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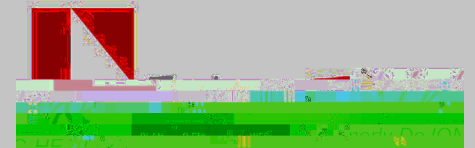
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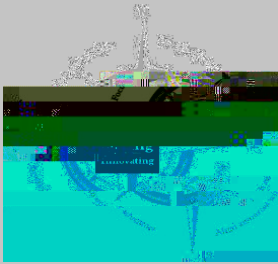
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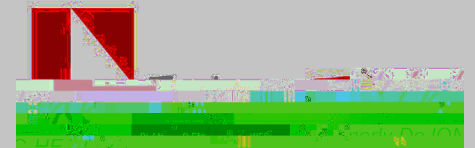




Longstanding Client Relationships

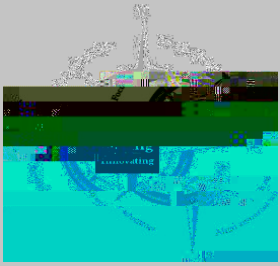
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- D2**2\$I 1CB#SUV\$I)1'M24&'M6B. 4&'J%F66*1+'WX+'9: : Q
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- Y) - 'X*C\$. &UO*\$2. '@6%\$*'J%F66*1+', (+'9: : N
P\$%%B#\$%&#'\$4)' - 24F2. 'GRT
- ABC*2. 'M24&'J%F66*1+', (+'9: G<'
P\$%%B#\$%&#'\$4)' - 24F*')11'4F\$. 'GR'U GRT

25+ repeat clients as well



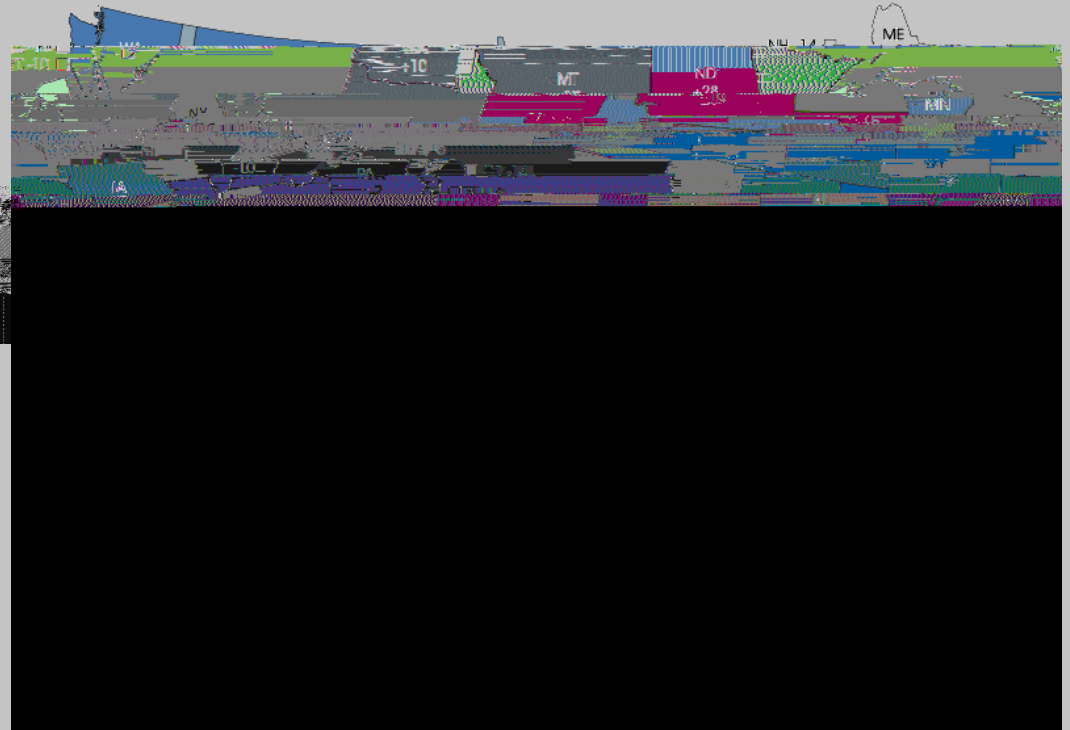


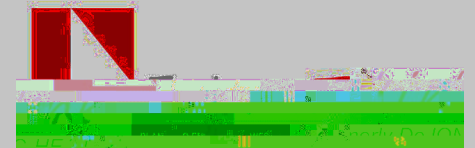
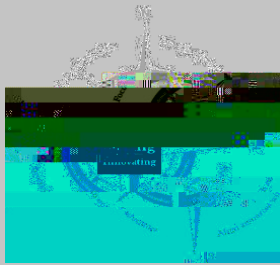


