C1. Facilities Acquisition

Pensar Academy, with the assistance of real estate professionals, has completed a thorough search of the target community to identify facility options. (The target community, as outlined in section A.2, for Pensar Academy is from 35th Avenue to 67th Avenue and Camelback Road to Glendale Avenue.)

a. Identification and Description of Facility Needs

The program at Pensar Academy will need a facility with the following specifications:

- Projected enrollment for year 1: 150 students. At a calculation of 45-57 square feet per student, the desired facility range of square footage: 6,750-8,850 square feet. In order to deliver Pensar Academy's Program of Instruction, a facility must have a minimum of 6 regular size classroom spaces for 6 General Education classes, 1 conference room, 1 multi-purpose space, 2 restrooms, 1 teacher work room, 1 Administration Office, 1 resource room, 1 storage room, and 1 reception space. *(See C.1 Table 1: Minimum Facility Requirements)*
- Projected enrollment for year 2: 300 students. At a calculation of 45-57 square feet per student, the desired facility range of square footage: 13,500-17,100 square feet. In order to deliver Pensar Academy's Program of Instruction, a facility must have a minimum of 12 regular size classroom spaces for 12 General Education classes, 1 conference room, 1 multi-purpose space (for Physical Education, Chess, Cafeteria service on daily scheduled rotation), 2 restrooms, 1 teacher work room, 1 Administration Office, 1 resource room, 1 storage room, and 1 reception space. *(See C.1 Table 1: Minimum Facility Requirements)*
- Projected enrollment for year 3: 400 students. At a calculation of 45-57 square feet per student, the desired facility range of square footage: 18,000-22,800. In order to deliver Pensar Academy's Program of Instruction, a facility must have a minimum of 16 regular size classroom spaces for 16 General Education classes, 1 conference room, 1 multi-purpose space (for Physical Education, Chess, Cafeteria service on daily scheduled rotation), 2 restrooms, 1 teacher work room, 1 Administration Office, 1 resource room, 1 storage room, and 1 reception space. *(See C.1 Table 1: Minimum Facility Requirements)*
- In order to deliver the Physical Education/Chess instructional programming outlined in A.3, the multi-purpose space outlined above for Y1-Y3 must adhere to certain parameters. The multipurpose space should be between 4000-4200 square feet of indoor space, the approximate size of a standard basketball court. The ceiling should allow for 20 feet of clearance to ensure safe and active participation. The flooring should be concrete, sport court, or vinyl tile. These are the standard parameters for shared gym/cafeteria spaces from 8 campus visits to community schools by the Directors. Physical Education activities will include team sports (ultimate Frisbee, floor hockey, and line dancing) and fitness (cardio warm-ups, Presidential Fitness Testing, and jump roping). This space will have a rotational daily schedule to allow for Physical Education/Chess, and Cafeteria service. (*Schedules of viability in C.3*) Tables and chairs have been allocated for chess and cafeteria service. These tables and chairs will be broken down for Physical Education classes and reset for meal services and Chess. In addition, this multi-purpose space will be used for Celebration of Learning nights. (A.4) *(See C.1 Table 1: Minimum Facility Requirements)*

C.1 Table 1: Minimum Facility Requirements

	Year 1 (2016-17)	Year 2 (2017-18)	Year 3 (2018-19)
Number of students	150	300	400
Number of staff members	11	24	31
Grade levels	4-6	4-7	4-8
Total square footage*	6,750-8,550	13,500-17,100	18,000-22,800
Total classrooms spaces	6	12	16
Conference Room	1	1	1
Multi-purpose/PE Room (4000 sq. ft. minimum)	1	1	1
Restrooms	2	2	2
Teacher Work Room	1	1	1
Administration Office	1	1	1
Resource Room	1	1	1
Storage	1	1	1
Reception	1	1	1

In establishing the facility costs, Pensar Academy used the highest square footage of each range to ensure adequate funding to cover facility cost expenses. The quote of $12 per square feet was the average price quoted after renovations within our targeted community according to the real estate company Keyser. The average projected facility costs to support the Program of Instruction at Pensar Academy are outlined below *(C.1. Table 2):*

