009-10 Budget

- Since our last Board meeting, the Partnership team has tightened up our budget for the 2009-10 fiscal year. New information includes:
 - Completion of our strategic plan. The proposed budget is aligned to this plan.
 - Evolution of the situation around RIFs and bumping.
 - Additional information around projected expenditures, such as summer planning activities and contract/consultant costs
- The Partnership's budget is presented in two parts
 - **Base case (column D)**: existing staff and commitments from funders
 - **Additional activities (column E)**: new activities that we plan to do once additional funds are raised
 - The combined parts comprise the budget for approval (column F)
- **Base case** summary
 - \$6.6 mm in committed revenues, \$550,000 in potential revenue, \$2.2 mm starting cash, and ~\$8.3 mm in estimated expenditures
 - Funds the Partnership support team/related services, programs commencing soon, and obligations
 - Projected ~\$550k in additional funds needed to be raised
- **Additional activities** summary
 - Funds an additional \$4.6 mm in school site programs and activities
 - Major focus on professional development and technology
 - Expenditures will not be made without additional fundraising

Draft 2009-10 Budget (1/3)

The Partnership for Los Angeles Schools
 FY 2008-09 and 2009-10 budget and projections
 As of June 30, 2009
 Actuals through June 2009

	(A)	(B)	(C)	(D)	(E)	(F)
		2008-09 FY projections		2009-10 FY DRAFT budget		
	2008-09 FY Budget	2008-09 FY Projections	Budget vs. 2008-09 FY projections	DRAFT 2009-10 FY budget (base case)	DRAFT 2009-10 FY budget (additional)	DRAFT 2009-10 FY budget (combined)
(1) REVENUES						
(2) Non-regranting committed	\$4,300,000	\$7,394,448	\$3,094,448	\$5,595,036	\$0	\$5,595,036
(3) Regranting committed	1,000,000	1,687,651	687,651	1,000,000	0	1,000,000
(4) Other potential revenues	3,500,000	0	(3,500,000)	550,000	4,900,000	5,450,000
(5) Total Revenues	\$8,800,000	\$9,082,099	\$282,099	\$7,145,036	\$4,900,000	\$12,045,036
(6) EXPENDITURES						
(7) PARTNERSHIP SUPPORT TEAM						
(8) Salaries	\$2,078,500	\$2,078,810	(\$310)	\$2,520,750	\$0	\$2,520,750
(8) Employee benefits	623,551	389,887	233,664	585,023	0	585,023
(10) Consultants	317,000	460,709	(143,709)	348,000	0	348,000
(11) Total Partnership Support Team	\$3,019,051	\$2,929,407	\$89,644	\$3,453,773	\$0	\$3,453,773
(12) PARTNERSHIP SUPPORT OFFICE						
(13) Materials and Supplies	\$157,962	\$41,448	\$116,514	\$93,000	\$0	\$93,000
(14) Services and Other Operating Expenditures	451,456	344,819	106,637	618,695	100,000	718,695
(15) Total Home Office Expenses	\$609,418	\$386,266	\$223,152	\$711,695	\$100,000	\$811,695
(16) SUBTOTAL - PART. SUPPORT	\$3,628,469	\$3,315,673	\$312,796	\$4,165,468	\$100,000	\$4,265,468

Note: financials are unaudited and subject to change

Draft 2009-10 Budget (2/3)