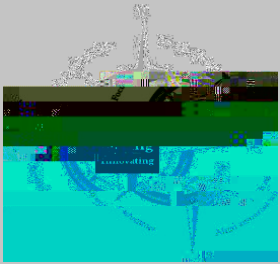


National and State Trends

- In US, enrollment projected to increase by 3%
- Increases in Southeast & West
- Northeast & eastern Midwest experience most decline
- MA decrease of 4%

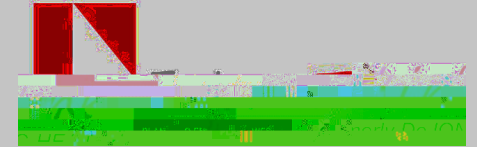


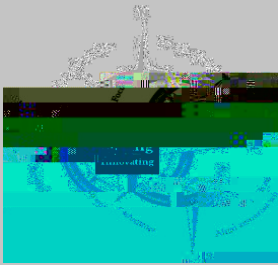




Comparison to October 2016 Projections

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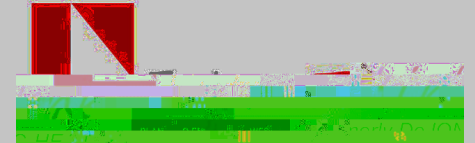


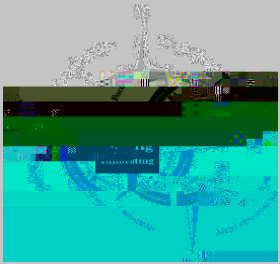


Historical Enrollment – down 1% over last 10 years

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Historical Enrollment

K-5 – down 282 students

6-8 – up 27 students

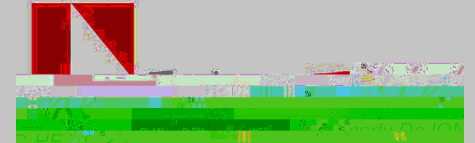
9-12 – up 204 students

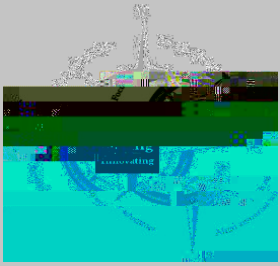
Peak elementary enrollment was in 2008-09 at 2,480 (almost 400-student difference)

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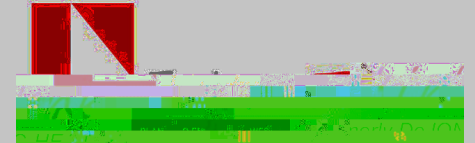
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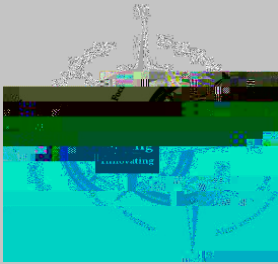




Private/Parochial Enrollment – down 36 students

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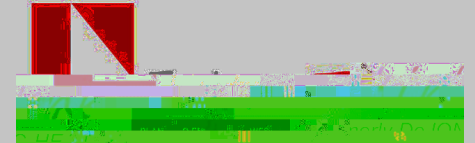


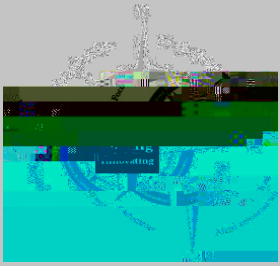


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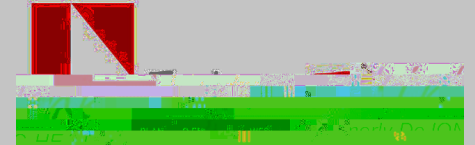
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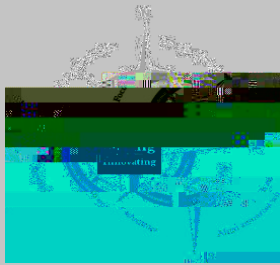




