



CAPITAL IMPACT
PARTNERS

Healthy Food, Strong Minds

Innovating for Healthy Food in Charter Schools

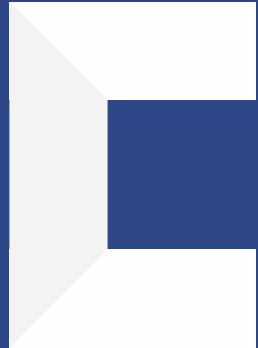
March 16, 2016



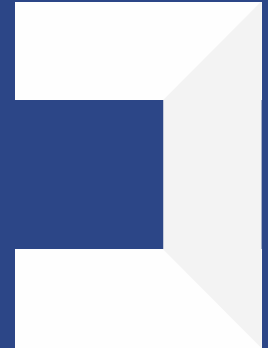
Agenda

- Introductions
- Will Robison, Capital Impact Partners
- Kate Bean, Aveson Charter Schools
- Pat Donovan, Revolution Foods
- Sarah Figueroa, Camino Nuevo Charter Academy
- Questions





Introductions





Capital Impact Partners



CAPITAL IMPACT
PARTNERS

Capital Impact Partners

- Nonprofit that lends to nonprofits. Financing charter schools for 30 years
- Acquisition, construction, equipment purchasing and working capital loans from as low as \$500,000 to more than \$5 million
- Expertise working with small schools and large networks
- Focus on underserved communities

DELIVERING EDUCATION IMPACT NATIONWIDE

\$664 MILLION+
in financing to charter
schools over **30 years**



Creating
219 
charter schools



Providing **228,000+**
 children with
high-quality education annually





CAPITAL IMPACT
PARTNERS



ACQUISITION LOANS
to purchase land
and buildings



BRIDGE LOANS
to bridge grant funding or
tax-credit equity investment



CONSTRUCTION LOANS
to finance ground-up construction
and renovation projects



PRE-DEVELOPMENT LOANS
for feasibility planning, architectural
drawings and other early needs



TENANT IMPROVEMENT LOANS
to finance renovation at
a leased facility



TERM LOANS
to take out construction loans
or leverage New Markets Tax
Credit transactions