	(A)	(B)	(C)	(D)	(E)	(F)
		2008-09 FY projections		2009-10 FY DRAFT budget		
	2008-09 FY Budget	2008-09 FY Projections	Budget vs. 2008-09 FY projections	DRAFT 2009-10 FY budget (base case)	DRAFT 2009-10 FY budget (additional)	DRAFT 2009-10 FY budget (combined)
(17) SCHOOL AND COMMUNITY PLANNING						
(18) School site support						
(19) Professional development	\$627,375	\$544,427	\$82,948	\$500,800	\$1,125,000	\$1,625,800
(20) Transition team planning	53,755	53,101	654	0	0	0
(21) Targeted school site funding	1,590,229	298,915	1,291,314	1,496,598	0	1,496,598
(22) Operational planning w ith LAUSD	0	0	0	0	0	0
(23) Data and surveys	173,915	58,990	114,925	104,700	25,000	129,700
(24) Technology and data system investments	523,383	29,519	493,864	184,982	2,960,040	3,145,022
(25) School staffing support	124,688	106,264	18,424	10,000	30,000	40,000
(26) School site staff and consultants	100,800	200,746	(99,946)	1,038,801	14,400	1,053,201
(27) Building culture at schools	765,000	664,253	100,747	336,037	25,000	361,037
(28) Scholarly uniforms	404,150	428,496	(24,346)	0	0	0
(29) Student interventions	400,429	418,131	(17,702)	324,976	215,000	539,976
(30) Facilities improvements	100,000	72,796	27,204	0	0	0
(31) Transportation for field trips	100,000	0	100,000	3,600	48,000	51,600
(32) Total School Site Planning	\$4,963,724	\$2,875,638	\$2,088,086	\$4,000,494	\$4,442,440	\$8,442,934
(33) Connecting communities						
(34) Parent and community meetings	\$201,400	\$147,523	\$53,877	\$128,540	\$0	\$128,540
(35) Seed funding for collaboratives	100,000	0	100,000	0	0	0
(36) Pre-K and after school	0	0	0	19,800	0	19,800
(37) Community needs assessment	0	0	0	0	0	0
(38) Total Connecting communities	\$301,400	\$147,523	\$153,877	\$148,340	\$0	\$148,340

Draft 2009-10 Budget (3/3)

	(A)	(B)	(C)	(D)	(E)	(F)
		2008-09 FY projections		2009-10 FY DRAFT budget		
	2008-09 FY Budget	2008-09 FY Projections	Budget vs. 2008-09 FY projections	DRAFT 2009-10 FY budget (base case)	DRAFT 2009-10 FY budget (additional)	DRAFT 2009-10 FY budget (combined)
(39) Outreach and Partnerships						
(40) Outreach for next academic year	\$91,608	\$0	\$91,608	\$0	\$52,000	\$52,000
(41) Partnership expenses	0	0	0	0	0	0
(42) Incubation expenses	0	0	0	0	0	0
(43) Total Outreach	\$91,608	\$0	\$91,608	\$0	\$52,000	\$52,000
(44) SUBTOTAL - SCH & COMM. PLNG	\$5,356,732	\$3,023,161	\$2,333,571	\$4,148,834	\$4,494,440	\$8,643,274
(45) REGRANTING						
(46) Teach for America	\$1,000,000	\$1,000,000	\$0	\$1,000,000	\$0	\$1,000,000
(47) Boston Consulting Group	0	660,828	(660,828)	0	0	0
(48) Fiscal sponsor	0	27,331	(27,331)	0	0	0
(49) Other Network Partners	0	200,000	(200,000)	0	0	0
(50) SUBTOTAL - REGRANTING	\$1,000,000	\$1,888,159	(\$888,159)	\$1,000,000	\$0	\$1,000,000
(51) TOTAL EXPENDITURES	\$9,985,201	\$8,226,993	\$1,758,208	\$9,314,302	\$4,594,440	\$13,908,742
(52) TOTAL EXPEND. - EXCL. REGRANT.	\$8,985,201	\$6,338,834	\$2,646,367	\$8,314,302	\$4,594,440	\$12,908,742
(53) NET INCOME	(\$1,185,201)	\$855,106	\$2,040,307	(\$2,169,266)	\$305,560	(\$1,863,706)
(54) CAPITAL EXPENDITURES (cash)	\$0	\$57,170	(\$57,170)	\$0	\$0	\$0
(55) BEGINNING CASH	\$1,368,787	\$1,368,787		\$2,166,722	(\$2,543)	\$2,166,722
(56) ENDING UNENCUMBERED CASH	\$183,586	\$2,166,722		(\$2,543)	\$303,017	\$303,017

Note: financials are unaudited and subject to change

"Base Case" Revised 2009-10 Budget Narrative (1/7)