C1. Table 2: Projected Facility Costs Years 1 through 3

	Year 1	Year 2	Year 3
Building Rent/Lease/Loan	$102,600	$205,200	$273,600
Interior Square Feet	8,550	17,100	22,800
Rent/Lease/Loan per sq. ft.	$12	$12	$12
Building and Improvements	$10,000	$10,000	$10,000
Land and Improvements	$5,000	$5,000	$5,000
Fees/Permits	$1,000	$1,000	$1,000
Property/Casualty Insurance	$5,000	$10,000	$14,000
Liability Insurance	$4,000	$5,500	$7,000
Utilities	$12,825	$25,650	$34,200
Utilities per sq. foot	$1.50	$1.50	$1.50
TOTAL	$140,425	$262,350	$344,800
PERCENT OF REVENUE	17%	16%	16%

b. Available Facilities

Facility One – 5222 West Glendale Avenue, Glendale, AZ is a stand-alone building located east of the historic downtown. The building has 18,467 Square Foot (SF) of indoor space, in addition to 4,700 square feet of outdoor, covered concrete. At a monthly rate of $6000 or approximately $4/square foot, this facility offers more space than needed in the beginning years 1 and 2. However, the additional utilities required to rent the larger space will be offset by a lower rental rate per square foot when compared to other properties in the market. In addition, due to the minimal layout changes, Pensar

Academy would save money in building improvements. The landlord is motivated to lease, including the possibility of prorating one month of rent for July 2016 to installments on top of monthly lease amount. In addition, the landlord is willing to wrap building improvements into the lease agreement in installments if necessary.

The founding team has met with the realtor and landlord of the facility and discussed the possibility of the facility being utilized as for a 4th-8th grade school. The realtor, Larry Kramer, has researched the space and it is appropriately zoned for a school. At this time, the facility in its current state is move-in ready with the necessary spaces to function as a school. Minimal building improvements are needed to separate learning spaces within grade levels to meet the minimum facility requirements as shown in C.1 Table 1 above.

This facility provides the flexibility to deliver our blended learning model, including adequate grade level classrooms for direct instruction and online extensions, as well as project based learning, Life Skills, and Physical Education/Chess. In addition to each grade level having classroom space, there are workroom spaces dedicated to each grade level to use for a variety of ways to meet the needs of their students. There are two options for PE programming space. Option 1 is a multipurpose space that would be utilized for Physical Education/Chess, Cafeteria operations, and Celebrations of Learning nights. Option 2 for PE programming space is an outdoor concreted concrete lot of approximately 16,000 square feet with 4,000 square feet under a commercially installed shade within a fenced lot.

An interesting side note, this facility served as the Glendale Courthouse, with the original courtroom and judge's chambers still intact. Just as Pensar Academy seeks to serve as a proactive agent of change within the community, the symbolic standing of this facility could shift to being an agent of proactive change as well.

Facility Two - 4315 West Glendale Avenue, Glendale, AZ is located within a strip mall that hosts local businesses and non-profit organizations. The landlord is motivated to lease, including the possibility of prorating one month of rent for July 2016 to installments on top of monthly lease amount. The Glendale Plaza Facility would need only one property update to make it viable in Y1: the addition of a set of double doors between the spaces 4,782 square foot stall and the 5,820 square foot stall. The assumed cost to put in a double doorway between the two spaces in Y1 is $2,000 as quoted by the Coombs Construction, LLC who has been in the construction business for 20 years and is licensed and bonded. The landlord is open to funding the property modifications up front and dividing the total cost into the monthly rental rate. In addition, the 3-year budget has an allocation of up to $10,000 annually for building improvements. This facility is located by public transportations options and less than 4 miles from a major highway. This facility has 37,661 total viable square feet available and ample parking. At an average of $8 a square foot, this facility allows room to expand the space with enrollment numbers with multiple space rental/lease options. This facility provides the flexibility to deliver our blended learning model, including space for project based learning and an open milieu for online learning extensions and project based learning.

In the section F of this section C, the space has been reconfigured to reflect the areas needed to deliver our Program of Instruction within Facility #2, the Glendale Plaza. These facility options address the needs identified above as outlined in *C.1 Table 3: Facility Needs Comparison* below:

C.1 Table 3: Facility Needs Comparison

	Facility 1	Facility 1	Facility 1	Facility 2	Facility 2	Facility 2
Year	Year 1	Year 2	Year 3	Year 1	Year 2	Year 3
Classroom Spaces	6	12	16	6	12	16
Reception	1	1	1	1	1	1
Resource Room	1	1	1	1	1	1
Teacher Workrooms	2	2	2	1	1	1
Multi-purpose/PE Room	1	1	1	1	1	1
Conference Rooms	1	1	1	1	1	1
Restrooms	5	5	5	4	6	4
Administration Office	3	3	3	1	1	1
Storage	5	5	5	1	1	1
Outside area	1	1	1	0	0	0

c. Timeframe for Securing a Facility

The Administration Team at Pensar Academy will continue to actively track the real estate market within our target community to begin a lease of a facility that allows for our programmatic needs on June 1, 2016. In addition, Pensar Academy is utilizing real estate professionals to advise on potential facility status updates. Below is a timeline for securing the appropriate facility *(Figure c.1.2):*

