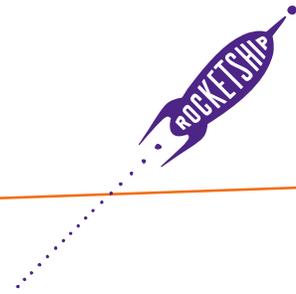


## Quarterly Update: Growth, Development & Policy

**Overview:** The last three months for the GDP Team have seen great progress in a number of areas critical to our mission: we launched our first region in Milwaukee; we applied for a \$20MM Federal Race to the Top - District grant to support our personalized learning work; we hired a Bay Area Vice President; we have made substantial progress in Washington DC as we close in on green-lighting; and we have earnestly assessed (and now better understand) the policy challenges in California, Wisconsin and Tennessee that lay ahead.

Specific areas requiring significant focus in the next quarter include: the hiring of a VP of Marketing & Communications, and a Director of Development; hiring a Regional Director of Nashville, and re-structuring that team to best support its needs in the next 10 months; building a case/coalition to support our legislative agenda in CA and TN; and lastly, Indianapolis still requires \$4.5M in start-up commitments.

Existing Regions		
	Key Wins	Key Challenges
<u>Bay Area:</u> ●	Hired <a href="#">David Kuizenga</a> as Regional VP; over 4,700 Rocketeers enrolled in Bay Area schools, a 24% increase over 2012-13.	Tamien litigation and Morgan Hill charter process have required significant time/resources of multiple facets of our organization; we will be working w CCSA to address current facility challenges.
<u>MIKE:</u> ●	Opened with over 300 Rocketeers; hired a Director of Community Development to begin work on the North Side (2015 opening).	Parent and (local) community engagement have not been robust, and require a ramp-up in the coming months to ensure our focus on parents is authentic and producing desired results; given heavy lift on policy-related items across the country, the need to backfill the Regional Director role will be critical in the early spring.
<u>Nashville:</u> ●	Adam currently on the ground for Year 0; Regional Directors of Achievement, Business and Community Development hired and on the ground; facility/site identified and in process for June completion.	Adam currently acting as Director of Schools in Milwaukee, Regional Director and Founding Principal of Nashville - a structure currently being altered, thus requiring the hiring of a Regional Director; in the early stages of contract negotiations with MNPS for our first school; outstanding work to be done to identify a second site with the ASD by February.



Potential 2015 Regions		
	Key Wins	Key Challenges
Ind'polis: ●	Regional Director <a href="#">Steven Stolen</a> has deep relationships with champions in the city; \$1M committed from The Mind Trust; strong facilities options.	No movement on commitments toward the \$4.5M gap since August, and still seeking a lead set of gifts - as a result, Indianapolis is at risk of not meeting its fundraising metric; leadership pipeline getting stronger, but not as robust as DC.
Wash DC: ●	<a href="#">John Manahan</a> and <a href="#">Barry Brinkley</a> building good relationships at all levels across the city; \$3M committed by NSVF and CityBridge - the remainder will be back-stopped by both funds, allowing for local fundraising to occur post green-lighting; strong set of leaders in the pipeline.	Public bidding process for facilities exist, but unclear the likelihood of this to benefit Rocketship over time - we are currently being considered for a large district facility (Winston) in Ward 8; facilities will continue to be a challenge in DC, due to cost and availability - potentially impacting the regional financial model.
Potential 2016 Regions		
	Key Wins	Key Challenges
Memphis: ●		No Regional Director; lack of leadership pipeline; verbal commitments from the CSGF and Hyde Family Foundation, for \$5.5M; after lacking true inertia relative to Indy/DC over the past 12 months, Memphis has been pushed back a year.
Texas: ●	<a href="#">Jarrad Toussant</a> starts on December 1 <sup>st</sup> ; \$3.5M committed.	Our charter application was not approved through the traditional review process - we are engaging directly with the Commissioner on a set of new legislative rules (passed in large part due to our policy work) that allows for direct approval of "existing out-of-state high-performers." We will have confirmation in the spring - as a result, Texas has been pushed back a year.