EQUIPMENT LOANS
to purchase equipment



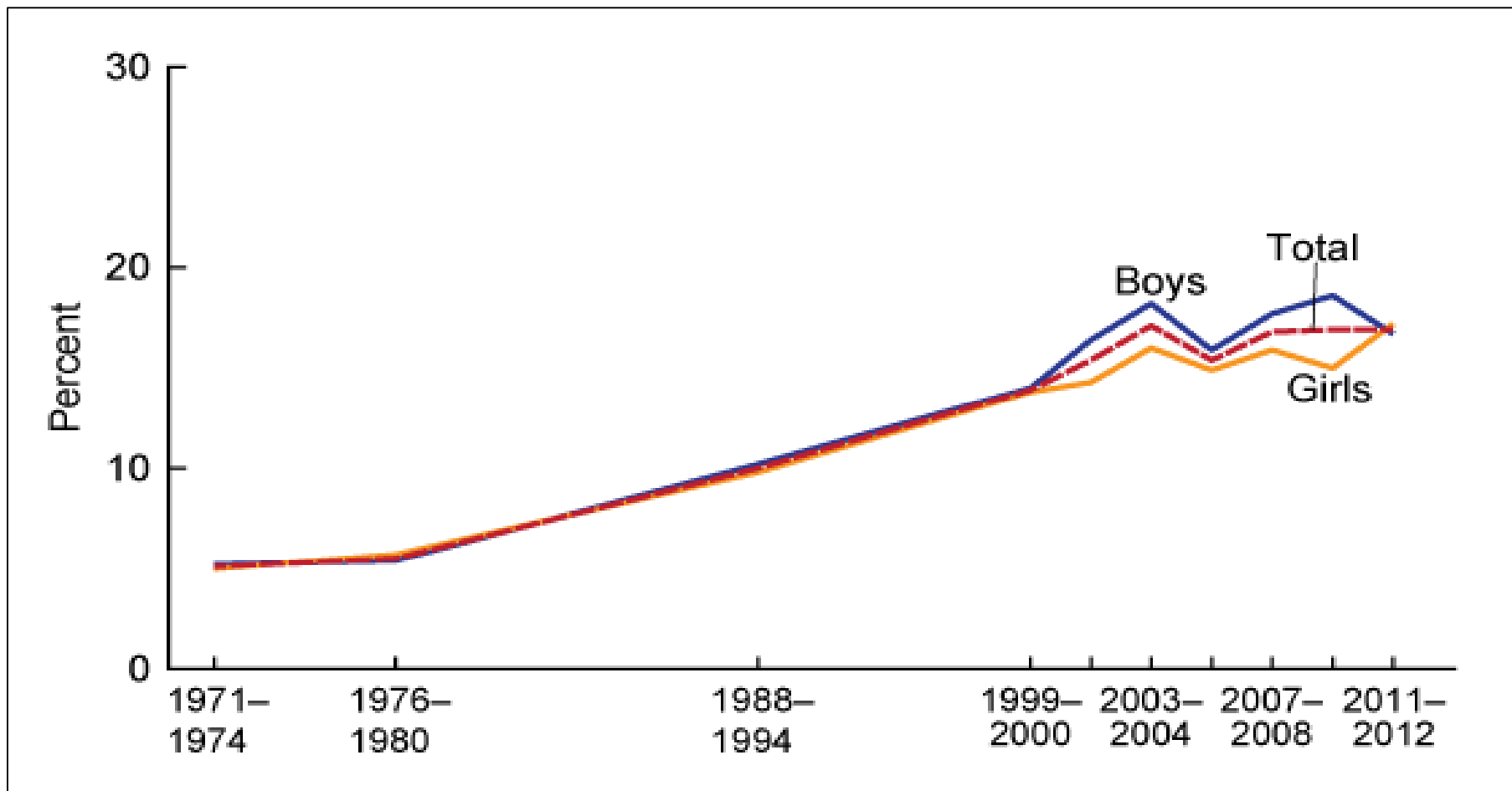
WORKING CAPITAL LOANS
to finance operating
cash flow needs



LEVERAGE GOVERNMENT PROGRAMS
to offer New Markets Tax Credits and
Federally Guaranteed Bonds



Obesity trends among U.S. children and adolescents



NOTE: Obesity is body mass index greater than or equal to the sex- and age-specific 95th percentile from the 2000 CDC Growth Charts.

SOURCE: CDC/NCHS, National Health and Nutrition Examination Surveys 1971-1974; 1976-1980; 1988-1994; 1999-2000, 2001-2002, 2003-2004, 2005-2006, 2007-2008, 2009-2010, and 2011-2012.





CAPITAL IMPACT
PARTNERS

School meals are a **big opportunity** for positive change.





CAPITAL IMPACT
PARTNERS

“School is the biggest restaurant chain in every city and every town. Only nobody knows it.”

David Binkle

Director, Food Service

Los Angeles Unified School District

Quoted by the Center for Ecoliteracy



BREAKFAST

About 13 MILLION a day, or 2.2 BILLION a year



LUNCH

About 31 MILLION a day, or 5.2 BILLION a year



CAPITAL IMPACT
PARTNERS

In California,
879,000,000
public school meals
served in 2013-2014

California Department of Education





CAPITAL IMPACT
PARTNERS

35%

**percent of daily calories
that an average child
eats at school**

California Department of Education





CAPITAL IMPACT
PARTNERS

In California,

58%

percentage of student
qualify for free or reduced
price school meals

California Department of Education



1 out of 5



U.S. households with children who
report food insecurity

USDA



CAPITAL IMPACT
PARTNERS

Schools provide a **big opportunity** to provide healthy food to children!