Figure C.1.2: Timeline for Securing Appropriate Facility

Month	Task Overview
October-November 2015	Track viable real estate openings.
December 2015	Charter approval.
January 2015	Analyze letters of intent to determine accessible facilities by potential enrollment.
February 2015	Touring facilities
March 2015	Negotiate lease, Code compliances.
April	Construction/renovation begins, Code compliance monitoring.
May 2015	E-Class Certificate of Occupancy, Code compliance monitoring.
June 2015	Furniture, fixture, equipment.
July 2015	Move-in month.

d. Costs Associated with Securing a Facility /Compliance with Laws

Pensar Academy will abide by House Bill 2197 which clearly states "a charter school is subject to the same level of oversight and the same ordinances, limitations and requirements, if any, that would be applicable to a school that is operated by a school district." Pensar Academy will be in full compliance with:

- Building codes: Uniform Building Codes, Uniform Mechanical Codes, State of Arizona
- Fire codes: Fire Marshal Charter School Requirements, International Fire Code, National Fire Code (including Fire Marshal annual inspections)
- OSHA (Occupational Safety and Health Association) mandates.
- Accessibility codes: Americans with Disabilities Act
- Construction permits: Fire, Site, Civil, and Building
- Educational Occupancy Guidelines: City of Phoenix Developmental Services

Pensar Academy will keep detailed documentation of compliance with all applicable laws and regulations outlined above.

Pensar Academy's potential facilities identified above have been analyzed to identify costs to secure the facilities and ensure compliance with the laws and regulations outlined above:

Pensar Academy assumes $1,000 for permit issuance and associated mechanical and electrical vendors. Given that all of our sample facilities will require some level of tenant improvement, we anticipate that we will need to negotiate with landlords to pay the tenant improvements up front, with the agreement that through a slightly elevated rent cost, we would reimburse the landlord for the tenant improvements over time.

e. Financial Arrangements for Securing a Facility

Pensar will be working with both private and non-profit groups to secure either or both credit enhancement guarantees and lease to purchase options. Founding leaders have reached out by way of its partners to several groups that can provide 100% financing for charter school, which would include the facility and the build-out costs. Should Pensar Academy seek a lease opportunity, they will work with one of many groups that will provide both credit enhancement and lease guarantees.

Pensar Academy is seeking to form a partnership with landlords who are willing to assist with the property improvement fees and divide the fees into installment payments through the lease through increasing the price per square foot. Pensar Academy has budgeted for $10,000 for building improvements annually to come out of the equalization payment revenue. In addition, Pensar has allocated $5,000 annually for land improvement.

f. Layout of Space

Facility One – 5222 West Glendale Avenue, Glendale, AZ is a stand-alone facility in need of minimal alterations to meet the needs of Pensar Academy's Program of Instruction.

- Meets our facility square footage needs with 18,467 indoor square feet and with an outside concrete lot of approximately 16,000 square feet with a covered area of 4,000 square feet.
- Meets the space needs of 4000-4200 square feet for a multi-purpose room for Physical Education/Chess and cafeteria services. Also, there is adequate space to host "Celebration of Learning" Nights. The ceiling height is 25 feet. The flooring is vinyl tile. This is an indoor space.
- Would allow for general education classroom sizes of around 900 square feet.
- Has a second option for Physical Education classes to be held on concrete floor with shade in back of property if weather permits. The size of the concrete slab is approximately 4200 square feet. The height of the shade structure is 20 feet.
- Meets the minimum facility requirements outlined in C.1 Table 1 above.
- Meets the facility cost requirements outlined in C.1 Table 2 above. The monthly rental rate of $6,000 will offset the additional utilities required to rent a larger space than needed in Year 1. In addition, due to the minimal layout changes, Pensar Academy would save money in building improvements as well.
- Enough square footage and lay out to accommodate general education classes as they increase from 6 in Y1 to 12 in Y2 to 16 in Y3.
- Allows for room to grow as our student population does.
- Adequate square footage to house a multi-purpose room for cafeteria services, student advisory, and student celebrations of learning.
- Muti-purpose room could also be utilized in hotter months for Physical Education classes in lieu of having them outside.
- An outside space with a concrete lot approximately 16,000 square feet enclosed with fence in the back of property for Physical Education classes in cooler months. The covered area of the lot is equal to the standard size of a basketball court, approximately 4000 square feet. Private parking lot with ample space. Activities will include team sports (basketball, floor hockey, and line dancing) and fitness (cardio warm-ups, Presidential Fitness Testing, and jump roping). With a shade height of 20 feet, the activities will have enough height clearance for active participation.
- An accessible location within the community of our target population.
- Access to public transportation off of Glendale Avenue.
- Adequate parking for staff, service, and parent vehicles.
- Adequate parking lot set-up for a safe system for pick up and drop off of students.
- Minimal floor plan changes needed as current layout would work for 150 students.
- Meets budget facility costs outlined above.
- Wired with a security system.
- Easy layout to control visitors and ensure school security.

