



unleash the xPotential

The District Goes Digital: Leveraging Online Learning for Broader Student



Gregg Levin, Senior Vice President, K12 Inc.

- Joined K12 in July 2010 through its acquisition of KC Distance Learning (Aventa Learning)
- Responsible for client and instructional services supporting more than 2,000 school partners
- 16 years experience in the Education market including the last seven years developing and delivering innovative, online learning solutions for Sylvan Learning, Aventa Learning and K12 Inc.

Who is K¹² ?



- K¹² is the #1 provider of online learning ¹
- K¹² currently serves students in all 50 states and 70 countries
- We've partnered with over 2,000 districts
- Our investment in curriculum and learning systems has surpassed \$250 million
- We've delivered over 4 million online courses

[WHAT SETS K¹² APART?]

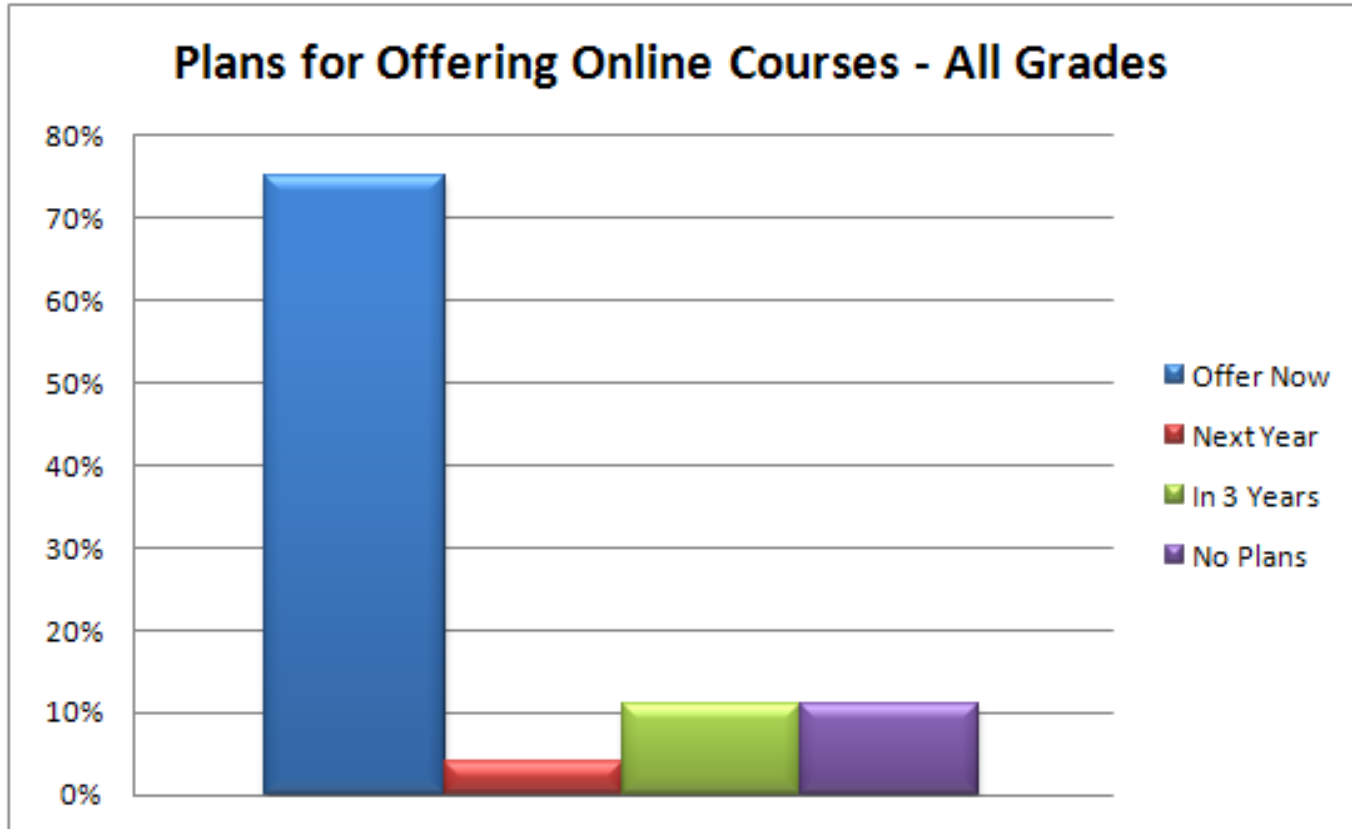
- ✓ Decades of Experience across Our Many Brands
- ✓ Breadth of Proven Solutions
- ✓ Depth of Offerings
- ✓ Commitment to Results