Parents are on board



72%

of parents^{††}
nationwide
support healthy
standards for
school snacks

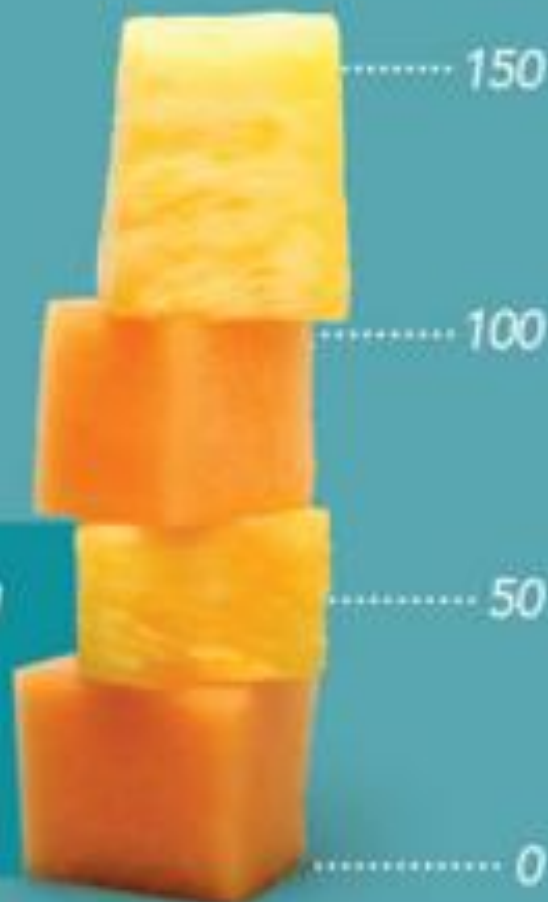
Schools that offer healthier snacks can help students

CONSUME FEWER CALORIES

After California set strong standards for school snacks high school students consumed

158 fewer calories/day.[†]

If kids across the U.S. eliminated 64 excess calories per day, we would achieve federal goals for reducing obesity rates by 2020.



Schools that offer healthier snacks can help students

AND REDUCE UNHEALTHY WEIGHT GAIN

In states with strong standards for school snacks, students gained less weight[†] between 5th and 8th grade, and students who were overweight or obese in 5th grade were less likely to be so by 8th grade.



Schools win with healthy snacks

MEAL PARTICIPATION RISES

Student participation in school meal programs increased on average by

2.6%



SCHOOL REVENUE INCREASES^{†††}

Total food service revenue increased on average by

4%



The logo for Aveson Charter Schools features the text "Aveson Charter Schools" in a bold, white, sans-serif font, centered on a dark blue background. The text is flanked by two white, stylized square brackets that have a 3D effect, with the top and bottom edges appearing slightly recessed. The overall design is clean and professional.

Aveson Charter Schools



Welcome to Aveson Charter Schools

Aveson Charter School

"We change the world by teaching and inspiring others to change the world"

Aveson Charter Schools

A fundamentally different school experience



Aveson School of Leaders TK-5

**Aveson Global
Leadership Academy 6-12**



Aveson Charter Schools

A fundamentally different school experience

**“We change the world by
teaching and inspiring
individuals to change the
world”**

Guiding Principles

Everyone's time is valuable.

Vision means seeing what could be and what will be and living the difference.

Your commitment is to make others around you successful.

Our growth together requires us to grow individually.



Guiding Principles



Integrity is everything.

There is no such thing as too much truth.

How you say it is as important as what you say.

When identifying problems, offer strategies and solutions.

Aveson Charter Schools

- Personalized Mastery Learning
- Social Leadership
- Healthy Living



Personalized Mastery Learning

A photograph showing a man with glasses and a woman sitting at a desk, looking at a laptop. The man is pointing at the screen while the woman looks on. The background is slightly blurred, showing a window and some papers.

advisors and students working collaboratively to decide what, how, and when students learn.

Why Personalized Mastery Learning?

- learning is more important than *when* you learn
- **reflecting, defending and evaluating** learning is far more beneficial than “grading” learning

Social Leadership



encouraging
voice and **choice**
in learning;
empowering
students to **act**
and **impact** their
community,
locally and
globally

Healthy Living

learning about and
encouraging
**emotional, mental,
& physical health**



What does Healthy Living look like at Aveson?

- Scratch Kitchen
- Food Service for Schools
- Culinary Arts Program
- Food production and Partnerships
- <https://www.youtube.com/watch?v=pvEe6uSp1Fs>

Scratch Kitchen



Food Service for Schools



Odyssey Charter School



Culinary Arts

Children Learn By Doing.

When growing and preparing food is made part of the school day, every academic subject - MATH, SCIENCE, The HUMANITIES - comes to life, and social and environmental responsibility becomes deeply personal.