Facility 1, Year 1

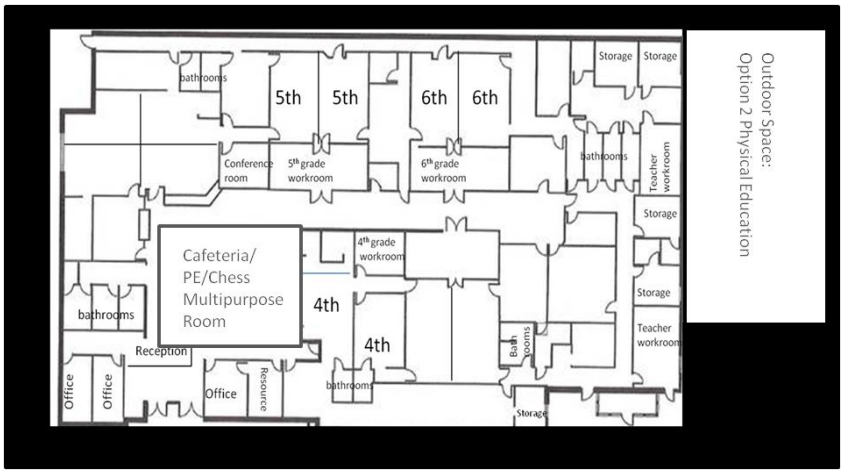
C.1 Illustration 1 below provides an outline of Pensar Academy's Layout of Space for Year 1 as identified in our Program of Instruction and Staffing sections. C.1 Illustration 2 outlines how the Layout of Space in Facility #1 could be utilized to deliver the Program of Instruction as outlined in Section A.3. of this charter application.

This facility will provide 18, 647 square feet of indoor space. There will be 6 classroom spaces to deliver general education services to the 150 students enrolled at Pensar Academy. There will be one multi-purpose space that will be utilized for cafeteria services and Physical Education classes. There are a total of 5 restrooms, a conference room, a reception area, a storage room, a work room, a resource room, and space for an administration office. There is also a second option for Physical Education space (weather permitting): an outside concrete lot of approximately 16,000 square feet with a covered area of 4,000 square feet.

C.1 Illustration 1:
Layout Outline

Facility #1
Year 1:
18,647 Sq. Feet
16,000 Sq. Ft. Outdoor Space
6 Classrooms (General Ed)
1 Conference Room
1 Multipurpose Room/Physical Education
5 Restrooms
2 Teacher Work Rooms
3 Administration Offices
1 Resource Room
5 Storage Rooms
1 Reception
3 Grade Level Workrooms

C.1 Illustration 2: Real Estate Lay-out



Facility 1, Year 2

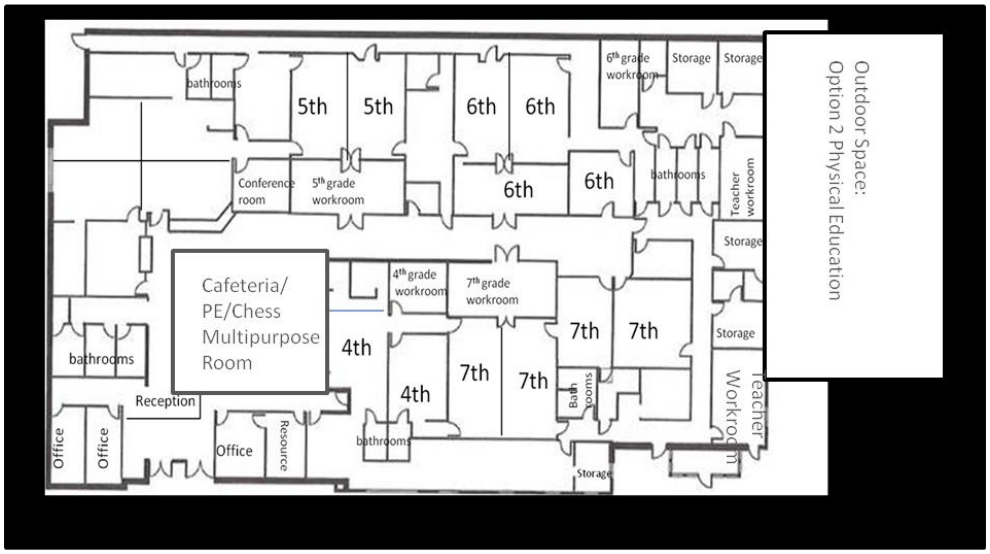
C.1 Illustration 3 below provides an outline of Pensar Academy's Layout of Space for Year 2 as identified in our Program of Instruction and Staffing sections. C.1 Illustration 4 outlines how the Layout of Space in Facility #1 could be utilized to deliver the Program of Instruction as outlined in Section A.3. of this charter application.

