



# Enrollment Update

## *October Board Meeting*

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Camino  
Nuevo  
Charter  
Academy

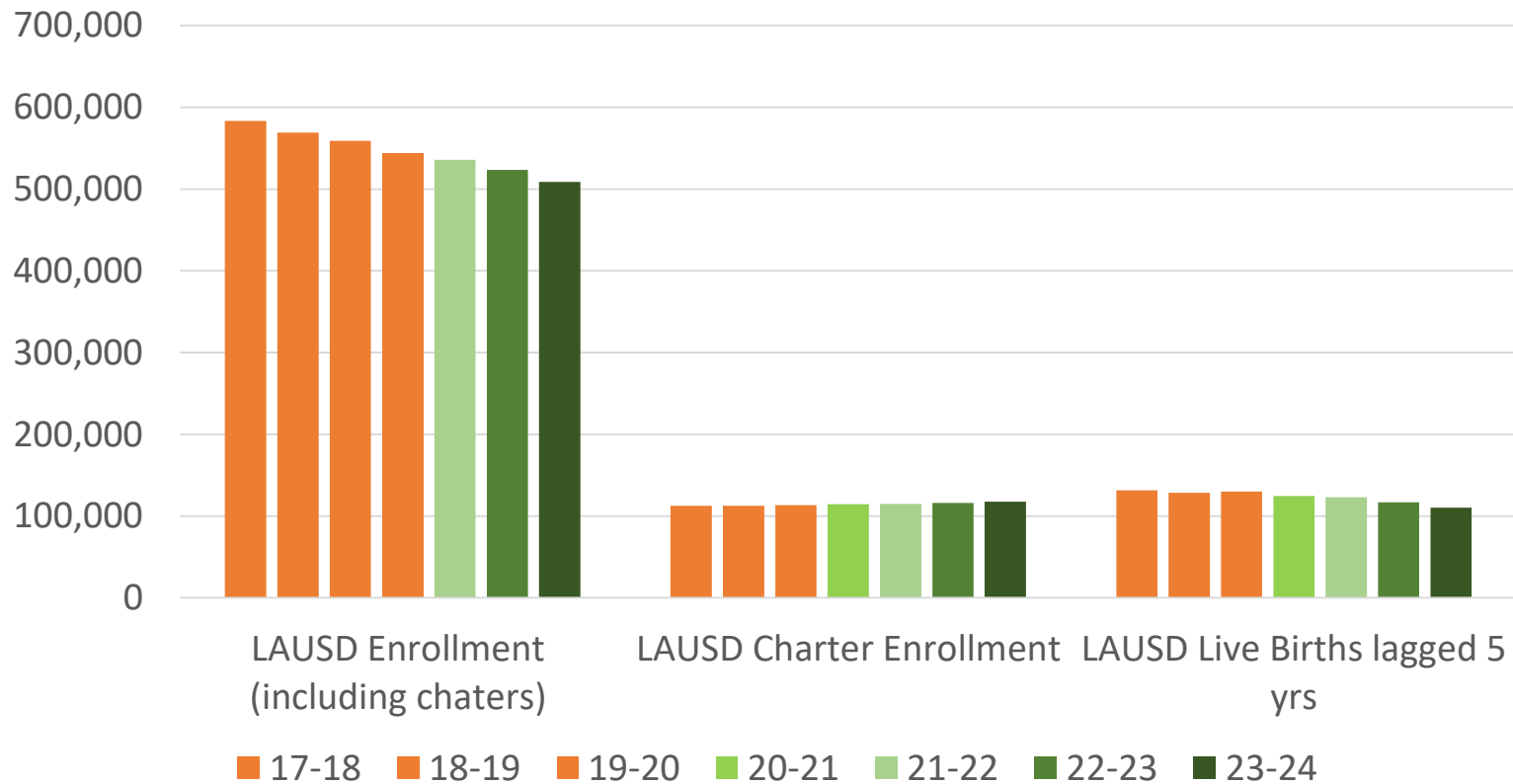


Crystal Day  
*Director of Strategic Enrollment*

Data Pull: 9/29/23

# External --Market Trends

## LAUSD Enrollment: Past, Current, and Projected



### Data and Antidotal Trends

#### Data

- LAUSD Enrolled Decreasing
- **Charter Enrollment Increasing slightly**
- Birth Rates Decreasing- 5% year over year
- LAUSD enrollment was projected to decline by 2.3% annually, but now enrollment is projected to decrease by 3.61% annually.