K¹² serves a continuum of needs



Full-Time Online Learning	Online Courses	Credit Recovery and Remediation	Classroom Content	Assessment Tools	Instruction and Support Services
<ul style="list-style-type: none">•Medallion and Partner programs•Multiple options for consulting, teaching, marketing and enrollment	<ul style="list-style-type: none">•5 academic levels, from foundations to AP•World languages, including fluency	<ul style="list-style-type: none">•Elementary reading remediation and mastery•Unique CR teacher hotline•Remediation across multiple grades•ELL support	<ul style="list-style-type: none">•Assess and prescribe content using state, national standards•Whiteboard content, including quizzes, challenges•Virtual labs	<ul style="list-style-type: none">•Math and reading assessments for grades 1-8•High stakes readiness exams•GED readiness assessment and personalized lessons	<ul style="list-style-type: none">•Certified teachers•Professional development•Program consulting•Student recruitment and enrollment

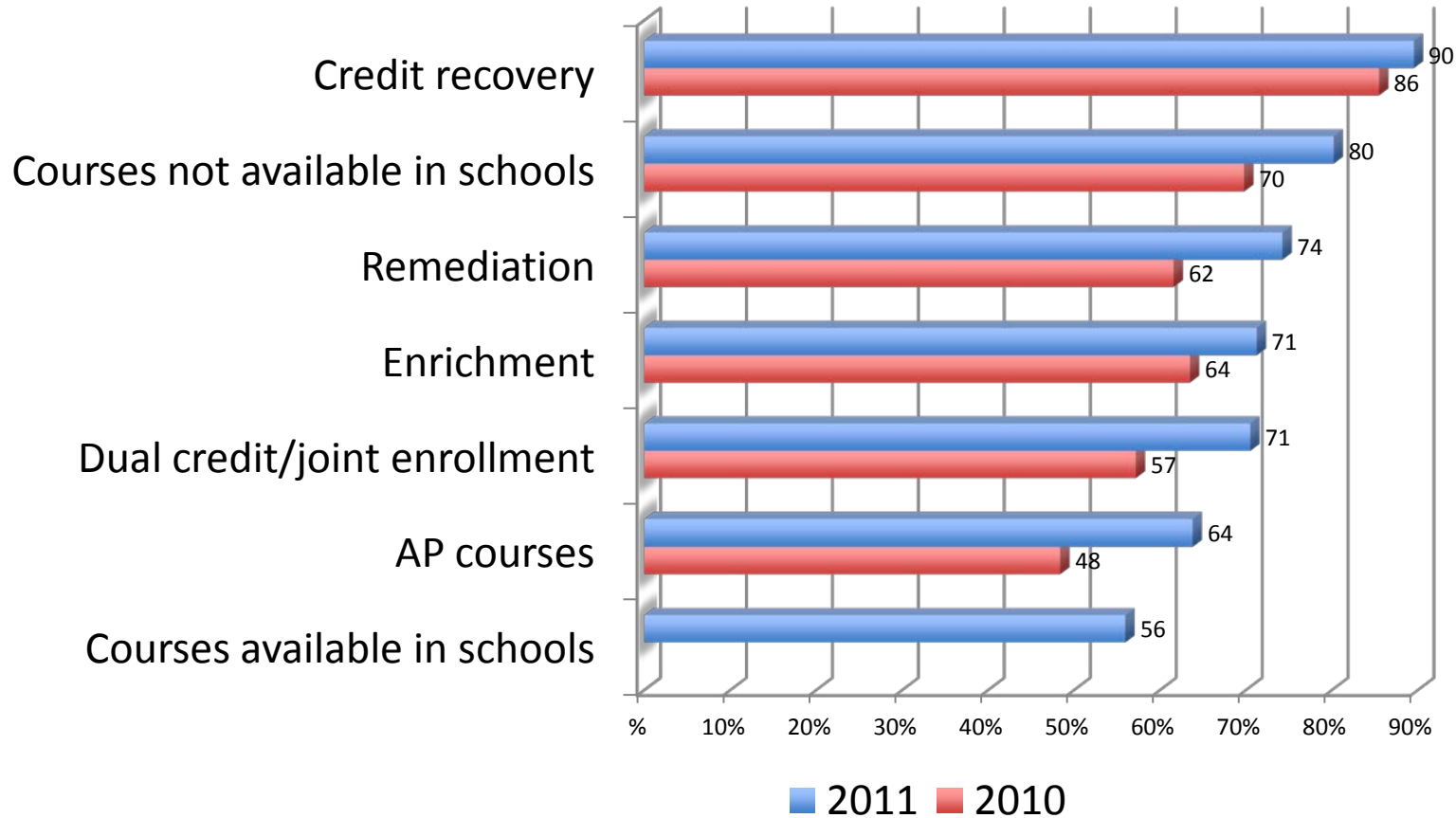
Only 11% of districts with no current plans to offer online learning – declining from 34% in 2010