This facility will provide 18, 647 square feet of indoor space. There will be 12 classroom spaces to deliver general education services to the 300 students enrolled at Pensar Academy. There will be one multi-purpose space that will be utilized for cafeteria services and Physical Education classes. There are a total of 5 restrooms, a conference room, a reception area, a storage room, a work room, a resource room, and space for an administration office. There is also a second option for Physical Education space (weather permitting): an outside concrete lot of approximately 16,000 square feet with a covered area of 4,000 square feet.

C.1 Illustration 3:
Layout Outline

Facility #1
Year 2:
18,647 Sq. Feet
16,000 Sq.Ft.Outdoor Space
12 Classrooms (General Ed)
1 Conference Room
1 Multipurpose Room/
Physical Education
5 Restrooms
2 Teacher Work Room
3 Administration Offices
1 Resource Room
5 Storage Rooms
1 Reception
4 Grade Level Workrooms

C.1 Illustration 4: Real Estate Lay-out



Facility 1, Year 3

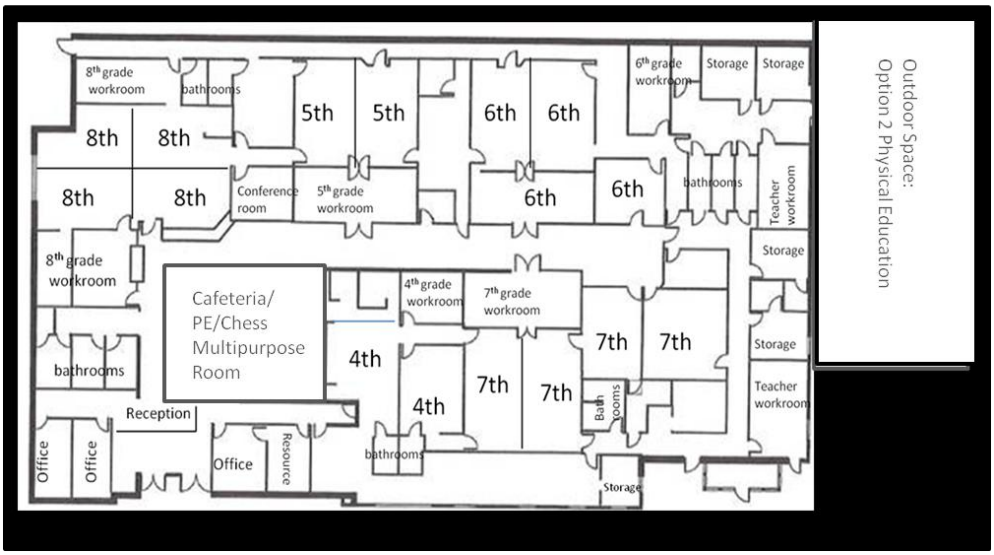
C.1 Illustration 5 below provides an outline of Pensar Academy's Layout of Space for Year 3 as identified in our Program of Instruction and Staffing sections. C.1 Illustration 6 outlines how the Layout of Space in Facility #1 could be utilized to deliver the Program of Instruction as outlined in Section A.3. of this charter application.

This facility will provide 18, 647 square feet of indoor space. There will be 16 classroom spaces to deliver general education services to the 400 students enrolled at Pensar Academy. There will be one multi-purpose space that will be utilized for cafeteria services and Physical Education classes. There are a total of 5 restrooms, a conference room, a reception area, a storage room, a work room, a resource room, and space for an administration office. There is also a second option for Physical Education space (weather permitting): an outside concrete lot of approximately 16,000 square feet with a covered area of 4,000 square feet.

