



FOCUS Business Planning

Friends of Choice in Urban Schools, Washington, DC

UPD Consulting • PO Box 27175 • Baltimore, MD 21230 • www.updconsulting.com

Project Synopsis:

UPD provided business planning and implementation support to the charter school support organization for the District of Columbia. This work included writing a business plan and providing technical and strategic consulting to FOCUS staff on the design of their own performance management programs.

Lead Firm: UPD Consulting
Project Manager: Bryan Richardson
Project Time Frame: October of 2008 to February 2009

Project Background:

With more than a third of public student enrollment, Public Charter Schools have become an accepted and valuable choice for students in the District of Columbia. Since the original charter authorizing legislation was passed in the late 90's, FOCUS has worked with charter schools to improve instruction, manage facilities, and help them learn from each other. In 2009, FOCUS wanted to expand its offerings to DC Public Charter Schools to include a broad array of services targeted to helping charter schools use their student data to manage performance. With support from the Walton Family Foundation, FOCUS hired UPD to provide strategic consulting and to build a business plan to implement performance management services to charter schools.

Project Outcomes:

UPD provided FOCUS with a business plan with supporting financial statements for submission to the Walton Family Foundation. After evaluating the business plan, the Walton Foundation awarded FOCUS a grant of approximately \$1.1 million.

Reference: Naomi Deveaux, Executive Director for School Support and Development
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