The League recognizes that business managers, executive directors and founding teams work hard to develop and build your school at the highest levels of efficiency despite start-up, personnel and funding challenges. The Business Services department at the Colorado League of Charter Schools supports member schools through timely consultation on facilities, financing options, compliance, operational and financial support. Our members rely on the League’s thought leadership through consultations, training, guidance, and partnerships.

**FRESH START CONSULT — SAMPLE**

Creating your facilities or board team – in-person and follow up
- Assisting you in vetting and planning all vendors you need to create relationships to find a facility and prepare to open your school (banking, back office, attorney, auditor, real estate professional)
- Determine your necessary board composition (expertise, centers of influence, ways they can add value)

Create a competitive analysis – in-person and follow up
- District schools & other charter schools in your area
- Establishing the services and programs within a five-mile radius
- Evaluating and setting your student and family target demographics

Create a three-year Proforma – in-person and follow up
- Building realistic enrollment projections by grade for future years
- Budget based on best practice target percentages (% of revenue for salaries, benefits, facilities, etc.)

Review of real estate options – in-person and follow up
- What can you afford in your target area & who to consider

<table>
<thead>
<tr>
<th>Phase</th>
<th>Details</th>
<th>Time estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Discovery</td>
<td>Discovery of facility conditions in the area, considerations, limitations, short- &amp; long-term plan</td>
<td>2 hours</td>
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<tr>
<td>Planning</td>
<td>Development of a financial model considering school enrollment (retention/growth) in new location, affordability, buy/lease options</td>
<td>8 hours</td>
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<tr>
<td>Planning</td>
<td>Prep and presentation of the financial model to school leadership:</td>
<td>8 hours</td>
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<tr>
<td></td>
<td>• Affordability and possible funding sources</td>
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<td></td>
<td>• Create a liaison to manage the realtor, lender, lease termination</td>
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<tr>
<td>Planning</td>
<td>Development of a 3-year budget proforma to determine your “credit worthiness”</td>
<td>8 hours</td>
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<tr>
<td>Prep</td>
<td>Develop of a communications plan to manage messaging around the new location</td>
<td>8 hours</td>
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<tr>
<td>Prep</td>
<td>Prep for final presentation and recommendation to the Board</td>
<td>2 hours</td>
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<tr>
<td>Review</td>
<td>Review and determine next steps consultation post award</td>
<td>2 hours</td>
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</table>

* Average cost $4800. Actual hours and pricing are based on a customized scope of work developed for your school’s specific needs.

**Invest Wisely in Your Future**

The Fresh Start program is one of our most valuable and sought-after service offerings. Our team is dedicated to your overall success and this opportunity to support building a strong team, generating a competitive analysis, generating a three-year proforma, and/or evaluating your real estate options. This can be a make-or-break decision and process for your school. Let us connect all the dots for you in this complicated process.
GENERAL BUSINESS CONSULTATIONS
The League supports member schools through a variety of consultations and engagements. For business managers and executive directors, the League is focused on ensuring that your business is as healthy as possible. While each school is unique and has a different foundation of principles, board members, and mission, there are a number of common challenges that schools as businesses face.

The League has examined, reviewed, diagnosed, and supported schools in confronting topics across finance, budgeting, board, academics, curriculum, human resources, facilities acquisition, fundraising, marketing, and enrollment. The Business Services Department focuses on these topics and is glad to explore your needs through an individual consultation.

BUSINESS SERVICE TOPICS
- Building a holistic understanding of “the facility process”
- Facilitating Board Conversations on Facilities
- Analysis of funding options
- Budgeting & fiscal management
- Determining if you are credit worthy
- Determining what size/rate facility you can afford
- Project management
- RFP writing
- Facility research / feasibility studies
- Communications planning

CONSULTATIONS & ENGAGEMENTS

<table>
<thead>
<tr>
<th>Online resources and initial consultation phone call</th>
<th>Consultation, Customized coaching/trainings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Free</td>
<td>$150 - $200 per hour</td>
</tr>
</tbody>
</table>

Highly Recommended

“Having the Colorado League of Charter Schools site review and resulting work plan has been a valuable experience that I am confident will have a lasting impact on the quality and improvement of Vision Charter Academy. The communications from the beginning and continuing have been excellent, timely, and professional. The team of five, which we now refer to as the “Fab Five” were not only highly qualified experts in their specializations, but warm, friendly, and inviting in the interactions during the interviews with all academic staff, the classroom visits, and the student and parent meetings.

A day we had dreaded with the sharing of the results was wonderful, because of the leadership of Kia Murray. Because she shared the not-so-easy-to-face review results in such a professional manner and followed with a doable work plan with clear root causes, goals, and action steps, our entire team felt positive, empowered, and ready to make great improvements. We are continuing with the work plan and members of the CLCS team throughout next year. The site visit, review, and work plan have already made our school better. I highly recommend this process, with these professionals for any charter school wanting to strive for excellence.”

— Willyn Webb, MA, LPC, NCC
Executive Director, Vision Charter Academy, 2019

Call or email to schedule your consultation today

CONTACT US:
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business@coloradoleague.org