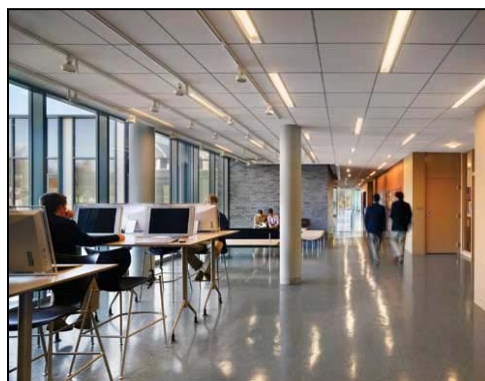
Online Learning is growing along every dimension of student needs



Online Course Categories: All Districts



Online learning is delivered across a continuum of implementation models



FULLY ONLINE

BLENDED LEARNING

CLASSROOM INSTRUCTION

Continuum of Implementation Options






Learn more about K¹²

Call 866.912.8589

Visit: [K12.com/educators/contact-us](https://k12.com/educators/contact-us)

The District Goes Digital: Leveraging Online Learning for Broader Student Achievement



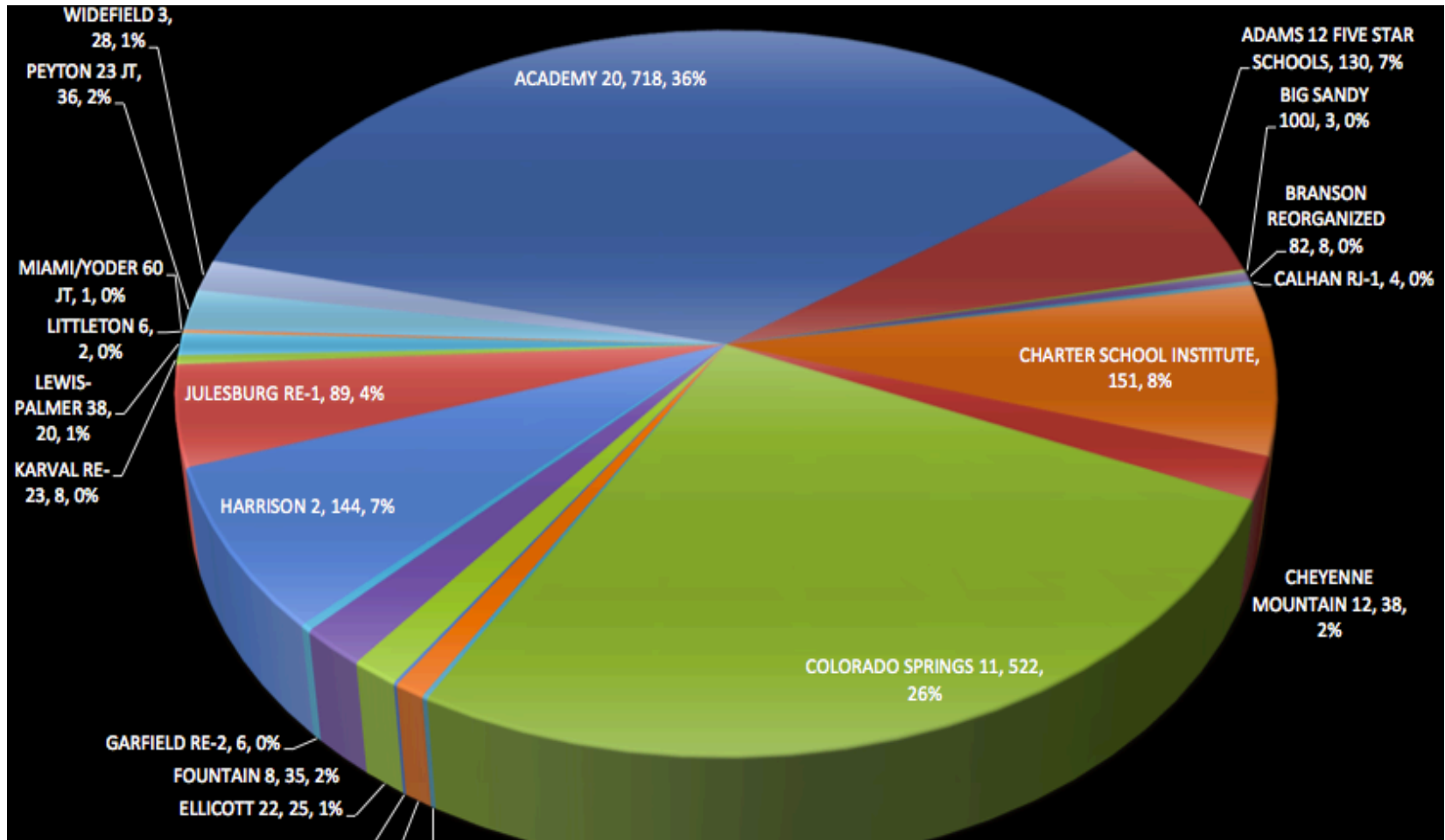
Falcon School District
49

Kim
McClelland/Assistant
Superintendent

Needs Addressed

- Recover lost PPR
- Illustrates possibilities of online and blended learning in all schools
- Allows more opportunities for teachers and staff to use new talents
- Promotes and models 21st century skills
- Creates a new approach to instructional technology

1,989 students went to other districts...where did they go?



Problem Resolved

- Drastic cuts equal innovative structures
- Addresses overcrowding in school
- Underfunding at the school level
- Allocate more money to the classroom from restructure
- Create more freedom, flexibility and autonomy

The Top Twenty

20 largest Colorado School Districts

sorted by student count

	District	# Students
(1)	JEFFERSON COUNTY	80,913.30
(2)	DENVER PUBLIC SCH.	74,593.60
