

APPENDIX B

**INNOVATIVE SCHOOLS (CMO) LETTER RELEASING ACADEMIA ANTONIA
ALONSO CHARTER SCHOOL. DATED 1.23.2018**



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January 23, 2018

Dr. Maria Alonso
Mr. Jose Avilés
Academia Antonia Alonso
Barley Mill Plaza – Building 26
4403 Lancaster Pike
Wilmington, DE 19805

Dear Maria and José,

Pursuant to our discussions on Innovative Schools' (IS) market repositioning initiatives, I would like to inform you that:

1. As of January 23, 2018, M&T Bank has cancelled the IS loan guaranty issued on behalf of La Academia;
2. IS will:
 - a) End its back-office consulting services for La Academia effective February 1, 2018, with the last invoice to be issued for services rendered during the month of January,
 - b) Facilitate the process for your school, and other clients, to explore the possibility of contracting directly with our consultants, effective February 1, 2018, to replace, as needed, services currently provided through our organization,
 - c) Continue to facilitate project consulting and other related services (e.g. fiscal agency for existing non-SEA grantees, etc.) as may be required by existing and potential school clients,
 - d) Explore reestablishing its suite of capacity building services should the state of Delaware reopen its charter application process for new schools in New Castle County.

With the cancellation of the loan guaranty and the discontinuation of back-office services, Innovative Schools will conclude its current capacity building relationship with La Academia. Thank you for the opportunity to partner with you over the past 6 years, and I wish you, and the school, continued successes on behalf of the children we serve.

If you have any questions, or would like to discuss any of the above points, please do not hesitate to contact me at mswanson@innovativeschools.org.

Sincerely,

Matt Swanson
Chairman