C.1 Illustration 5:
Layout Outline

Facility #1
Year 3:
18,647 Sq. Feet
16,000 Sq. Ft. Outdoor Space
16 Classrooms (General Ed)
1 Conference Room
1 Multipurpose Room/ Physical Education
5 Restrooms
2 Teacher Work Room
3 Administration Office
1 Resource Room
5 Storage Rooms
1 Reception
5 Grade Level Workrooms

C.1 Illustration 6: Real Estate Lay-out



Facility Two - 4315 West Glendale Avenue, Glendale, AZ is located within a Glendale Plaza strip mall that hosts local businesses and non-profit organizations. The Glendale Plaza Facility has:

- Meets our facility square footage needs with numerous spaces available for rental to allow for us to rent the space we need with little overage. In Year 1, the rental space would be 10,602. In Year 2, the rental space would be 16, 602. In Year 3, the rental space would be 21,059.
- Meets the space needs of 4000-4200 square feet for a multi-purpose room for Physical Education/Chess and cafeteria services. Also, there is adequate space to host "Celebration of Learning" Nights. The ceiling height is 25 feet. The flooring is vinyl tile.
- Would allow for classroom sizes of around 900 square feet.
- Meets the minimum facility requirements outlined in C.1 Table 1 above.
- Meets the facility cost requirements outlined in C.1 Table 2 above.
- Enough square footage and lay out to accommodate general education classes as they increase from 6 in Y1 to 12 in Y2 to 16 in Y3.
- Allows for room to grow as our student population does.
- Adequate square footage to house a multi-purpose room for Physical Education, cafeteria services, student advisory, recess, and student celebrations of learning. The multi-purpose space has the square footage equal to the standard size of a basketball court, approximately 4200 square feet. Activities will include team sports (basketball, floor hockey, and line dancing) and fitness (cardio warm-ups, Presidential Fitness Testing, and jump roping). With a ceiling height of 25 feet, the activities will have enough height clearance for active participation. This space is inside of an air conditioned facility, so heat advisory or weather issues can be avoided.
- An accessible location within the community of our target population.
- Nearby local businesses for partnering opportunities.
- Access to public transportation off of Glendale Avenue.
- Adequate parking for staff, service, and parent vehicles.
- Adequate parking lot set-up for a safe system for pick up and drop off of students.
- Meets budget facility costs outlined above.
- Easy layout to control visitors and ensure school security.
- Easy access to other businesses within the strip mall for partnerships.

Facility 2, Year 1

C.1 Illustration 7 below outlines the actual space available from the real estate posting. C.1 Illustration 8 below provides Layout of Space outline for Year 1 as identified in our Program of Instruction and Staffing sections. C.1 Illustration 9 defines how this space in Facility #2 could be utilized to deliver the Program of Instruction as outlined in Section A.3. of this charter application.

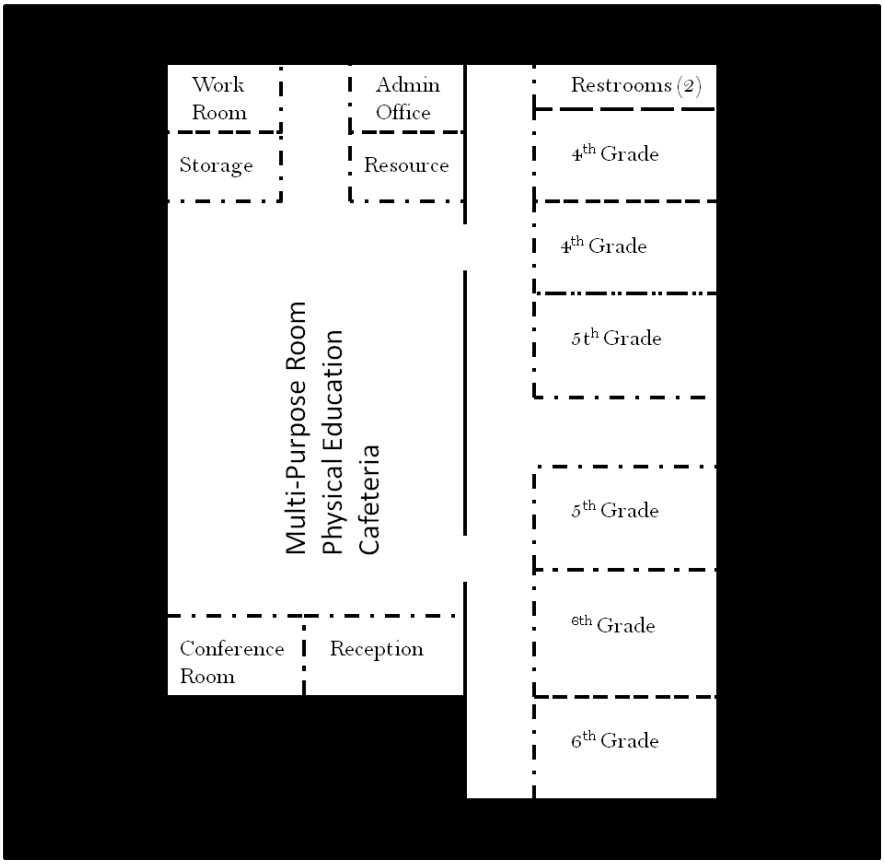
This facility will provide 10,602 square feet of space. There will be 6 classroom spaces to deliver general education services to the 150 students enrolled at Pensar Academy. There will be one multi-purpose space that will be utilized for cafeteria services and Physical Education/Chess classes. There will be a total of 4 restrooms, a conference room, a reception area, a storage room, a work room, a resource room, and space for an administration office.