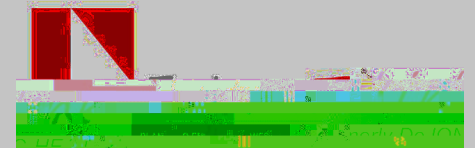
Birth Counts – indicator of future K, 2018 all-time low

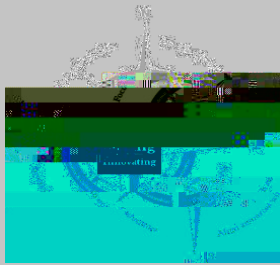
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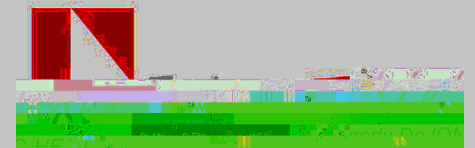


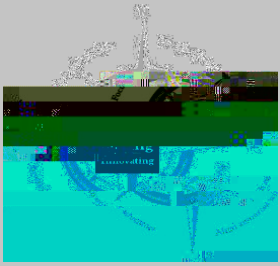
General Demographics





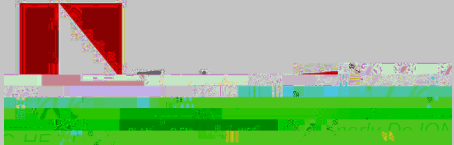
General Demographics





General Demographics

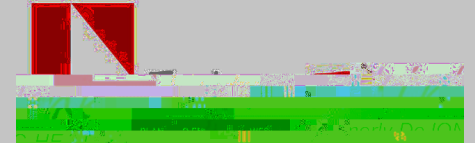
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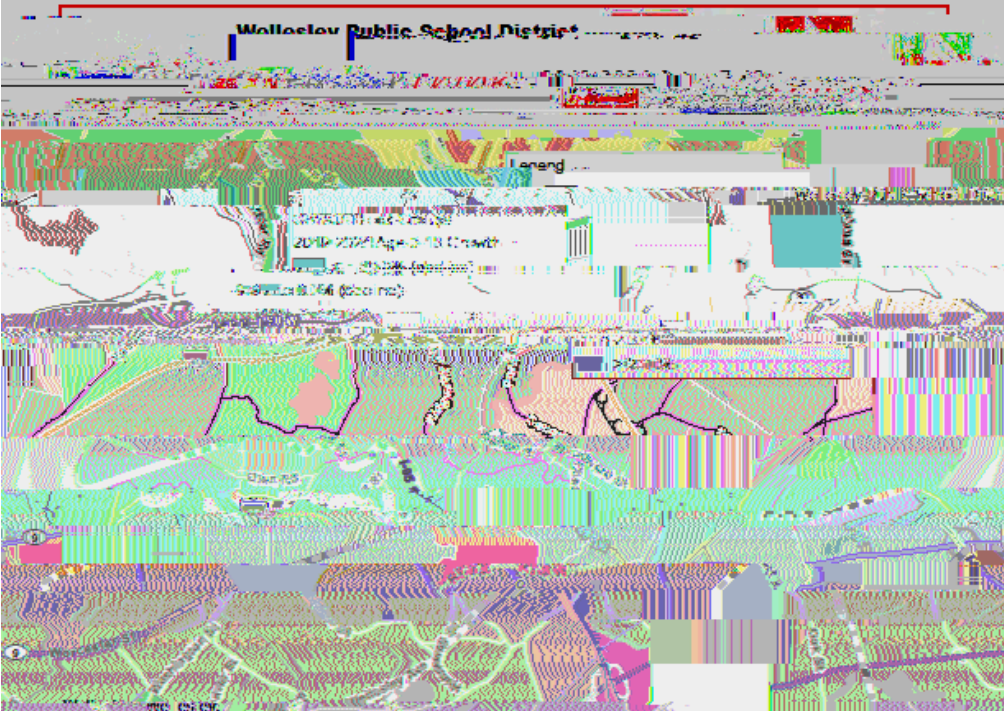


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Overall population is projected to increase over the next 5 years by 2%.

