



**Nevada Revolving Loan Fund Application
Additional Questions - 4/26/2017**

Application Pg. 16

This page should include more details on projected enrollment. Enrollment numbers are included in Appendix 6, but would be helpful to have more detail in this document.

We believe we may have fundamentally misunderstood the directions as provided in Section 3, Exhibit 2 to mean that the bulk of the information to be provided in Attachment 1, and can provide additional information.

We envision a slow-growth K-8 college preparatory charter school for the families of East Las Vegas, built upon rigorous academics and personal excellence, and that (a) draws upon the most successful practices of the highest achieving charter school across the country, (b) leverages the resources of and relationships with a national network of high performing schools on behalf of our staff and students, and (c) puts all children on the road to college and life success starting in Kindergarten. This would change the community of East Las Vegas by providing a high quality option for students where no option exists, would provide three generational change as the economic engine a strong K-8 foundation provides will change the life trajectory of the student, their family, and the family they will one day have, and it would ensure that our most vulnerable and at-risk learners have access to a proven school model that combines the best practices from across the country with trained and mission-driven leadership wholly committed to the dramatic and measurable growth of our students.

Proposing to open with 116 students in August 2017 in Kindergarten and Grade 1, Futuro Academy Charter School ("Futuro Academy") will grow one grade per year, and reach full grade and student enrollment in 2024, students in our full K-8 college preparatory model.

Detailed projections for the 6 years of our contract term are as demonstrated by the table below:

YEAR/GRADE	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
K	92	116	116	116	58	58
1	24	92	116	116	116	58
2		24	92	116	116	116
3			24	92	116	116
4				24	92	116
5					24	92
6						24
TOTAL	116	232	348	464	522	580



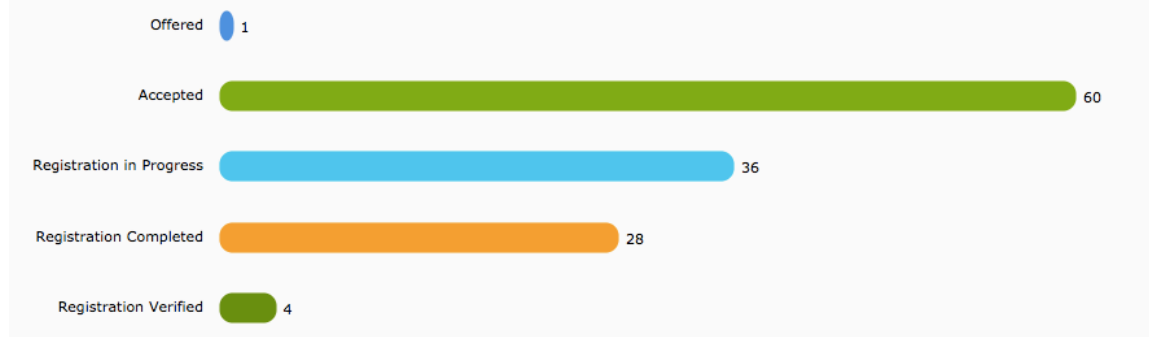
These projections in the table above are based upon "budget" enrollment numbers and represent a conservative number of enrolled students to account for fiscal responsibility. In actuality, we will recruit and enroll greater numbers of students annually within contractually allowed variances (5% or 50 students, whichever is greater) in order to sustain enrollment that can absorb 'frictional' enrollment change due to external factors without affecting the fiscal health of the organization. 'Frictional' is a term borrowed from economics and refers to unavoidable changes in the natural course of events, such as withdrawals due to changes in life circumstance such as moving out of district or loss of transportation. Our current plan for enrollment includes the following metrics:

TIME PERIOD	TARGET ENROLLMENT	DELTA	RATIONALE
11/8/17-5/30/17 Open Enrollment	125 minimum 133 maximum	+19 (+15%)	Allow for frictional changes and re-evaluation of enrollment decision over multi-month period prior.
6/1/17-8/14/17 Post-Enrollment	125 minimum Current # up to 133 max	+9 (+8%)	Allow for frictional changes after families have enrolled.
8/14/17-5/24/18	120 minimum Current # up to 133 max	+4 (+3.5%)	Allow for frictional changes after commencement of school year.

Further targets will be determined annually based upon current enrollment and other factors and variables dictating the need to recruit particular numbers of students.

Currently, as it relates to the enrollment figures relevant to fiscal year 2017-18, we are in the process of registration for the 2017-18 school year and in the Open Enrollment time period, and working on home visits to assist families with registration and to begin building our unique college going culture.

The current status of our families is found below in the following snapshot of our SchoolMint school registration dashboard.





We have currently accepted and moving through enrollment 129 students to allow for frictional changes prior to launch and will accept 4 more students in Kindergarten before activation of the waitlist, and are fully enrolled in 1st grade with one student on the waitlist. These numbers

include 8 students whose families have withdrawn them from our original applicant pool after reviewing all the registration requirements and additional school information for reasons including transportation concerns and recent moves and therefore have begun to see the effect of frictional changes to enrollment. We have a high degree of confidence in our current enrollment due to this fact.

In addition, Futuro Academy intends to continue our marketing campaign with three major planned activities to build our wait list:

1. Social Media advertising to increase our reach to 30,000 more individuals
2. A second mass mailing to 2,000 households in our target zip codes with families with children 4,5, and 6 years old
3. Canvassing during the month of May with a target of 500 knocked doors in the immediate area

Appendix 6 –

Why are they anticipating \$7k in depreciation expenses in the 2016-2017 fiscal year?

We intend to purchase \$20,000 in infrastructure for IT and telecom that will be on a 3-year depreciation schedule. We anticipate incurring the expense at the conclusion of the ERATE bidding window within fiscal year 2016-17, in particular with the installation of cabling trays for Wireless Access Points during construction of our facility, which will constitute a facility improvement. The \$7,204 represents the fiscal year 2016-17 share of depreciation, which will conclude by the end of the 2018-19 fiscal year and is captured on line 790.

Appendix 7

What are the “purchased professional services”? This constitutes over half of the budget, and it's not clear what these services are.

In general, these services include a category of expenses encompassing:

1. Financial, accounting, and HR services for benefits set-up and administration
2. Educational Consultants
3. Contracts for Executive Director and Associate Executive Director during launch year (Concluding June 30, 2017)

Due to lower than expected costs, and delay in awarding our previously granted CSP award, these amounts will be much lower than projected. The Futuro Academy board of directors will hear for information a rebudget, and will fully ratify a rebudgeted 2016-17 and 2017-8 final budget on May 16, 2017.



FUTURO ACADEMY

Futuro Academy Charter School

900 N. Lamb Boulevard

Las Vegas, NV 89110

Tel: 702-509-1612

Attachment 5 –

Is fiscally sound for Futuro to only charge 10% of students for lunch? It might end up costing the school more to try to create this system than it would to just feed these students free lunch. What do other schools with similar demographic percentages do?

The plan may have short-term disadvantages in the near term, but it is not fiscally responsible over time to accept a 10% loss. In Year 1 alone, 10% of meals represents approximately \$13,000, which will cover payment processing solution for food service, and will increase to approximately \$80,000 annually by full growth.

Why are DSA and salary/benefits estimates the same for Year 1 and Year 2 when the plan shows significant increases in both staff and students in Year 2?

This may be an erroneous reading of column D and E as Year 1 and Year 2 when D represents Year 1, and E represents a combined Launch and Year 1 budget. Year 2 is reflected in column G, and has significantly increased DSA and personnel expense amounts.

Respectfully submitted,

Ignacio Prado
Executive Director
Futuro Academy Charter School