



Latino Social Venture Fund

Reaching the emerging Latino community across America

Charter School and Other Educational Facilities

Program Impact Priorities

Latino children, youth, and teenagers in particular are not doing as well as their non-Latino peers in public schools, with dropout rates exceeding 40%. Education remains the top policy concern for Latinos and data suggest that the best way to increase opportunities for Latinos is to obtain a better education. Possible solutions include early intervention programs for young children, academically strong K-12 programs, and quality public or private adult education programs – particularly for recent immigrants. The Latino Social Venture Fund (LSVF) seeks to target this population by providing both facility predevelopment grants and grants to facilitate strategic organizational growth.

Target Areas

National Council of La Raza (NCLR) Affiliates and other Latino-serving agencies are eligible for funding in three geographic areas:

1. **Emerging Latino communities:** states that experienced growth of the Latino population in excess of 200% in a minimum of two counties, based on the 2000 Census:

Alabama	Kentucky	Oklahoma
Arkansas	Louisiana	Oregon
Colorado	Minnesota	Pennsylvania
Florida	Missouri	South Carolina
Georgia	Nebraska	South Dakota
Idaho	Nevada	Tennessee
Indiana	New York	Utah
Iowa	North Carolina	Virginia
Kansas	Ohio	Wisconsin

2. **Highly impacted states:** critical border states:

Arizona	New Mexico
California	Texas

3. **Metropolitan statistical areas:** designated by the interests of investors seeking to service families in these locations:

Aurora, IL	Lawrence, MA	San Antonio
Baltimore	Long Island	San Diego
Boston	Los Angeles	San Francisco
Chicago	Miami	Stamford/New
Dallas	Newark, NJ	Haven/Hartford, CT
Florida City, FL	New York City	Stockton, CA
Houston	Philadelphia	Washington, DC
Las Vegas	Sacramento	

Program Investments

Eligible grant investments can cover predevelopment activities necessary to complete site acquisition, site development, and construction-financing commitments for charter schools and other educational facilities, as well as activities that will facilitate strategic growth planning or implementation. This would include all typical third-party and consultant assistance required to address key design, site development, construction feasibility, and strategic growth issues to initiate the applicant's planned real estate project or organizational growth phase.

Grant awards will range up to \$25,000. A higher award may be considered on a case-by-case basis.

Key Business Plan Questions to Determine Grant Eligibility

Please review the following questions prior to considering an application. Your answers to these questions are required in conjunction with the application documentation.

1. Why is your organization creating or operating a school or alternative education program? How do you define "high quality" schools and education? How is your current school achieving quality for Latino students or how would the school or educational program you are proposing achieve a standard of excellence?
2. What is the population of targeted students in your area? How does the size of the Latino student population compare? How will you address any specific needs that the Latino students may have, such as language and cultural issues?
3. Please describe the schools or educational programs you are currently operating and include a school or program history, a description of school or program founders and leadership, the numbers and types of schools or educational programs currently in operation, the school and/or educational program design/model, the number of students and ages/grades served per school or program, and, where applicable, charter status, state ranking or grade, and/or No Child Left Behind AYP status.
4. Please submit a charter application (if applicable, in draft or final form), a concept paper, or a plan for the school or educational program to be created/replicated. In doing so, please indicate the proposed governance and leadership structure, the type

- of school or educational program, the targeted student population to be served, grade levels, size of the school, the school design/educational model, the proposed curriculum, and the anticipated composition of the school or educational program planning team.
5. Does your organization have financial commitments or capital for an equity contribution for the acquisition, leasing, or construction needs of the project?
 6. If you are planning a new school, have you received funding commitments from other sources for startup operations? Which sources? If you are planning to expand or replicate your educational program, have you received funding commitments from other sources?
 7. If applicable, will your development timeline allow you to begin the project within the next 18 months?

Submission Requirements and Evaluation Criteria

Submission Requirements

Each submission to the Latino Social Venture Fund must include the following documentation:

- Existing organizational documents: provide mission and operational history, current financial statements, and operating budget as available.
- Project plan/proposal: the narrative should, at a minimum, respond to the key business plan questions for the specific program area for which you are applying. (Please limit your response to five pages). If a full business plan for the project already exists, it may be submitted in its entirety with supplementary responses to the appropriate key business plan questions.
- Identification of project team: include key staff, consultants, advisors, and other organizational partnerships responsible for the design and implementation of the proposed project, and their specific responsibilities.
- Include existing project development budget, timetable, and site information.

Evaluation Criteria

Applicant proposals will be evaluated on a 100-point system based on the following criteria:

- Community impact (30 points)
 - Does the proposal evidence the need for the services/projects within the target market?
 - Is the project likely to result in meaningful impact to the target population?
 - Is the intended impact measurable and what method of measurement is proposed?
- Agency capacity (15 points)
 - Does the organization have the operational experience, financial soundness, and capacity to adequately operate the proposed project?
- Project team (25 points)

- Has the project team been established and does it have the experience necessary to implement the proposal?
- Project feasibility and readiness (30 points)
 - Does the proposal as outlined appear to be financially sustainable?
 - Is the project plan timetable reasonable and has there been adequate progress to date?
 - Does there appear to be adequate agency commitment to the project?
 - Do the agencies have adequate working capital to complete the project?
 - Is the predevelopment request reasonable and appropriate for the needs of the project?

Program Contact

Should you have questions about the business plan questionnaire or the application requirements, please contact Jim Ford at jford@razafund.org or Aracely Barajas at (602) 417-1415.

Please submit all documents to:

Raza Development Fund, Inc.
Attn: LSVF – Charter Schools
101 N 1st Avenue, Suite 900
Phoenix, AZ 85003

Or you can submit documents via email to jford@razafund.org or abarajas@razafund.org.

The National Council of La Raza (NCLR) – the largest national Hispanic civil rights and advocacy organization in the United States – works to improve opportunities for Hispanic Americans. Through its network of nearly 300 affiliated community-based organizations (CBOs), NCLR reaches millions of Hispanics each year in 41 states, Puerto Rico, and the District of Columbia. Founded in 1968, NCLR is a private, nonprofit, nonpartisan, tax-exempt organization headquartered in Washington, DC. NCLR serves all Hispanic subgroups in all regions of the country and has operations in Atlanta, Chicago, Los Angeles, New York, Phoenix, Sacramento, San Antonio, and San Juan, Puerto Rico.

Raza Development Fund, Inc. (RDF) is a support corporation of the National Council of La Raza, and was established in 1998 as the community development lending arm for NCLR. Applicants involved in the grant process are eligible to apply for predevelopment loans as well as full or partial senior and subordinate debt financing for site acquisition, site development, and unit construction financing. RDF typically participates with a private lender, often in a subordinate position, to facilitate site development and unit construction financing.