C.1 FACILITIES ACQUISITION

This section will describe the facility necessary to implement the program described throughout this application package. It will discuss the arrangements for securing a facility, describe the process for ensuring the facility is ready for a timely commencement of operations, and describe costs associated with securing a facility and obtaining educational occupancy. It will present available facilities near the target site location that meet the educational and operational needs of FHS. It will also present a floor plan consist with the costs outlined in the budget and the needs described in the narrative.

A. FACILITY OVERVIEW

Focus High School facilities will be modest yet functional. The attached site plan includes a 3,156 square foot, 2 classroom model that accommodates 100 students with a 1 to 1 student to computer ratio and which is expandable to a 4-classroom, 6,209 sf building that accommodates 200 students. This model provides a comfortable learning environment that integrates everything staff and students will need into a cost-effective layout. The site(s) would be equipped with a conference room for group collaboration, a break room, teacher and staff work areas, a lobby with a receptionist desk, and a possible area for dining and/or food prep. Each classroom will be equipped with projectors and computers. For safety and security purposes, FHS will use an entrance secured by magnetic locks opened by electronic key fobs to ensure authorized access only. Once inside, multiple exits will be available to ensure compliance with fire code regulations.

RATIONALE

The small size and versatility of these sites will allow FHS to position future campuses near larger, public high schools creating easy access to our target demographic. As we expand beyond our initial site location, smaller campuses will allow greater agility for FES to grow, transition, and access areas that might be otherwise inaccessible. Additionally, smaller locations are less expensive. Smaller square footage means less to furnish, less to heat and cool, and less to staff. These savings can be used elsewhere to benefit students' education. In this model, a "class" will not be constrained by physical walls. An Acellus hosted math class might include students from other campus locations such as Gilbert, Apache Junction, Mesa, Chandler, Phoenix, Glendale and Avondale. Even though each student attends his or her local physical campus, their blended-learning environment allows them to connect and communicate with students in other campus locations of varying geographic and demographic diversity. Research shows that diverse opinions, backgrounds, and demographics can enhance students' overall educational experience.[1] The chart below shows proposed site locations for year one (blue), two (red) and three (green). Each marker represents a 2-4 classroom model that will accommodate approximately 100-200 students.

[1] Hurtado, S., Milem, J. F., Clayton-Pederson, A., & Allen, W. A. (1999). *Enacting diverse learning environments: Improving the climate for racial/ethnic diversity* (ASHE-ERIC Report Series, vol. 26, no. 8). Washington, DC: George Washington University.

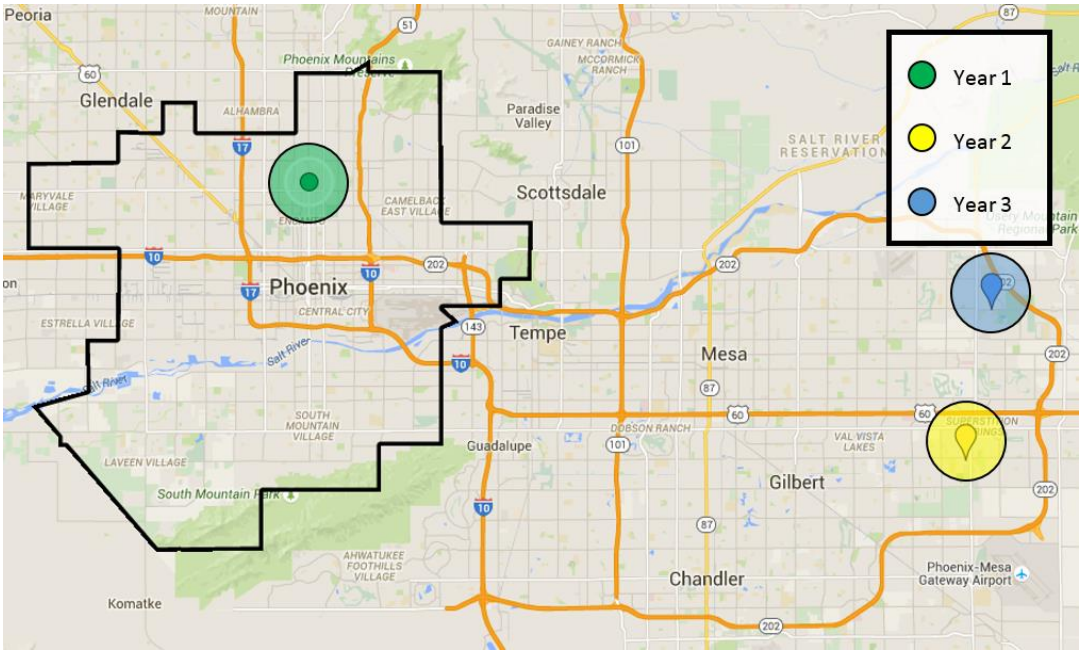


Image C.1.1: Proposed FES Site Locations (Years 1-3)[2]