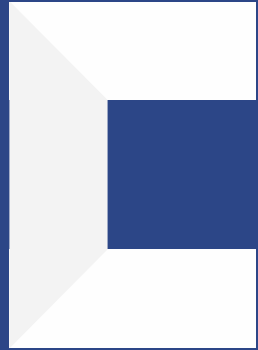


Food Production and Partnerships



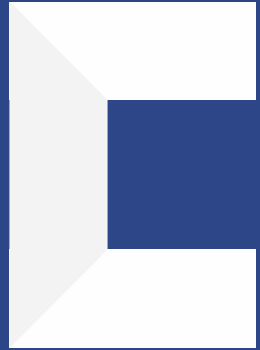
Sustainability Goals

1. Aveson food program will financially break even while providing healthy meals to Aveson and other schools.
2. Aveson Food services will fund culinary arts and education programs at Aveson.

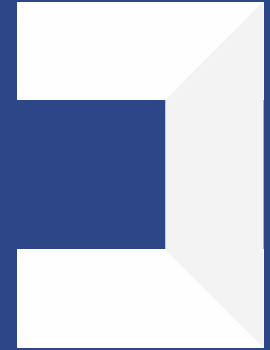


Revolution Foods





**Camino Nuevo
Charter Academy**



IGNITING A HEALTHY FOOD REVOLUTION



Camino
Nuevo
Charter
Academy



revolution
FOODS



thought for food.

Revolution Foods started in 2007 with a mission to build lifelong, healthy eaters by making kid inspired, chef-crafted food accessible to all.

By 2015, we've grown to serve over 1.5 million fresh and healthy meals every week, working in partnership with school districts, charter schools, city feeding programs, and after school programs across the nation to ensure their students are well-nourished and ready to learn.

Our food is made with real ingredients. Nothing fake. Nothing artificial. Because your students deserve nothing less.





the evolution of our revolution

150+
million
healthy meals served to date

1.5 MM++
meals per week

500
meals per day

8,000
meals per day

17,000
meals per day

35,000
meals per day

70,000
meals per day

120,000
meals per day

160,000
meals per day

northern california
(Oakland + South San Francisco)
San Francisco Bay Area
Central Valley
Central Coast
Sacramento Region/ Gold County
Upstate Northern California/Shasta
Cascade

southern california
(Los Angeles)
Los Angeles
Orange County
Inland Empire
San Diego
San Bernadino/Riverside
High Dessert

d.c.
(Cheverly, MD)
Washington DC
Maryland
Virginia
Delaware
Pennsylvania

colorado
(Commerce City)
Denver
Colorado Springs
Fort Collins
Pueblo
Boulder
Cheyenne

texas
(Stafford)
Houston
San Antonio
Austin
Dallas

**new york/
new jersey**
(Elizabeth, NJ)
Newark
New York City
Philadelphia
Boston

retail launch
nationwide

louisiana
(Kenner)
New Orleans
Baton Rouge
Mississippi

2006 2007 2008 2009 2010 2011 2012 2013 2014



Partnering to close the nutrition gap

Our value proposition





Kid-inspired, Chef-crafted™





Clean Label

Our never ever ingredient list is transparent



No artificial colors, flavors, or sweeteners



No High fructose corn syrup, MSG, benzoates, bromates, or sulfites



No partially or fully hydrogenated fats/oils



No BHA, BHT, TBHQ, sodium nitrites/nitrates

Our never ever list is transparent

High quality ingredients

How we source is as important as what we source

We don't take short cuts....

rBST
free
milk

real
cheese
& dairy

whole
muscle
meats

Unblea
ched
flour

fresh
fruit



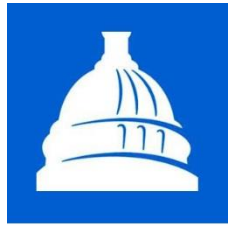


our school partners

We're proud to partner with the following charter schools, networks, and districts across the nation:



Camino Nuevo Charter Academy



DISTRICT OF COLUMBIA PUBLIC SCHOOLS



Center City Public Charter Schools
Character, Excellence, Service



FOR YOUTH DEVELOPMENT®
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

YMCA OF SILICON VALLEY





our core values



our mission: to build generations of lifelong healthy eaters by making kid-inspired, chef-crafted food accessible to all

core value	deliver excellence	respect	care for all	learn. teach. grow.	live our mission
company promises	clear expectations	a safe environment	to make employees feel valued	development	to support the mission & kids
employee promises	to deliver results	be honest	be a great teammate	to be open to learning	to support the mission and kids
company promise to customers	great tasting, chef-crafted, real food	to build win-win partnerships	great customer service	to be kid-inspired	to work together to create lifelong healthy eaters

Success

=

Engaged Students

=

Healthy Kids!



Camino
Nuevo
Charter
Academy



Engaging with Students

Activities implemented/in progress:

- Build-a-Wrap Cooking Class at Cisneros
- Parent Workshop showcasing student meals
- Chef Eric Demo held at Miramar - tasting and feedback on new menu items
- Meetings held quarterly with school staff and vendor staff for updates
- Annual Resource Fair at Cisneros

On the horizon...

- # contest for MS/HS
- Field trip to culinary center
- Mobile app launch (highlight in weekly newsletter)



Students Engaging with Food



Build - A - Wrap Cooking Class



Camino
Nuevo
Charter
Academy



revolution
FOODS

Student Activities

- Golden breakfast ticket contest
- Added satellite breakfast locations at Miramar
- Lunch tastings highlighting new items for students and parents



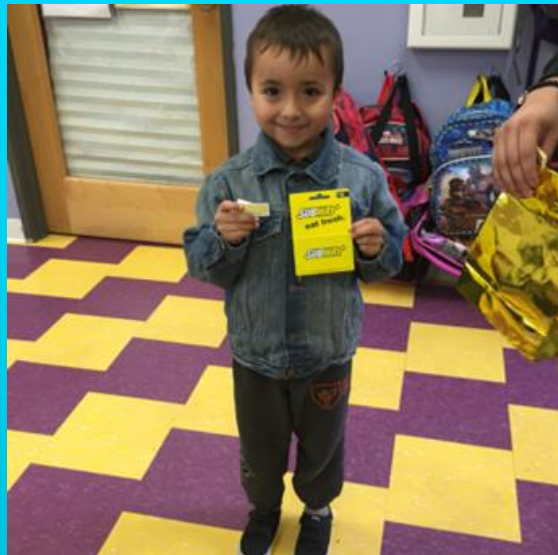
Camino
Nuevo
Charter
Academy



Golden Ticket Breakfast Winners



Camino
Nuevo
Charter
Academy



Cisneros Annual Resource Fair



Parents and Students provided with healthy snacks and nutrition information.



Camino
Nuevo
Charter
Academy



Camino Nuevo Student Voice



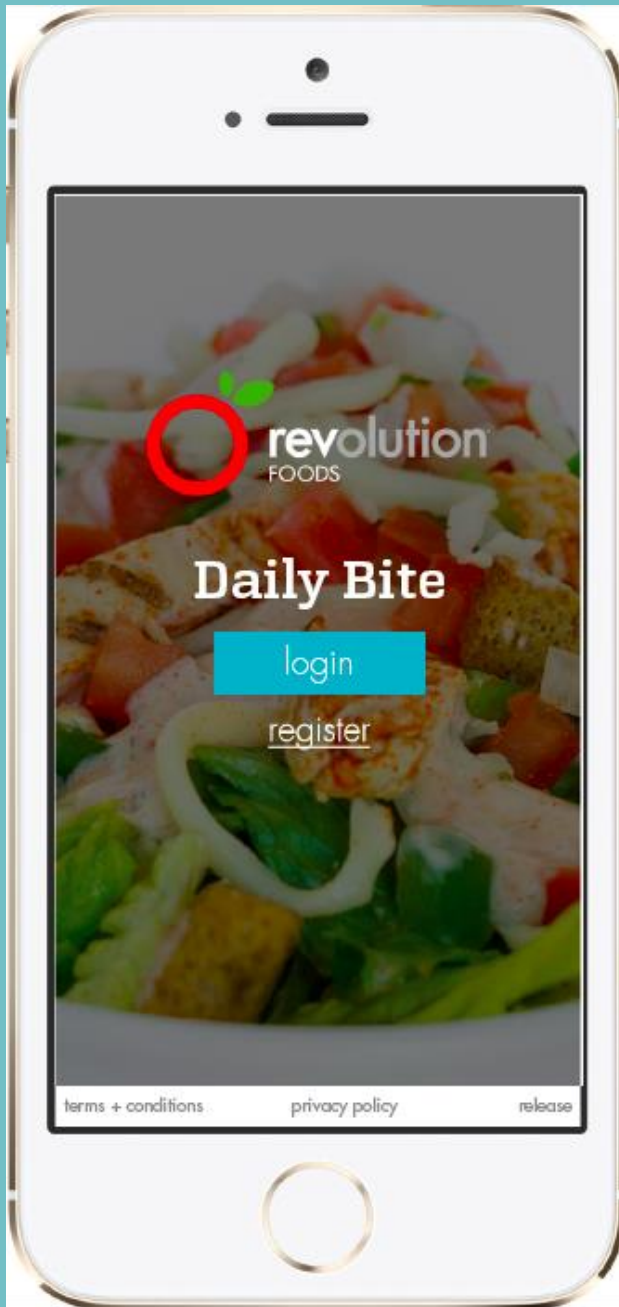
- Input from Students
- Food Tastings
- Staff Engagement
- Nutrition Education