C.1 Illustration 7:
Real Estate Lay-out

C.1 Illustration 8:
Layout Outline

Facility #2
Year 1:
10, 602 Sq. Feet
(4,782/5,820 sq.ft.)
6 Classrooms (General Ed)
1 Conference Room
1 Multipurpose Room/Physical Education
4 Restrooms
1 Teacher Work Room
1 Administration Office
1 Resource Room
1 Storage
1 Reception

C.1 Illustration 9: Real Estate Lay-out



Facility 2, Year 2

C.1 Illustration 10 below outlines the actual space available from the real estate posting. C.1 Illustration 11 below provides a Layout of Space outline for Year 2 as identified in our Program of Instruction and Staffing sections. C.1 Illustration 12 defines how this space in Facility #2 could be utilized to deliver the Program of Instruction as outlined in Section A.3. of this charter application.

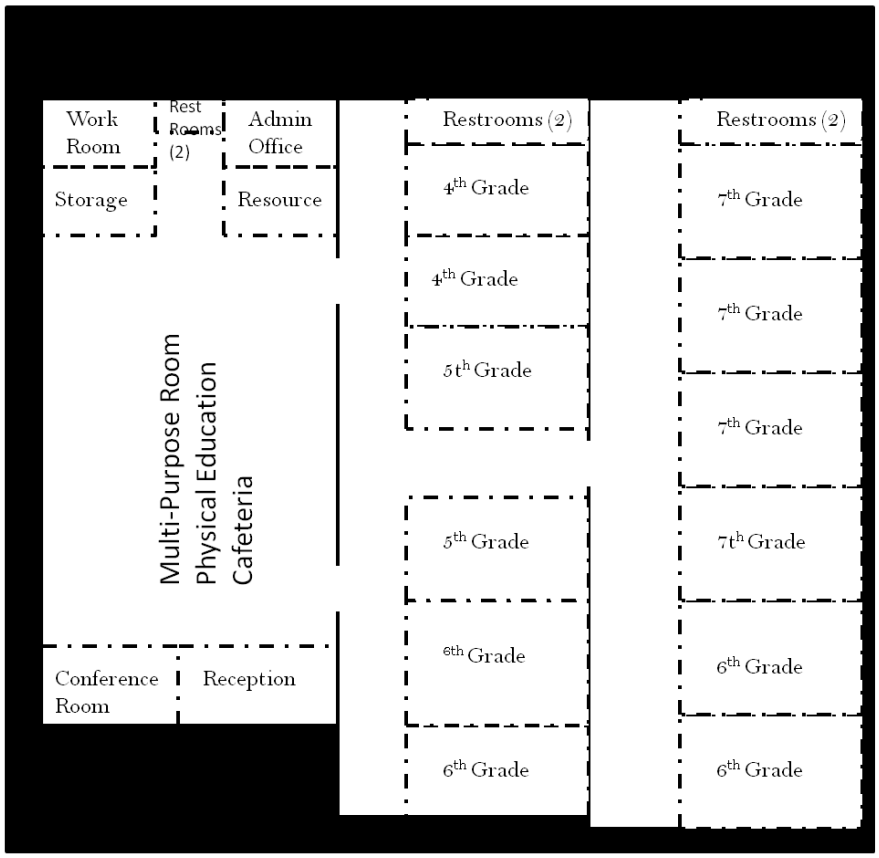
This facility will provide 16,602 square feet of space. There will be 12 classroom spaces to deliver general education services to the 300 students enrolled at Pensar Academy. There will be one multi-purpose space that will be utilized for cafeteria services and Physical Education/Chess classes. There will be a total of 4 restrooms, a conference room, a reception area, a storage room, a work room, a resource room, and space for an administration office.