(3)	DOUGLAS COUNTY	59,300.20
(4)	CHERRY CREEK	49,718.80
(5)	ADAMS 12 FIVE STAR	42,777.90
(6)	AURORA	36,740.40
(7)	BOULDER	28,220.70
(8)	COLORADO SPRINGS 11	28,065.70
(9)	ST VRAIN	26,042.00
(10)	POUDRE	25,879.30
(11)	ACADEMY	22,210.60
(12)	MESA VALLEY	21,014.40
(13)	GREELEY	18,879.50
(14)	PUEBLO CITY	17,117.30
(15)	LITTLETON	14,962.40
(16)	BRIGHTON	14,771.90
(17)	THOMPSON	14,490.90
(18)	FALCON	14,429.90
(19)	HARRISON	10,332.10
(20)	WESTMINSTER	9,516.80

20 largest Colorado School Districts

sorted by per-pupil revenue

	District	PPR
(1)	DENVER PUBLIC SCH.	6,867
(2)	AURORA	6,710
(3)	WESTMINSTER	6,691
(4)	HARRISON	6,576
(5)	CHERRY CREEK	6,402
(6)	PUEBLO CITY	6,390
(7)	BOULDER	6,378
(8)	GREELEY	6,336
(9)	ST VRAIN	6,328
	COLORADO SPRINGS 11	6,328
(11)	JEFFERSON COUNTY	6,302
(12)	ADAMS 12 FIVE STAR	6,269
(13)	LITTLETON	6,226
(14)	DOUGLAS COUNTY	6,212
	BRIGHTON	6,212
(16)	FALCON	6,136
	MESA VALLEY	6,136
	ACADEMY	6,136
	THOMPSON	6,136
	POUDRE	6,136

20 largest Colorado School Districts

Floor-Funded PPR + Operating Mill / Pupil

	District	\$ / Student
(1)	POUDRE	7,180.15
(2)	ACADEMY	7,082.23
(3)	THOMPSON	7,039.19
(4)	MESA VALLEY	6,516.74
(5)	FALCON	6,136.00
	Falcon lower than next lowest	(380.74)
	Falcon lower than average	(818.58)

The Top Twenty

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Easy conclusion to 'blame the voters, blame the BOE, blame the Administration . . . etc.'