Camino
Nuevo
Charter
Academy

the daily bite

by revolution foods



confidential – do not
distribute



To increase participation in school meals and promote healthy eating habits, Revolution Foods has developed the *Daily Bite*, a mobile app that aims to...

EMPOWER:

Help students make better decisions by delivering menu information in advance

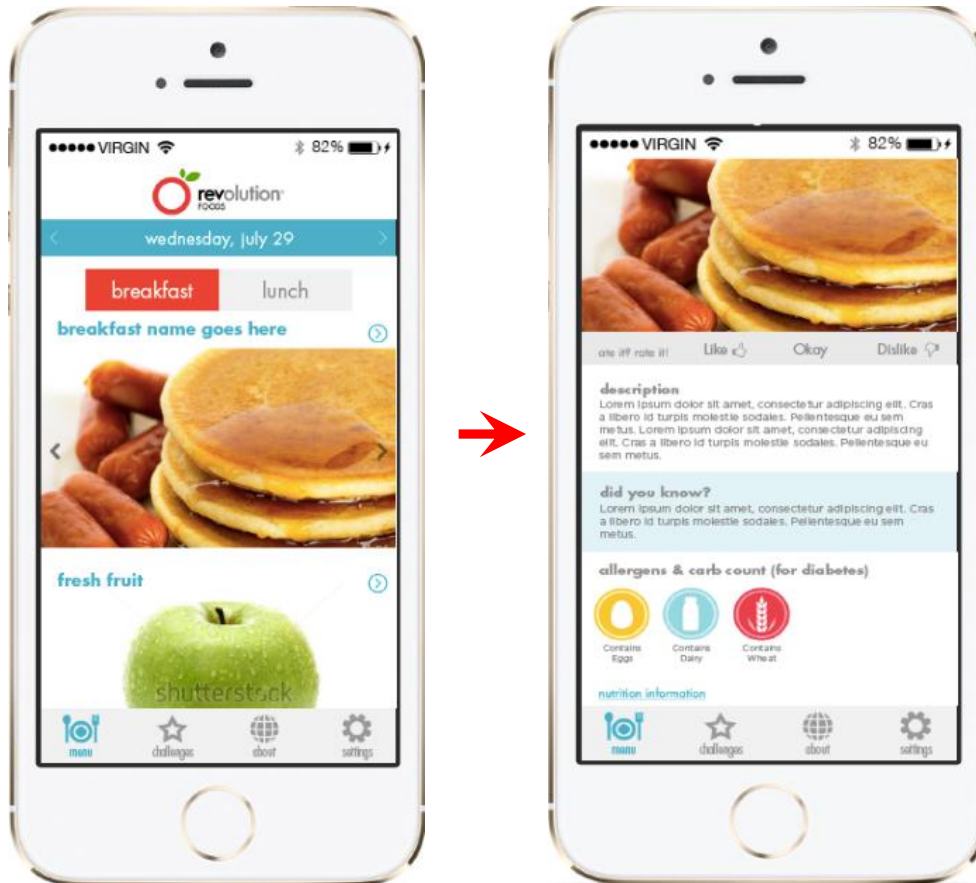
ENGAGE:

Give students a voice by encouraging them to provide feedback on meals they have tried

EDUCATE:

Inspire students to learn about food and form positive habits through an interactive game

features: menu awareness & education



- Users can view daily menu options for breakfast and lunch up to a week in advance
- Each menu item is represented by a colorful image and accompanied by a brief description and fun fact

"We don't get the lunch menu in advance. I want to know where my food is from and what's in it." – Bobbie, 16, Hayward High

"I get in line without knowing what's being served." – Alejandro, 17, Aspire East Palo Alto Phoenix Academy

A young girl with dark hair and glasses is smiling while eating a meal in a school cafeteria. She is wearing a purple sweater and has a small earring. She is holding a white plastic fork and pointing with her right index finger. The meal consists of spaghetti with sauce and vegetables, a side of fruit including oranges and a green apple, and a small bowl of bread. The background is blurred, showing a typical school cafeteria setting. There are large green and red circular graphic elements on the left side of the image.

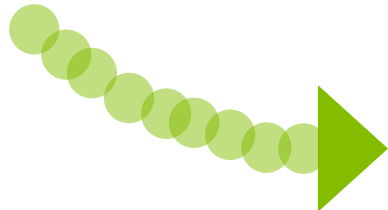
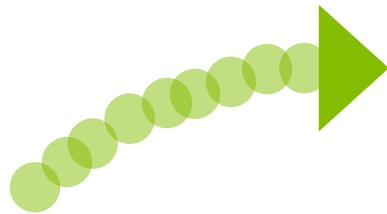
revolution foods
in schools

real food for all™



our nutrition advocacy program

- **what it is:** our approach to building a large scale, impact driven platform for positive behavior change in the schools and communities we serve
- **why we do it:** this approach supports our school meals to maximize the impact we can have on building lifelong healthy eaters
- **how it works:** we connect our school partners with best-in-class resources in their communities to support school goals ranging from basic nutrition to food justice, cooking, and gardening. Our regional Nutrition Advocacy Coordinator is an expert on both regional organizations and resources as well as our national partnerships.



**the “best-in-class”
national and regional
organizations and resources**
that can help you accomplish your health and
wellness goals



**our
school
partners**



COMMON THREADS





awards and recognitions



UNITED STATES
HEALTHFUL
FOOD COUNCIL



2015

- Fast Company: World's Most Innovative Companies (#2 in Education)

2014

- Fortune + Food and Wine's list of Most Innovative Women
- INC 5000's list of Fastest Growing Companies
- Initiative for a Competitive Inner City (ICIC) 100 - #19 fastest growing Inner City job creator in the nation
- Finalist on East Bay (Oakland) Innovation Award list
- Named on the "Top Finds" list at Expo West
- CFO listed as a Bay Area CFO of the year (of a non-public company)
- REAL Food Innovator Award – United States Healthful Food Council



2013

- UC Berkeley Haas School of Business: Innovator of the Year Award
- Fortune Magazine 40 under 40



2010-2012

- Girl Scouts Green Forever Award, 2012
- Initiative for a Competitive Inner City (ICIC) 100 - #2 fastest growing Inner City job creator in the nation, 2011 and 2012
- Community Impact Award – ICIC, 2011
- Time Magazine's Education Activists of 2011
- Entrepreneur of the Year award from New Schools Venture Fund, 2010

FOOD & WINE



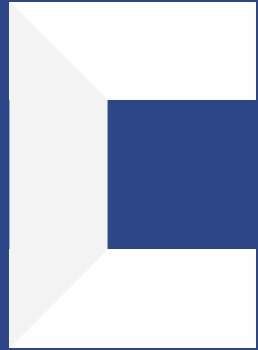
2007

- Global Social Venture Competition Winners for Revolution Foods' model



Fellowships:

- World Economic Forum Young Global Leaders 5 year fellowship (YGL)
- Ashoka Fellowship



Questions?