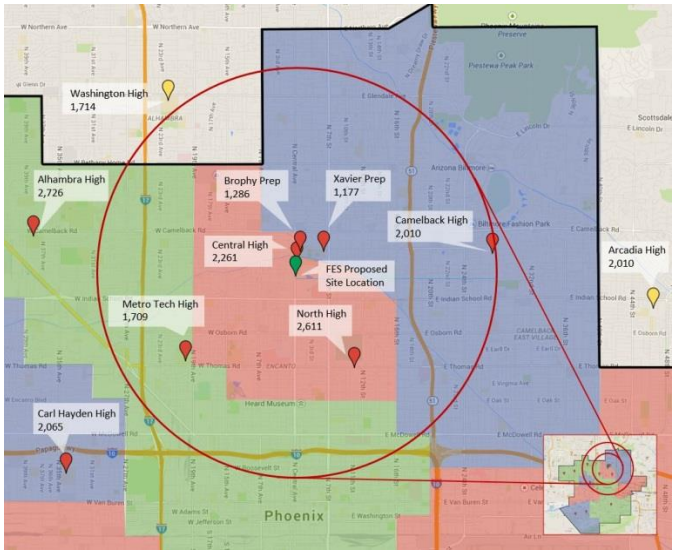


Image C.1.2: Current District Schools Operating within 3 Miles of FES Proposed Yr 1 Site Location

B. AVAILABLE FACILITIES

While FES' initial target site location is a vacant building currently available just East of Central High School (See Table C.1.2), in the event that this location becomes unavailable prior to securing the lease, FES will find and secure a comparable location within three (3) miles of the initial proposed site location. Justin Rihs, leasing agent at DeRito Partners, has provided FES with 98 additional potential facilities that meet our search parameters within a 3 mile radius of our proposed site location. Six (6) of these backup locations have been included (Table C.1.3). These alternative sites were selected because

[2] Locations beyond year one are estimates only. Market and demographic research has been completed for year one only.

they are located on or near the lightrail route and near FES' target site location (See attached Available Properties List for a full list of available locations).

