



## Replicator Community School Application Scoresheet 2019-2020

**Community  
School:**

**Reviewer  
Name(s):**

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### Instructions for the Review Team

This template guides reviewers through the quality review of the replicator community school applications. Reviewers will score the key categories within seven (7) main areas: Development Team, Governance, Management, Demographics and Market Research, Financial Performance/Business Plan, Compliance and Facilities. Please note that the category names align with the sub-headers found in each completed application so reviewers are easily able to locate the relevant information in the application.

For each category, key characteristics of "Meets Expectations" response are outlined. Applicants that "Meets Expectations" outlined can earn 2 points; applications that "Partially Meets Expectations" can earn 1 point and applications that "Does Not Meet Expectations" can earn 0 points. Half scores are not permitted. Using these standards, reviewers should score each category based on the evidence on each category in that domain for which a score has been provided. Evidence should be as factual and objective as possible.

## ENROLLMENT PROJECTIONS REVIEW

<b>Enrollment Projections</b>	<i>Review Criteria: Enrollment projections are provided for each year and grades to be served.</i>			
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Interview Comments</b>
<b>Location of School - High Need Area</b>	<i>Review Criteria: Provided evidence, including specific data, of the high need in the underserved area where the proposed school will be located.</i>			
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Interview Comments</b>

## DEVELOPMENT TEAM

<b>Development Team</b>	<i>"Meets Expectations" Characteristics: 1.) Provided information regarding each Development Team member and provided a bio or resume for each member as <b>Attachment 1</b>. (Each member should have expertise in at least three out of the five of the following areas: business, education, finance, technology and governance.)</i>				
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>
					<b>Final Score</b>

## GOVERNANCE

	<i>"Meets Expectations" Characteristics: 1.) Described the governing authority structure, recruitment and future development plans. (Noting that future governing authority members should work or reside within fifty (50) miles of the proposed school.)</i>
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<b>Governing Authority</b>	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Governing Authority Meetings</b>	<i>"Meets Expectations" Characteristics: 1.) Discussed the meeting structure and proposed times and location for meetings, including how many times the governing authority will meet per year.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Governing Authority Legal Counsel Information</b>	<i>Review Criteria: Provided the name and contact information of the legal counsel. *not scored</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Interview Comments</b>		

**MANAGEMENT**

<b>ESP, EMO, CMO</b>	<i>"Meets Expectations" Characteristics: 1.) Provided a copy of the management agreement. If a management agreement has not been finalized, a copy of the management agreement template was provided. <u>Attachment 2</u></i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>ESP, EMO, CMO Rating</b>	<i>"Meets Expectations" Characteristics: 1.) Provided the management organization's rating as designated by the Ohio Department of Education. 2.) Discussed the rating and provided a plan to improve the rating.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Organizational Structure</b>	<i>"Meets Expectations" Characteristics: 1.) Described the organizational structure of the management organization including specific individuals who will be responsible for the operation and success of the proposed school. 2.) Provided the ESP, EMO or CMO organizational chart with defined responsibilities for each individual as Attachment 3.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Communication Plan</b>	<i>"Meets Expectations" Characteristics: 1.) Described in detail the management organization's plan to communicate with: (1) the governing authority; (2) the sponsor; and (3) other stakeholders such as media, community organizations, ODE.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Management Responsibilities</b>	<i>"Meets Expectations" Characteristics: 1.) Described in detail the management organization's roles and responsibilities to manage and support the proposed school.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<i>"Meets Expectations" Characteristics: 1.) Described in detail the management organization's accountability to the governing authority.</i>					
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<b>Accountability</b>	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Evaluation</b>	<i>"Meets Expectations" Characteristics: 1.) Described in detail the plan to monitor, measure and evaluate the management organization's performance.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Financial Records</b>	<i>Review Criteria: 1.) Provided the current financial records of the management organization as Attachment 4. 2.) Described in detail the plan to support the new school while continuing to support currently operated schools.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Growth Plan</b>	<i>"Meets Expectations" Characteristics: 1.) Described the current growth plan of the management organization. Specifically, addressed how many schools does the organization intend to open over the next 1-5 years.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Record of Success</b>	<i>"Meets Expectations" Characteristics: 1.) Summarized and provided data evidencing the management organization's experience in starting a school.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