	Description	Assumptions
REVENUES		
• Non-regranting committed	• Funds that have already been collected by or committed to the Partnership that will not be "passed through" to another organization	<ul style="list-style-type: none"> • \$4 million by Melanie and Richard Lundquist • \$1,600,000 from other foundations and individuals
• Regranting committed	• Funds that have been committed to the Partnership but are required to be re-granted to other organizations	• \$1 million by Melanie and Richard Lundquist that is earmarked for Teach for America
• Other potential revenue	• Additional funds to be raised to support "base case" budget	• The Partnership is confident that this amount can be raised, even in the current economic climate
EXPENDITURES		
• Salaries	• Salaries of the full-time staff of the Partnership	<ul style="list-style-type: none"> • Includes 28 full-time employees <ul style="list-style-type: none"> - Executive team: 4 - Curriculum and instruction: 11 - Operations: 7 (1 unpaid) - Connecting communities: 3 - Development and partnerships: 2 - Data and accountability: 1
• Employee benefits	• Estimated fringe benefits for full-time staff of the Partnership	<ul style="list-style-type: none"> • Assumes weighted average of 23% • Includes 1 employee who is "on loan" from San Diego Unified School District and 3 employees who are "on loan" from the Los Angeles Unified School District

"Base Case" Revised 2009-10 Budget Narrative (2/7)

	Description	Assumptions
<ul style="list-style-type: none"> • Consultants 	<ul style="list-style-type: none"> • Stipends of short-term or part-time consultants working with the Partnership 	<ul style="list-style-type: none"> • Includes consultants focused on legal services, accounting & financial management • Also includes stipends for interns and temporary employees
<ul style="list-style-type: none"> • Home office expenses 	<ul style="list-style-type: none"> • Includes all operating expenses for the Partnership's "home office," such as: materials and supplies; postage; financial systems; computer hardware; travel; training; insurance; audit expenses; space rental; etc. • Includes majority of expenditures for set-up of new office space 	<ul style="list-style-type: none"> • Costs are estimated based on historical expenditures, estimated future expenditures, or as a percentage of salaries based on best practices in the sector • Includes no cost for rental expenditures because the Partnership's new office space is donated for one year • Includes ~\$120,000 in expenditures for set-up of new office space

"Base Case" Revised 2009-10 Budget Narrative (3/7)

	Description	Assumptions
<ul style="list-style-type: none"> Professional development 	<ul style="list-style-type: none"> Additional professional development opportunities for teachers, administrators and classified staff at each school site, focused on building a stronger school culture, using data to drive instruction and improving preparation for a college preparatory curriculum in high school Includes principal leadership conferences, teacher leadership conferences, intervention workshops, chapter chairs, and trainings on shared leadership/decision making Includes major investment in summer professional development activities 	<ul style="list-style-type: none"> Majority of funding is for professional development events with school stakeholders - Assumes 10 meetings with administrators - Assumes trip with ~35 school stakeholders to New York City - Assumes 20 meetings on lesson delivery and instructional design - Assumes 4 meetings with chapter chairs - Assumes 10 meetings on intervention - Assumes 5 other school trainings • Includes \$100,000 for summer PD activities, and \$80,000 in investments in promoting student voice • Includes \$27,900 in funding for Santee Tri-C collaborative (grant committed) • Includes \$80,000 in funding for Mendez (grant committed)
<ul style="list-style-type: none"> Targeted school site funding 	<ul style="list-style-type: none"> Remaining balance from funds that were allocated to schools but have not yet been spent 	<ul style="list-style-type: none"> Remaining balance from allocated funds is approximately \$1,500,000 (out of \$1,840,000 originally committed) • Approximately \$510,000 is already earmarked for specific use in 2009-10, leaving an unencumbered balance of ~\$985,000

"Base Case" Revised 2009-10 Budget Narrative (4/7)

	Description	Assumptions
<ul style="list-style-type: none"> Data and surveys 	<ul style="list-style-type: none"> Surveys conducted by the nationally recognized group out of Harvard, Tripod, for parents, staff and students Would be year two of implementation so that data could be compared to the baseline year of data 	<ul style="list-style-type: none"> Costs of survey implementation are ~\$80,000 Includes six school site data team sessions, three process mapping meetings, and several MyData working meetings Includes some translation costs, and graduate student support for data analysis Assumes Survey Monkey subscription
<ul style="list-style-type: none"> Technology and data system investments 	<ul style="list-style-type: none"> Multi-year lease of a new state-of-the-art Mac lab at Santee high school (approved by the Board on April 2, 2009) Includes new investments at Mendez based on a grant received 	<ul style="list-style-type: none"> Lease payments of \$2,815 per month \$150,000 in technology investments allocated to Santee (grant committed)
<ul style="list-style-type: none"> School staffing support 	<ul style="list-style-type: none"> Costs to provide staffing support to school sites for hiring teachers Major costs were for posting ads for teaching positions 	<ul style="list-style-type: none"> Costs assumed to be \$10,000, including fees to The New Teacher Project and costs of placing ads