But ... Is there something else?

Falcon School District is in a unique situation and, in a sense, is backed into a corner with no good way out – no 'equalization'

Per Pupil Assessed Valuation

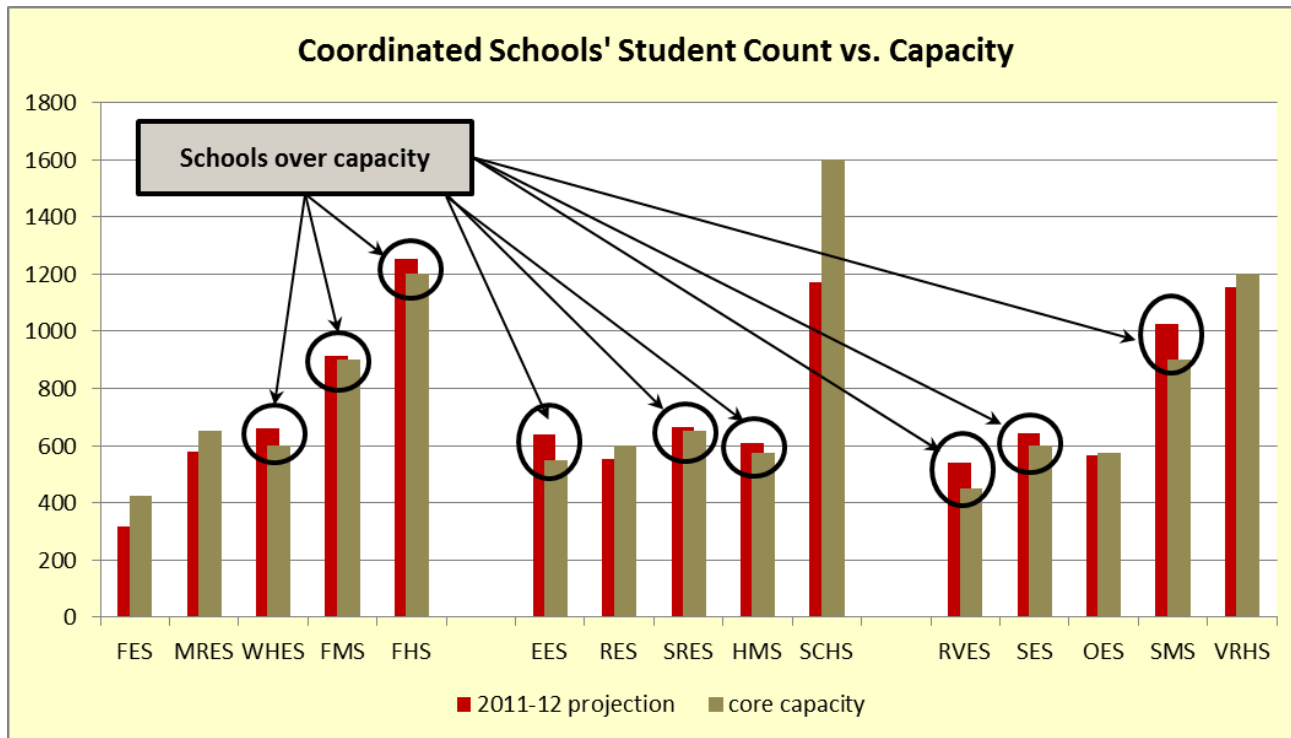
Per Pupil Assessed Valuation			
	District	PPAV	x Falcon
(102)	THOMPSON	93,465.25	0.47
(109)	POUDRE	86,034.58	0.52
(120)	MESA VALLEY	78,759.31	0.56
(143)	ACADEMY	58,004.95	0.76
(157)	FALCON	44,371.48	1.00