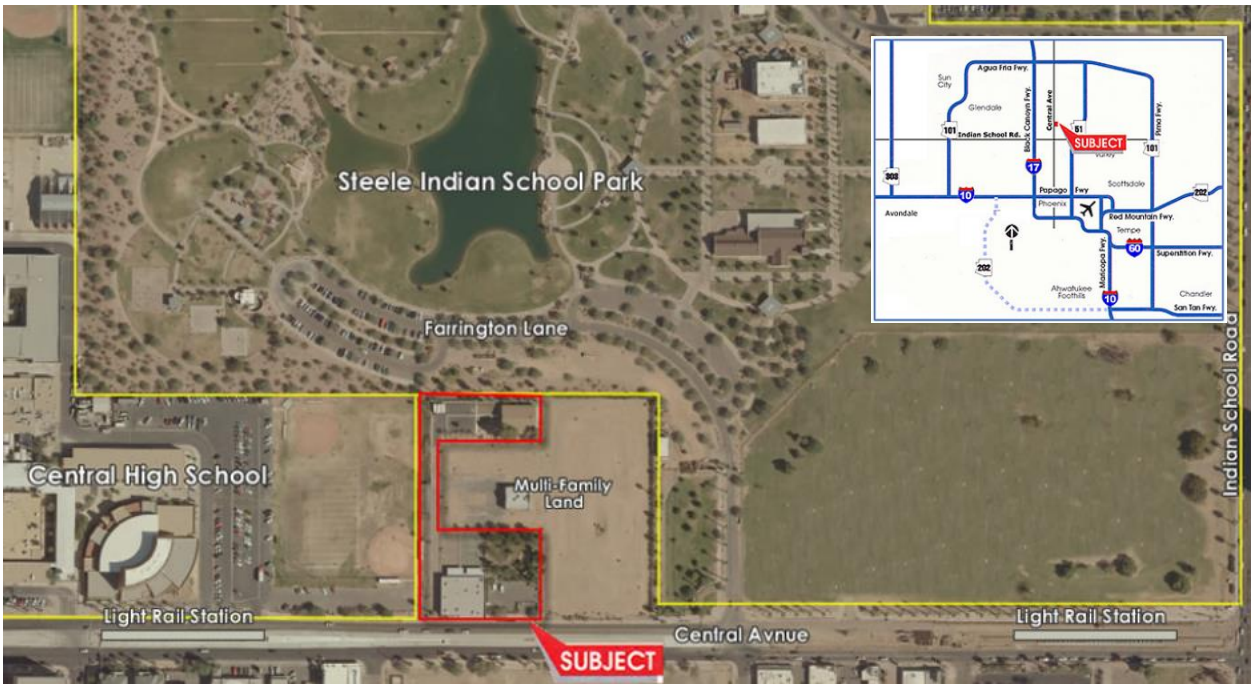
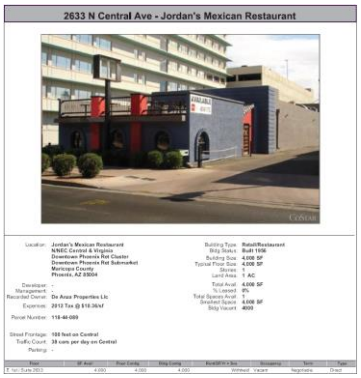
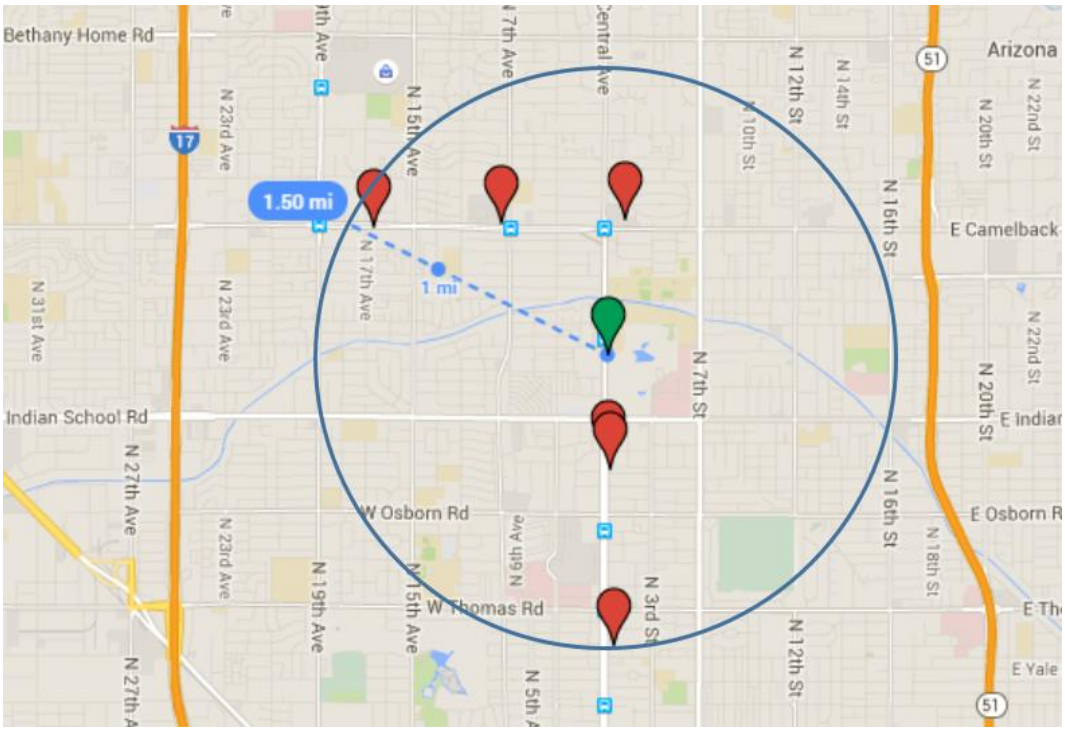
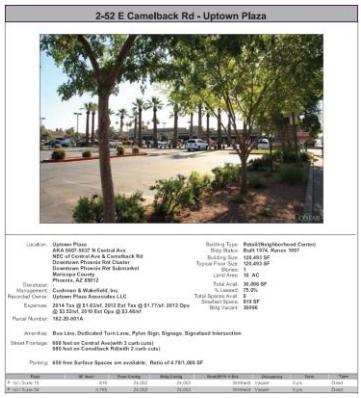