#### Antidotal Trends

- People are migrating out of the area
- Declining ADA – K to 3<sup>rd</sup> at the highest
- **Increasing student mobility**
- Alternative school options– home school and hybrid learning spaces
- Lower enrollment allows for more options

# School Site | 3 year Application History



	Applications 23/24	Applications 22/23	Applications 21/22	% Difference 23/24 to 22/23	% Difference 23/24 to 21/22
BUR	331	365	302	-9%	10%
KAY	405	403	317	0%	28%
CAS	216	207	177	4%	22%
EIS	127	144	78	-12%	63%
CIS	245	176	210	39%	17%
DAL	435	515	524	-16%	-17%
	1759	1810	1608	-3%	9%

## Notes

BUR– TK applications increased, Kinder applications decreased, 1<sup>st</sup> to 8<sup>th</sup> roughly stayed the same

KAY– TK applications increased, Kinder applications decreased (not as much as BUR), 1<sup>st</sup> to 8<sup>th</sup> roughly stayed the same

CAS- Overall applications increased, more applications in the first three waves of applications but less in the summer (summer applications typically have strong yield)

EIS– Applications were significantly higher until the summer when they slowed down

CIS- Applications increased in all grades compared to last year

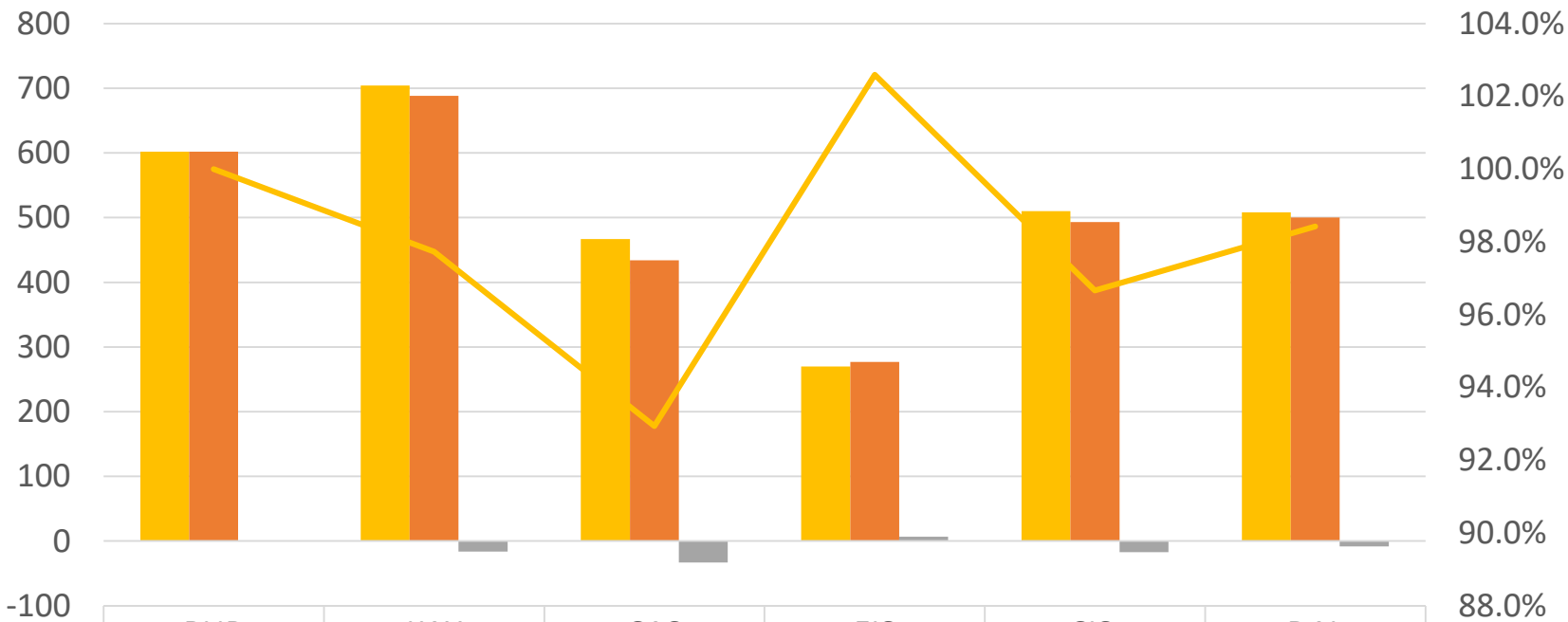
DAL- Overall applications decreased, specifically from non-Camino 8<sup>th</sup> graders