"Base Case" Revised 2009-10 Budget Narrative (5/7)

	Description	Assumptions
<ul style="list-style-type: none"> School site staff and consultants 	<ul style="list-style-type: none"> Cost of reimbursing RIFd teachers for their COBRA coverage through the summer Additional investments made in Mendez for coaching and administrative support, based on grants received Investments made to help transition Roosevelt High School to a traditional calendar through the summer months Costs of consultants to work directly with schools, paid for with grant funds Additional stipends paid to school site staff for additional work, including bringing 9 principals from E-basis (traditional calendar) to A-basis (year-round calendar) salary 	<ul style="list-style-type: none"> Assumes approximately \$60,000 to reimburse RIFd teachers for COBRA Cost of 1 Assistant Principal, 1 math coach and 1 science coach for Mendez Stipends to teachers, administrators and others at Roosevelt to help complete critical work through the summer months Includes consultants funded through grants to work on small schools, master schedule development and other professional development Additional work stipends based on 2008-09 stipends A-basis stipends estimated based on average salary scale
<ul style="list-style-type: none"> Building culture at schools 	<ul style="list-style-type: none"> Remaining payments to fund 2008-09 contract for "Capturing Kids Hearts" program to help build a stronger school culture among adults and students that is based on mutual respect, personal responsibility and supportiveness Includes additional Capturing Kids Hearts investments for 2009-10 school year Includes cost for school staff appreciation events 	<ul style="list-style-type: none"> Four payments of \$41,509 each Contract for \$120,000 to Capturing Kids Hearts \$50,000 allocated for staff appreciation events

"Base Case" Revised 2009-10 Budget Narrative (6/7)

	Description	Assumptions
<ul style="list-style-type: none"> • Student interventions 	<ul style="list-style-type: none"> • Includes programs used to accelerate implementation of intervention programs <ul style="list-style-type: none"> - Literacy for elementary schools - Continuation of Gate initiative - Summer dual language program at Ritter Elementary Schools - Consultant support - Continuation of AVID implementation - Continuation of Apex on-line credit recovery/CAHSEE preparation - Student internships and other supports for Santee students through the Tri-C collaborative 	<ul style="list-style-type: none"> • Costs estimated based on previous year's expenditures, funds committed by funders, or contracts already signed <ul style="list-style-type: none"> - ~\$75,000 for literacy program - ~\$15,000 for Gate - ~\$60,000 for AVID - ~\$95,000 for Apex
<ul style="list-style-type: none"> • Transportation for field trips 	<ul style="list-style-type: none"> • Includes funding already committed by a funder for field trips for Santee students through the Tri-C collaborative 	<ul style="list-style-type: none"> • Costs estimated based on funds received to date and estimated year-end balances

"Base Case" Revised 2009-10 Budget Narrative (7/7)

	Description	Assumptions
<ul style="list-style-type: none"> • Parent and community meetings 	<ul style="list-style-type: none"> • Includes funding for family and community engagement over the 2009-10 school year, including on-going work with school "Family Action Teams" and community collaboratives • Includes outreach activities to parents and families for the Mendez community • Also includes several new initiatives <ul style="list-style-type: none"> – Creation of a structured parent volunteering program – Creation of a menu of resources for families in the community – "Parents as Partners" program, where parents will be trained on the best methods to observe their child's classroom 	<ul style="list-style-type: none"> • Assumes monthly translation costs for written materials • Assumes bi-monthly community collaborative meetings • Assumes monthly leadership institutes • Assumes 3 trainings for parent leaders at schools, and monthly teacher and parent meetings at each school • Includes schools grants of \$2,000 per school for Family Action Teams and \$3,000 per school for parent education programs (to be matched by school sites) • Includes extensive outreach (phone calls, door-to-door campaigns) in the Mendez community
<ul style="list-style-type: none"> • Pre-k and after school 	<ul style="list-style-type: none"> • Includes funds already committed by a funder to support data analysis and supporting meetings to build pre-K and after school programs in and around Partnership schools 	<ul style="list-style-type: none"> • Costs estimated based on funds received to date and estimated year-end balances
<ul style="list-style-type: none"> • Teach for America 	<ul style="list-style-type: none"> • Pass-through grant to Teach for America 	<ul style="list-style-type: none"> • \$1 mm to be paid per grant agreement with Melanie and Richard Lundquist