Falcon's % Residential Assessed Valuation to Total Assessed Valuation = 66%

Rest of El Paso County = 53%

The 'Good' Problem

- The problem is capacity - We don't have enough space in the right locations

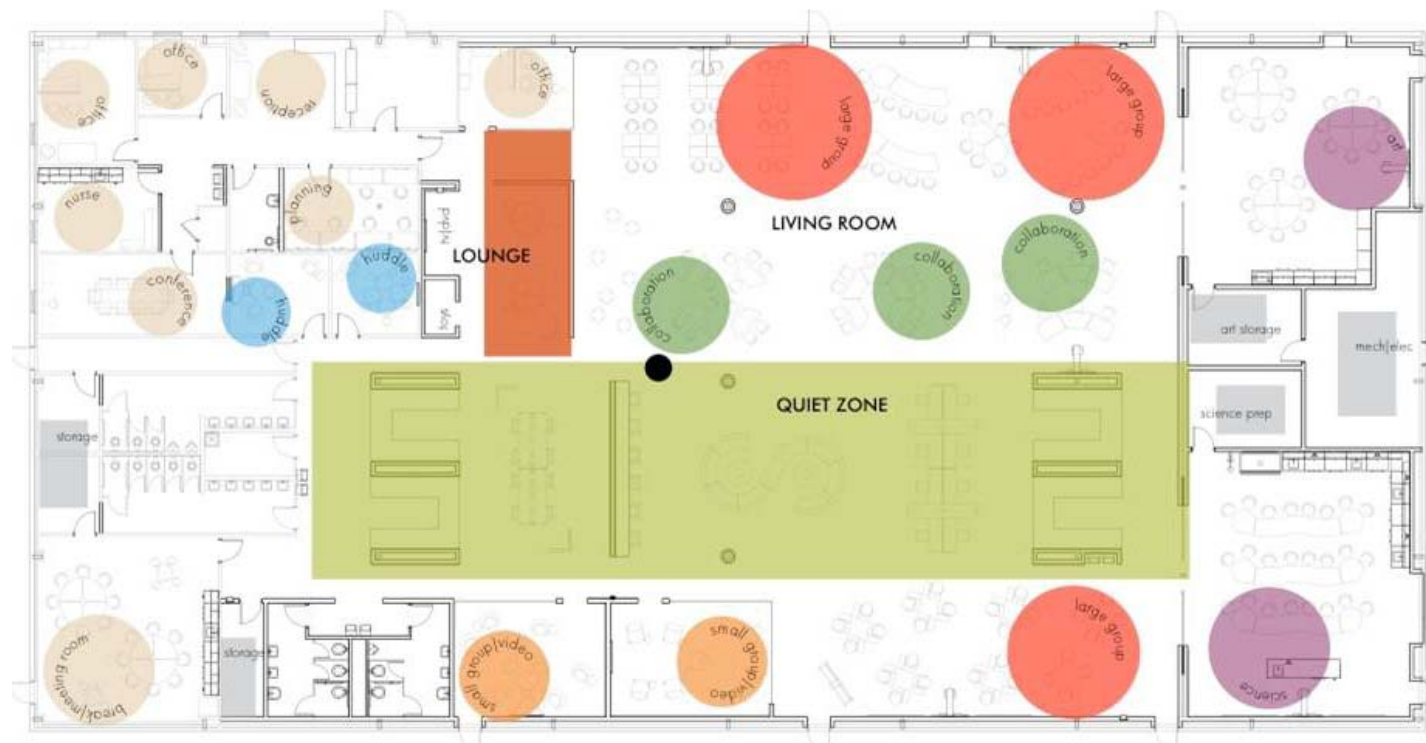


This 'problem' is not going to go away

Implementation

- Resistance and misconceptions of stakeholders
- Training is essential to success, don't short cut
- Evaluate scalability
- Transition to blended model
- Re-evaluation of administrative roles
- Create a zero based budget
- Does online save money?
- Innovative staffing decisions
- Curriculum and blended model
- Why does an online school need a building?

Falcon Virtual Academy Blended Model



Evaluation

- State approval of Multi-District Online school
- State School Performance Frameworks
- School Unified Improvement Plans
- School Wide Assessments
- Adoption of INACOL Standards
- Increases in Sustainable Enrollment
- Financial Viability
- Customer Service Model