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<b>Record of Success</b>	<i>"Meets Expectations" Characteristics: 1.) Summarized and provided data evidencing the management organization's financial and business experience related to starting and operating schools. Included data regarding debts of current schools to the management organization and how the management organization assists schools in operating within their budgets.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Record of Success/Academic Data</b>	<i>Review Criteria: 1.) Summarized and provided data describing the management organization's expertise and proven track record of academic success. 2.) Provided as Attachment 5 a list of all community schools managed (current and former) by this organization, including their names and address, year opened, and sponsors. For traditional community schools, provided component grades for all of the following applicable measures: overall grade, achievement, progress, gap closing, graduation rate, improving at-risk K-3 readers, and prepared for success. For dropout prevention and recovery schools, provided grades for all of the following applicable measures: overall grade, high school test passage rate, progress, gap closing, and gap closing rate. 3.) Provided an analysis of the data explaining the performance of each school.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

## DEMOGRAPHICS AND MARKET RESEARCH

<b>School District</b>	<i>"Meets Expectations" Characteristics: 1.) Identified the local district, where the school will be located and any additional districts the school will draw enrollment from.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Students and Local Demographics</b>	<i>"Meets Expectations" Characteristics: 1.) Described the target student population that the school will serve and their unique needs.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Students and Local Demographics</b>	<i>"Meets Expectations" Characteristics: 1.) Described the characteristics of the community from where the school's students will be drawn; such as race, students with disabilities, student mobility, economically disadvantaged, limited english proficient and migrant status.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Market Research</b>	<i>"Meets Expectations" Characteristics: 1.) Provided research-based evidence that the school will meet the specific needs of the community it's targeting.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Market Research/Evidence of Need</b>	<i>"Meets Expectations" Characteristics: 1.) Provided a list of traditional public and community schools within ten (10) miles of the proposed location of the school as <u>Attachment 6</u>. 2.) Provided details stating how the school will enhance or expand educational options currently provided by the surrounding local traditional districts and community schools. (If an exact location has not been determined, provided a list of all traditional public and community schools within the challenged schools district.)</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Recruitment and Marketing Plans</b>	<i>"Meets Expectations" Characteristics: 1.) Described the school's current recruitment and marketing plans. 2.) Discussed plans to maintain student enrollment and future marketing strategies. 3.) Provided copies of promotional or recruitment materials including; media plans, marketing plans, open house schedules, etc. as <u>Attachment 7</u>.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Community Support</b>	<i>"Meets Expectations" Characteristics: 1.) Provided evidence of community support of the school as <u>Attachment 8</u>, such as; letters of support showing how the school will serve the community and meet student and family needs, surveys of local residents indicating a need/desire for a new community school, or any other community indicators of support for the school. (All letters of support must be within one year of the application date to receive full points in this section.)</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

**FINANCIAL PERFORMANCE/BUSINESS PLAN**

<b>Operational Budget</b>	<i>"Meets Expectations" Characteristics: 1.) Provided an explanation of the school's first-year budget which should include detail on grants, loans, other sources of revenue (donations or private contributions) and start-up costs which may include but is not limited to: legal fees, building expenses, personnel costs and programming costs. 2.) Provided the first-year budget with monthly detail showing expected cash flow, assets and liabilities as <u>Attachment 9</u>.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>