# School Site | Enrollment in PS before day #1 – 2 yr comparison



	Budget	Enrollment in PS before day #1- 23	Enrollment in PS before day #1- 22	% Difference
BUR	602	612	607	1%
KAY	704	724	717	1%
CAS	467	453	479	-5%
EIS	270	286	285	0%
CIS	510	509	556	-8%
DAL	508	524	484	8%
	3061	3108	3128	-1%

# School Site | Current Enrollment 9/29



	BUR	KAY	CAS	EIS	CIS	DAL
Budget	602	704	467	270	510	508
Current Enrollment	602	688	434	277	493	500
Open Seats	0	-16	-33	7	-17	-8
% Enrolled	100.0%	97.7%	92.9%	102.6%	96.7%	98.4%

## Notes

BUR- Steady enrollment, increased in attrition from moving, strong interest (120WL)

KAY- Strong interest, high student mobility

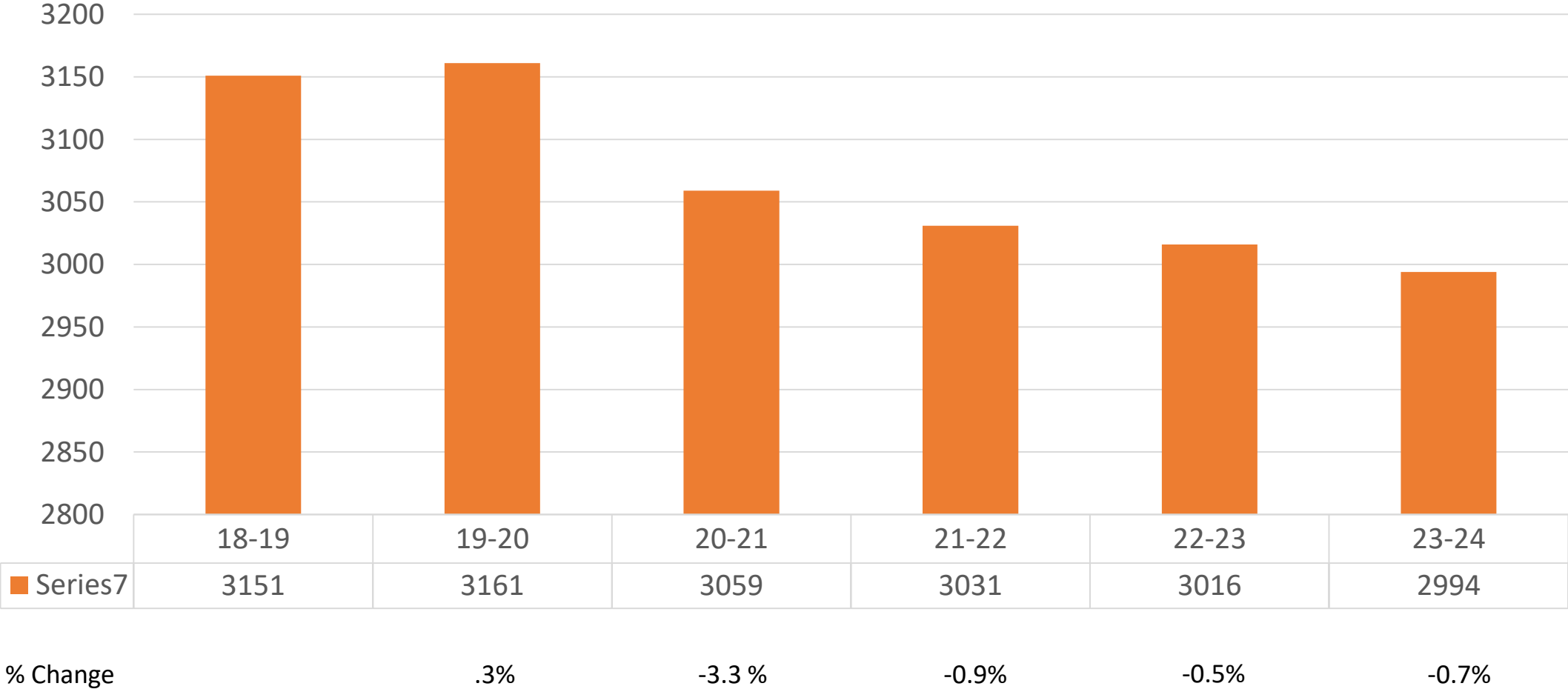
CAS- Market decline is impacting enrollment, and increase in attrition

EIS- Steady enrollment, strong interest, and positive results from CAS.EIS retention efforts

CIS- Increase in interest, unstable declining market but positive feedback from parents responding to recruitment efforts

DAL- Strong interest from Camino 8<sup>th</sup> graders but increase in student mobility at HS level