Image C.1.3: Proposed Initial Site Location Map[3]



[3] Shows proposed initial site location





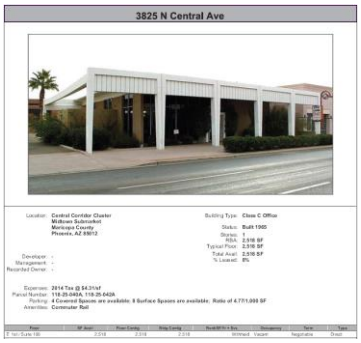


Image C.1.4: Map and Thumbnails of Proposed Alternative Site Locations (See Site Locations Exhibit)[4]

C. TIMEFRAME

Build out and site prep will take approximately 60-90 days; therefore, the anticipated lease acquisition date will be April 15, 2016: however, because improvements will be made during the initial 90 days, DeRito Partners leasing company has agreed to delay payment of first month's rent until August 1, 2016.

[4] Green marker shows proposed initial site location, red markers show proposed alternative site locations

Necessary costs and improvements associated with securing the facility and ensuring compliance with all applicable laws and regulations, including obtaining educational occupancy, will be overseen by the Focus High School's board of directors and Focus Education Service's Principal Director, Sterling Kellis, who has successfully overseen the compliance process in his former role with Excalibur Charter Schools.

D. STARTUP AND ACQUISITION COSTS

From research and past experience working with DeRito Partners Leasing Agency, the average cost for the proposed site plan within FES' targeted area will be approximately $3,500-$4,000/month. This includes common area maintenance (CAM) fees and a lessor-funded build-out of approximately $12,000. This build out allowance helps cover probable improvements such as: adding an additional restroom, modifying plumbing, dividing classroom walls, and adding additional electrical outlets. The total cost to secure a location will be first and last month's rent (approximately $7,000-$8,000) payable at the time the lease is signed.

E. FINANCIAL ARRANGEMENTS

All necessary financial arrangements have been made to secure a site location. As shown in the start-up and three-year operational budgets of the finance section, a startup loan of $50,000 will be used in part to cover the first and last month's lease which will begin Aug 1, 2016.

F. LAYOUT AND FLOOR PLAN

As stated above, Focus High School facilities will be modest but functional. Our 2-classroom, 3,500 square foot model accommodates 100 students with a 1 to 1 student to computer ratio. The model provides a comfortable learning environment that integrates everything staff and students will need in a cost-effective layout. The site(s) would be equipped with a conference room for group collaboration, a break room, teacher and staff work areas, a dining area, and a lobby with a receptionist desk. Each classroom will be equipped with projectors and computers. Desks or student work stations will be hexagonal shaped and arranged in a honeycomb layout to maximize efficiency. This format offers a desktop surface size that is 250% larger than traditional high school desks and more closely resembles many professional work environments that utilize workstation cubes.[5] The added surface area allows for more work space, more monitor space, and more privacy for students to work.

[5] Most high school desk tops measure 18"x24" for a 3 ft^2 surface area, Focus desks measure ((20"x41.5")+((12"x41.5")/2)) = 7.5 ft^2—or 2.5x the size of the average high school desk.