<b>Five-Year Forecast</b>	<i>"Meets Expectations" Characteristics: 1.) Provided a five-year forecast for the proposed school using the Ohio Department of Education's prescribed format and guidance as <u>Attachment 10</u>. If necessary, provided a brief explanation of the five-year forecast. 2.) Provided the most recent five-year forecasts for all schools currently operated by the replicator as <u>Attachment 11</u>. If necessary, provided a brief explanation of the data contained in the five-year forecast.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Contribution of Funds</b>	<i>"Meets Expectations" Characteristics: 1.) Provided signed letters of commitment for contributions of funds or in-kind services as <u>Attachment 12</u>, if applicable. If necessary, provided a brief explanation of the contributions.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Financial Stability</b>	<i>"Meets Expectations" Characteristics: 1.) Described the governing authority's plan to maintain the school's short and long term financial stability and viability, including potential reductions in expenditures relative to fluctuating enrollment.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Audits</b>	<i>"Meets Expectations" Characteristics: 1.) Provided the most recent audits of all schools currently operated by the replicator as <u>Attachment 13</u>. If the Auditor of State has identified findings for recovery, details were provided stating how these findings have been resolved.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Current Financials</b>	<i>"Meets Expectations" Characteristics: 1.) Provided the last three (3) months of board approved financials and supporting board meeting minutes showing approval for all schools currently operated by the replicator as <u>Attachment 14</u>. If necessary, provided a brief explanation of the information contained in the current financials.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

**COMPLIANCE**

<b>Compliance Assessments/Site Visit Reports</b>	<i>"Meets Expectations" Characteristics: Provided copies of the two (2) most recent compliance site visit reports conducted by another sponsor as <u>Attachment 15</u> for two (2) of the schools operated by the replicator. 2.) If any items are non-compliant, provided a brief explanation of the reason for non-compliance and explained any steps taken to achieve compliance.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Transportation, Food Service and Other Support Services</b>	<i>"Meets Expectations" Characteristics: 1.) Described how transportation, food service and other support services will be provided at the school.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Probation and/or Suspension</b>	<i>"Meets Expectations" Characteristics: 1.) Have any of the schools managed by the replicator been on probation and/or received an intent to suspend notice? If yes, copies of all probation or intent to suspend notices and any school responses were provided as <u>Attachment 16</u>. If necessary, additional information was provided.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>FACILITIES</b>						
<b>Site Specifics</b>	<i>"Meets Expectations" Characteristics: 1.) If the facility has NOT been secured, described the replicators experience in locating and renovating schools in a timely fashion. 2.) Described the type of facility the replicator is seeking for the school and included a detailed timeline of acquisition and renovation. (If the facility has been secured, this does not apply.)</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>
<b>Site Specifics</b>	<i>"Meets Expectations" Characteristics: 1.) If the facility HAS been secured, the school's facility was described, including the school's address, site plan (including square footage, number and size of classrooms, common areas, recreational space, any charter or resident facilities that are used by the school) and how the facility meets the needs of the targeted students. (If the facility has not been secured, this does not apply.)</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>
<b>New Construction or Retrofit</b>	<i>"Meets Expectations" Characteristics: 1.) Described any new construction or retrofit for the facility that will be required to meet student needs and described the financing for the construction.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Cost of Purchase or Lease</b>	<i>"Meets Expectations" Characteristics: 1.) Stated the real or anticipated cost and terms of the purchase agreement or lease. 2.) Provided a copy of the purchase agreement or lease as Attachment 17. If it is not available, provided a proposed template as Attachment 17.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Ownership</b>	<i>"Meets Expectations" Characteristics: 1.) Stated the entities or individuals who will own the property. 2.) Stated the entities or individuals that will be leasing the property. If the property will be leased by the school from the replicator. ORC 3314.032 (B)(1) required a letter from an independent professional in the real estate field confirming that at the time the lease was agreed to, the lease was commercially reasonable. 3.) Provided the name of the person or entity that will be responsible for securing the letter and a detailed timeline of when the letter will be secured.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

<b>Conflict of Interest</b>	<i>"Meets Expectations" Characteristics: 1.) Identified any conflicts of interest such as facility owner/lessee being a member of the development team or governing authority.</i>					
	<b>Strengths Noted</b>	<b>Challenges Noted</b>	<b>Questions</b>	<b>Score</b>	<b>Interview Comments</b>	<b>Final Score</b>

## OVERALL SCORE

Section	Maximum Score Per Section	Overall Section Score
Development Team	2	
Governance	4	
Management	24	
Demographics and Market Research	14	
Financial Performance/Business Plan	12	
Compliance	6	
Facilities	12	
<b>Total Score</b>	<b>74</b>	
<b>Percentage Score</b> (75% is required to be eligible for approval)		