# CNCA Network | Enrollment on September 29– Multi year history

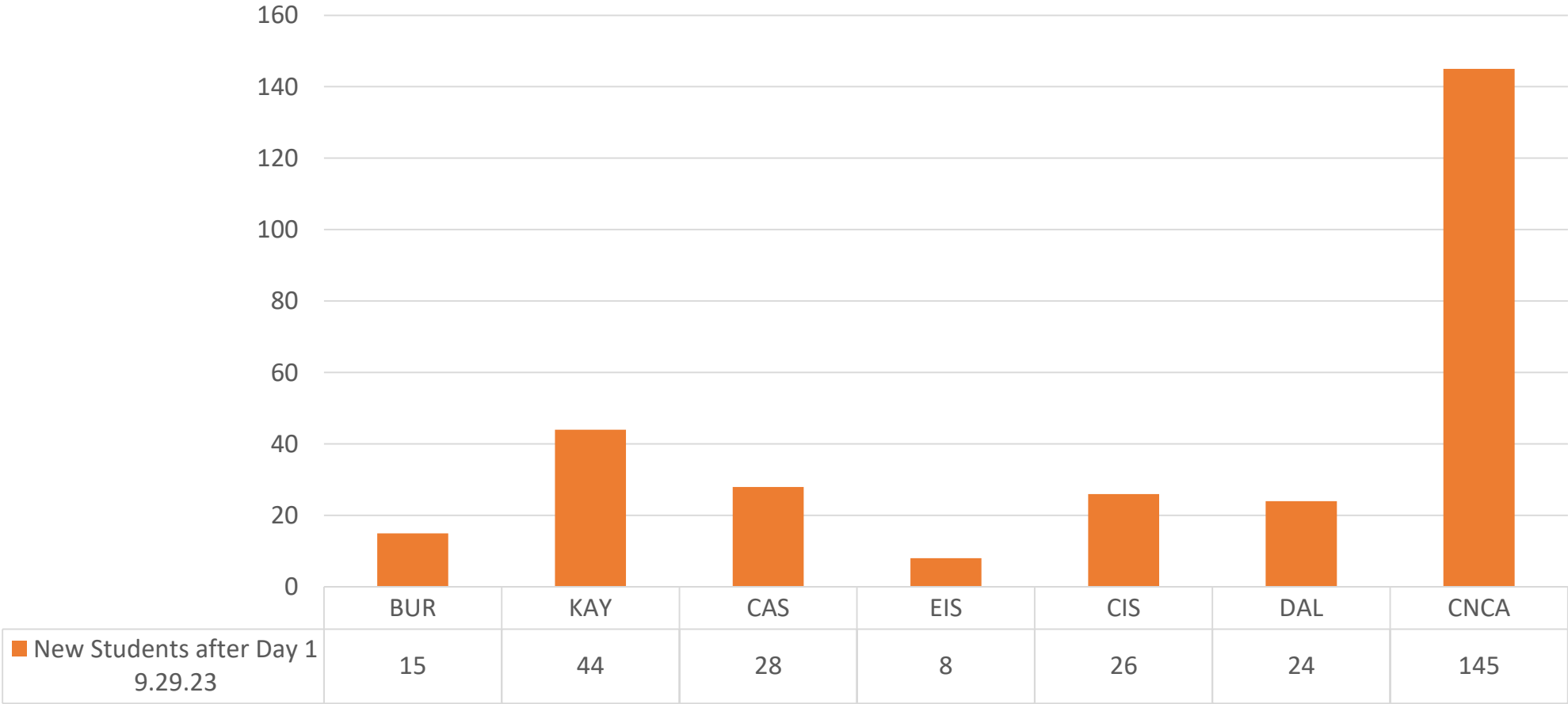


# School Site | Attrition: Estimates, Day # 1 actual and Total- 2yr Comp



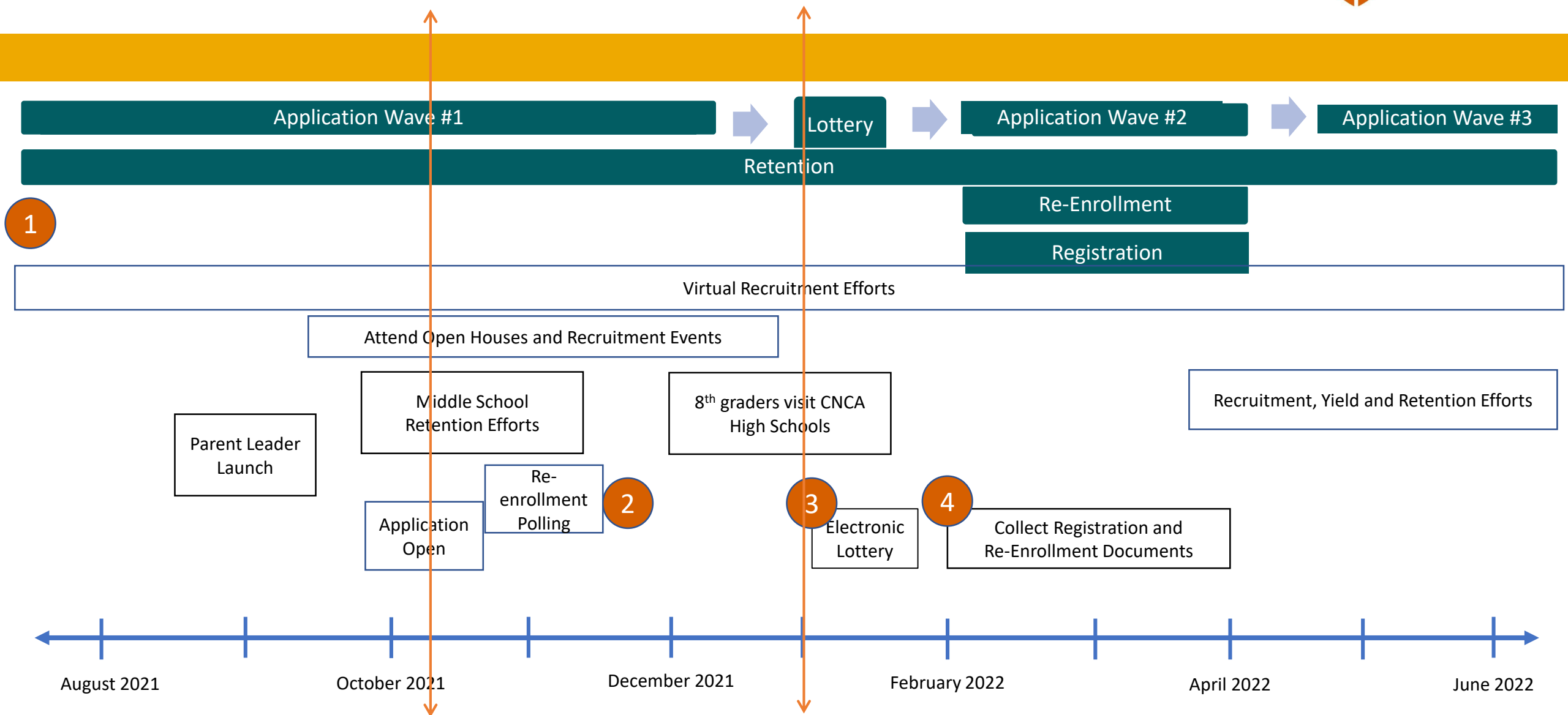
	Est Attrition	Only Day #1 Exits 23/24	Only Day #1 Exits 22/23	Difference in Students	All Exits 9.28.23	All Exits 9.29.22	Difference in Students
<b>BUR</b>	12	19	10	9	23	12	11
<b>KAY</b>	41	60	60	0	79	80	-1
<b>CAS</b>	28	28	11	17	43	37	6
<b>EIS</b>	21	10	23	-13	13	26	-13
<b>CIS</b>	27	25	29	-4	44	39	5
<b>DAL</b>	31	43	40	3	60	56	4
	160	185	173	12	262	250	12

# School-Site and CNCA | Newly Enrolled Students since Day 1





# Enrollment Timeline and Phases: Application Launches Oct. 