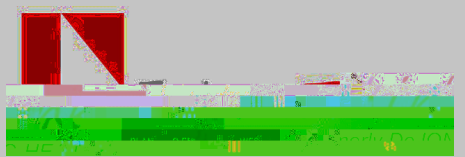
Areas in red are projected to decline.

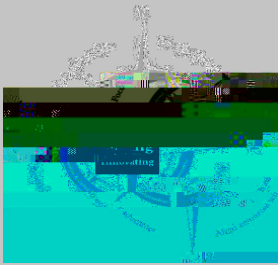




School age population is projected to decrease over the next 5 years by 2%.

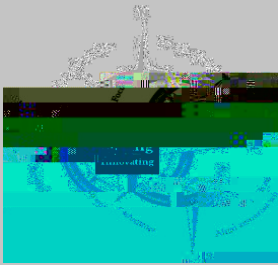
Areas in yellow are projected to increase over that same time period.



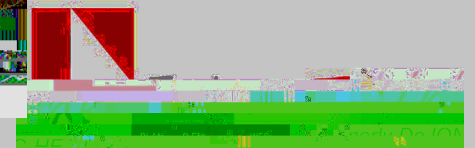
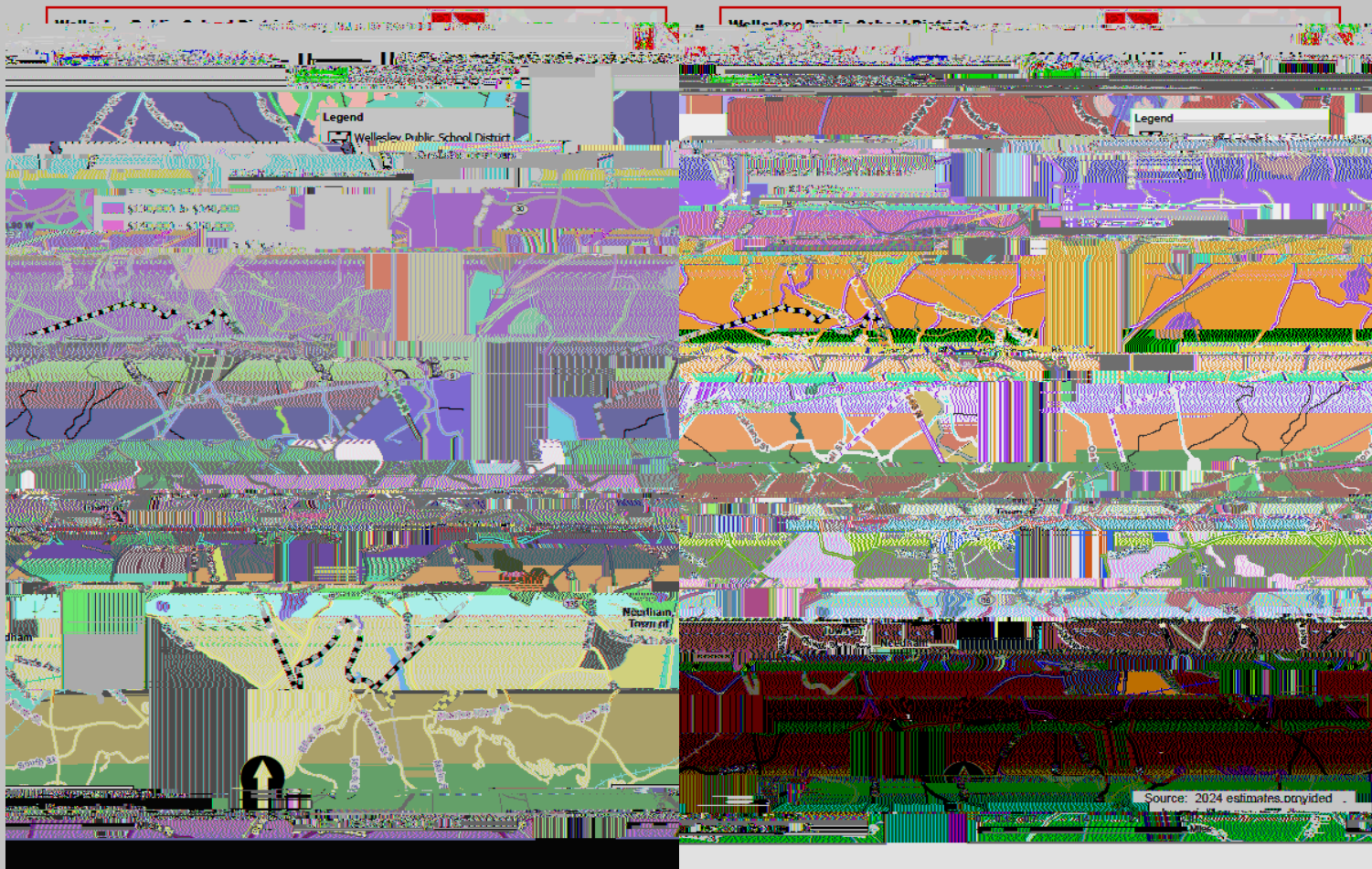