C.1 Illustration 10:
Real Estate Lay-out

C.1 Illustration 11:
Layout Outline

Facility #2
Year 2:
16, 602 Sq. Feet
(4,782/5,820/6,000 sq.ft.)
12 Classrooms (General Ed)
1 Conference Room
1 Multipurpose Room/ Physical Education
6 Restrooms
1 Teacher Work Room
1 Administration Office
1 Resource Room
1 Storage
1 Reception

C.1 Illustration 12: Real Estate Lay-out

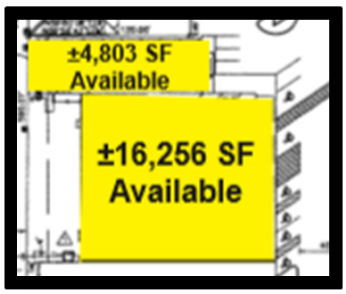


Facility 2, Year 3

C.1 Illustration 13 below outlines the actual space available from the real estate posting. C.1 Illustration 14 below provides a Layout of Space outline for Year 3 as identified in our Program of Instruction and Staffing sections. C.1 Illustration 15 defines how this space in Facility #2 could be utilized to deliver the Program of Instruction as outlined in Section A.3. of this charter application.

This facility will provide 21,059 square feet of space. There will be 16 classroom spaces to deliver general education services to the 400 students enrolled at Pensar Academy. There will be one multi-purpose space that will be utilized for cafeteria services and Physical Education classes. There will be a total of 4 restrooms, a conference room, a reception area, a storage room, a work room, a resource room, and space for an administration office.

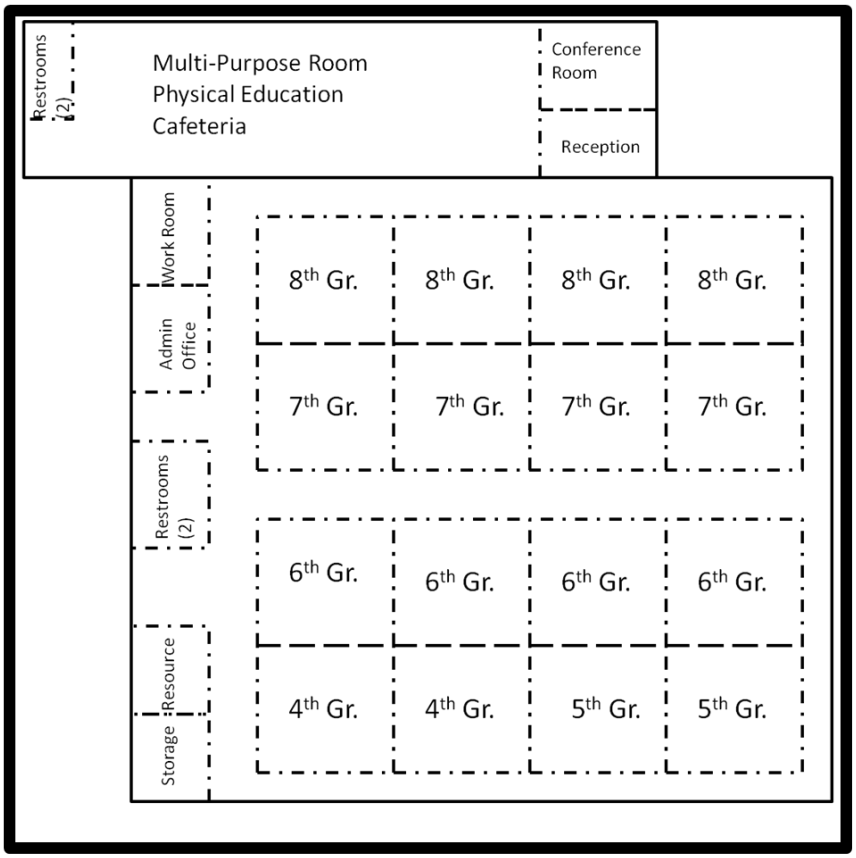
C.1 Illustration 13:
Real Estate Lay-out



C.1 Illustration 14:
Layout Outline

Facility #2
Year 3:
21, 059 Sq. Feet
(16,256/4,803 sq.ft.)
16 Classrooms (General Ed)
1 Conference Room
1 Multipurpose Room (Physical Ed)
4 Restrooms
1 Teacher Work Room
1 Administration Office
1 Resource Room
1 Storage
1 Reception

C.1 Illustration 15:
Real Estate Lay-out



g. Ensure Costs

The costs that are described in the narrative for the Start-up and Three-Year budgets are described in the Assumptions.

h. Section Consistency

All sections have been checked for consistency in this application package.