10



# Current Tactics



## Removing Barriers and Creating Access Points

- Application confirmation mailer
- Enrollment Office Hours weekly
- Dedicated HSO Enrollment phone and text
- Online lead generation
- Regular grassroots community canvassing – door hangers and tear off flyers in the community

## TK and Kinder Pipeline

- Preschool Outreach – deepening current relationships and expanding connections
- TK and Kinder Workshops
- Preschool Presentations

## Middle School Retention

- Student Panel event to differentiate the middle school from elementary
- 3 Part Middle School Parent Workshop Series to launch in December
- Open House or “Experience the Grades” in January

## Community Partnerships

- Parent Community Leaders
- Charter School Collaborative
- Feeder Schools, community and youth centers, businesses, and neighborhood councils

## Event Opportunities

- Virtual Info. Sessions, TK-12 (8)
- Campus Tours
- HS Open House (3)
- TK and Kinder Workshops
- Community Event Tabling in Nov/Dec
- Enrollment Fair in Jan

## High School Matriculation

- 8<sup>th</sup> grade advisory lesson on Dalzell
- Meeting with 8<sup>th</sup> grade faculty
- Dalzell Leadership at Cafecitos
- Field trip to Dalzell - Student Leadership presentations
- Individual messages to Camino 8<sup>th</sup> graders
- Non-Camino community outreach– high school fair presentation

Questions



**Camino  
Nuevo  
Charter  
Academy**