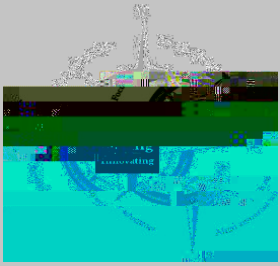
The median age is projected to increase from 38.6 to 39.3 (or 2%).





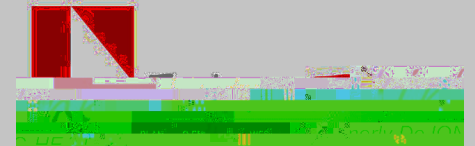
The median income is projected to stay the same although all areas of the map will exceed \$150,000.

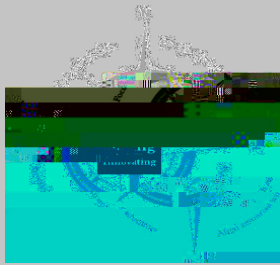




Demolition vs. Building Permits – fairly even (619 vs. 624)

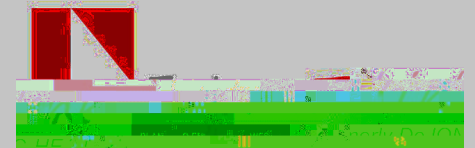
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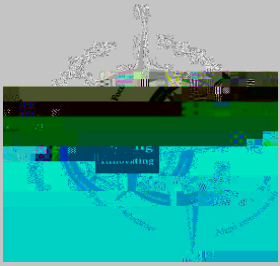




New Housing Development, Non-40B

- Wellesley Office Park -

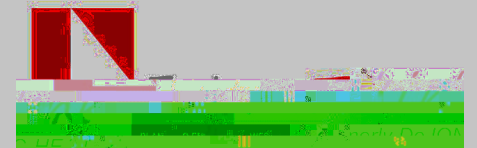


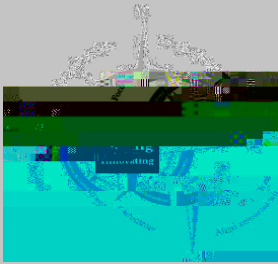


New Housing Development, 40B Projects

144 potential units

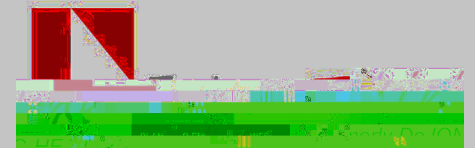
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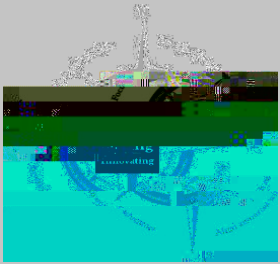




New Housing Development & Student Yield

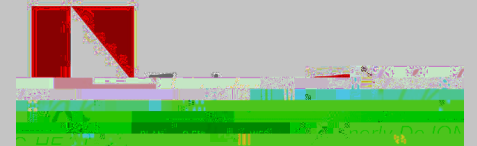
- Multi-family national average is .21 for grades K-12
- For “large” multi-family (20+ units), the average is .167
- In other words, for every 100 units, the expected student yield is between 17 and 21 students.
- With 738 units, the projected number of students would be between 123 and 155 students.