"Additional Activities" Revised 2009-10 Budget Narrative (1/3)

	Description	Assumptions
REVENUES		
<ul style="list-style-type: none"> Other potential revenues 	<ul style="list-style-type: none"> Additional \$4.9 million in funds the Partnership will seek to raise from individuals and foundations to support additional initiatives 	<ul style="list-style-type: none"> These are additional funds that the Partnership needs to raise Funds will not be spent in the "additional activities" budget until these funds are raised
EXPENDITURES		
<ul style="list-style-type: none"> Marketing 	<ul style="list-style-type: none"> Cost of bringing on a PR firm to support the Partnership's communications strategy The Partnership is still seeking pro bono assistance from a PR firm 	<ul style="list-style-type: none"> Estimated cost of a retainer for a PR firm, if services are not donated
<ul style="list-style-type: none"> Professional Development 	<ul style="list-style-type: none"> Includes major investments in additional planning time for teachers 	<ul style="list-style-type: none"> Assumes all teachers receive 4 additional days of planning during the school year
<ul style="list-style-type: none"> Data and surveys 	<ul style="list-style-type: none"> Includes additional investments in bolstering the MyData system 	<ul style="list-style-type: none"> Assumed investments that would enhance the future releases of MyData

"Additional Activities" Revised 2009-10

Budget Narrative (2/3)

	Description	Assumptions
<ul style="list-style-type: none"> Technology and data system investments 	<ul style="list-style-type: none"> Additional costs to dramatically upgrade technology at Partnership schools <ul style="list-style-type: none"> Laptops for all teachers Laptop carts at Partnership schools, with a focus on schools lacking technology today Technology professional development for school site staff State-of-the-art Mac labs at secondary schools and film production studios at targeted schools Additional technology for classrooms 	<ul style="list-style-type: none"> Assumes 1,000 laptops at a cost of \$1,300 each Assumes 22 laptop carts at a cost of \$35,000 each Assumes 2-day training for 120 teachers Assumes 5 Mac labs at a cost of \$80,000 each Assumes 100 "smart boards" and 100 projectors at a cost of \$2,000 and \$800 each Assumes 2 film production studios at a cost of \$80,000 each
<ul style="list-style-type: none"> School staffing support 	<ul style="list-style-type: none"> The costs of additional recruiting for teachers at Partnership schools 	<ul style="list-style-type: none"> Assumes cost of posting ads and screening resumes
<ul style="list-style-type: none"> School site staff 	<ul style="list-style-type: none"> Includes additional costs for security consulting 	<ul style="list-style-type: none"> Assumes monthly stipend for security and supervision consultant to work with each Partnership school
<ul style="list-style-type: none"> Building culture at schools 	<ul style="list-style-type: none"> Additional targeted programs to boost morale and school culture 	<ul style="list-style-type: none"> Assumes cost of \$25,000

"Additional Activities" Revised 2009-10 Budget Narrative (3/3)

Description

Assumptions

- | Description | Assumptions |
|---|---|
| <ul style="list-style-type: none"> • Student interventions <ul style="list-style-type: none"> • Additional investments for instruction materials for teachers and students • Student stipends for working during the summer or off-track in order to build multiple pathways programs | <ul style="list-style-type: none"> • Assumes ~\$100,000 in instructional materials and other investments • Assumes ~\$100,000 for student internships |
| <ul style="list-style-type: none"> • Transportation for field trips | <ul style="list-style-type: none"> • Assumes 10 trips per school per year |
| <ul style="list-style-type: none"> • New school outreach | <ul style="list-style-type: none"> • Assumptions based on estimates of team time, materials and other expenditures |