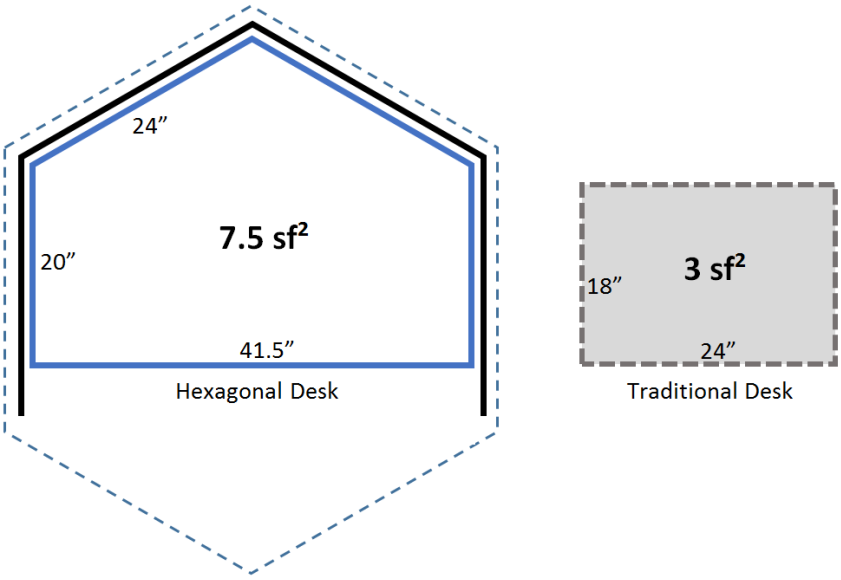


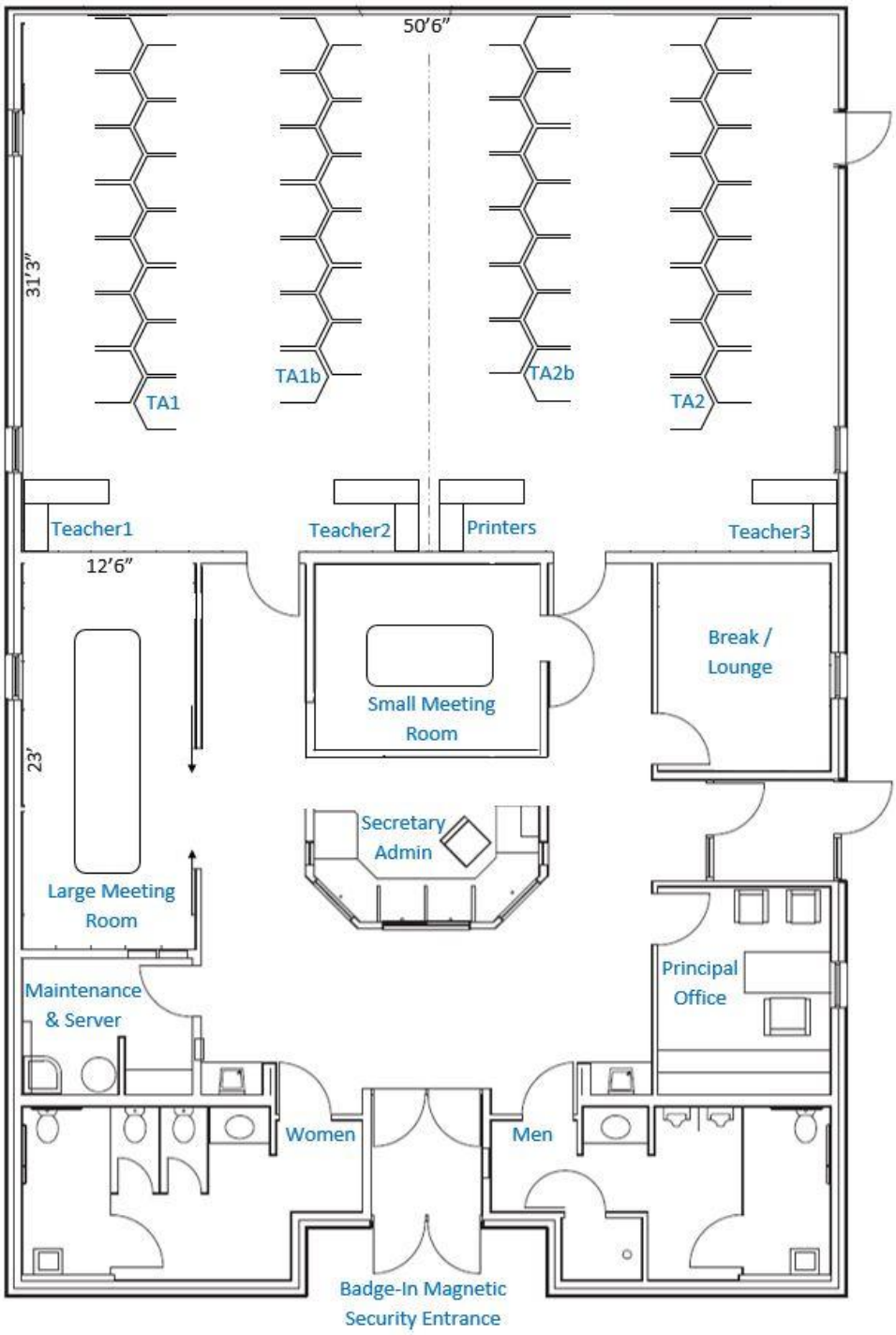
Image C.1.5: Comparison of Desk Sizes

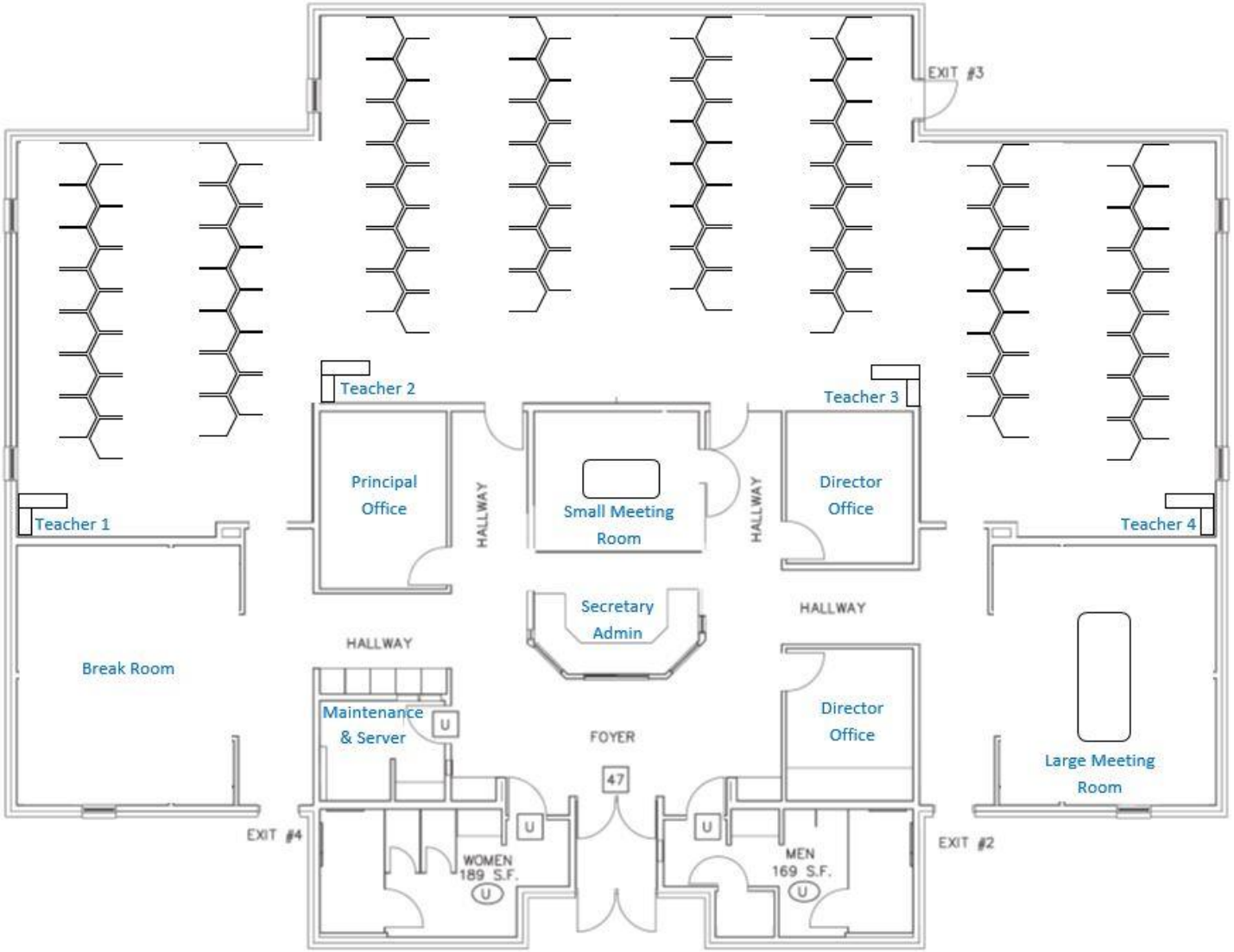
The small size and versatility of Focus High sites will allow FES to position future campuses near larger, public high schools creating easy access to our target demographic. The proposed layout and floor plan is consistent with FHS’ educational philosophy, projected enrollment numbers, and staffing needs.

G. PROPOSED SITE PLAN

Focus High School Proposed Site Plan Layout

2 Classroom Model - 3,156 sf - 100 student capacity



Focus High School Proposed Site Plan Layout

4 Classroom - 6,209 sf - 200 student capacity