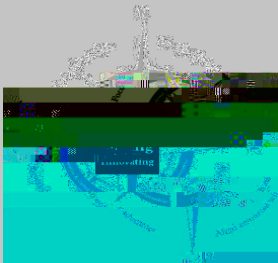




Wellesley Housing Developments – average yield .22

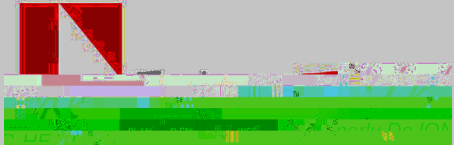
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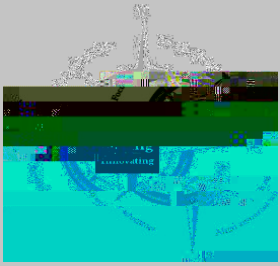




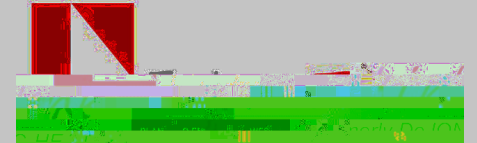
Comparable Districts – average yield .19

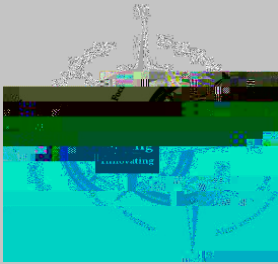
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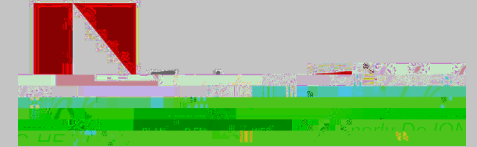
Survival Ratios – Ratios for grades K-3 exceed 100% on average; the others range between 97.5 & 99.8%.

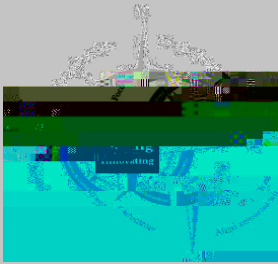




Moderate Projections – decrease of 569 students

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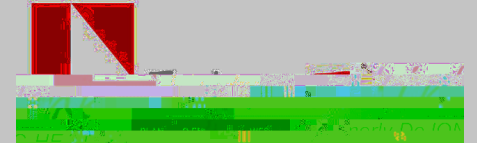


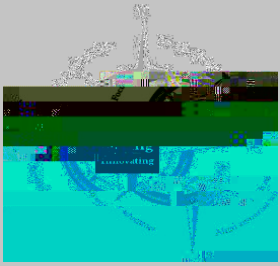
Moderate Projections by grade group

- 183 in Elementary School
- 225 in Middle School
- 131 in High School

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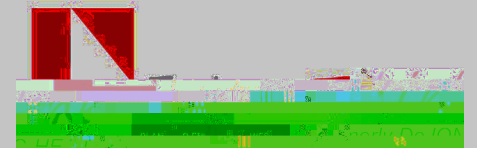
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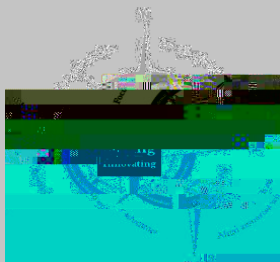


Low Projections - decrease of 930 students

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Low Projections by grade group

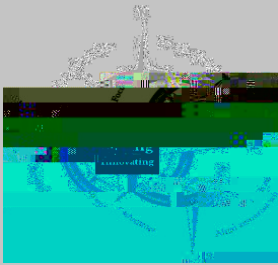
- 351 Elementary Schools
- 324 Middle School
- 255 High School

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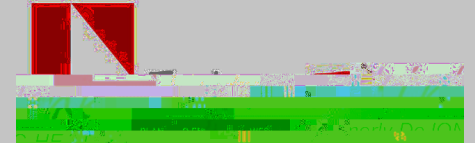


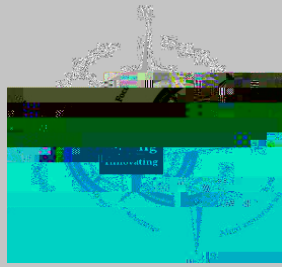
High Projections - decrease of 296 students

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