

STATEMENT OF PROPOSED OPERATIONS AND DESIGN CONCEPT

1260 PERISIAN DRIVE, SUITE A1, SUNNYVALE, CA 94089

Zoning Administrator
One-Stop Permit Center at City Hall,
456 W. Olive Ave., Sunnyvale, CA 94086

Dear Sir/Madam:

Kumon North America, Inc. is a part of the North American group of the Kumon Educational Institute. Our Company provides services in more than 40 countries and reaches more than 3 million children worldwide. We provide professional educational services on an individualized basis to children. Parents generally bring their children for placement testing and the dispensing of educational materials several times a week. Since parents bring their children at various times, there would generally be no more than 15-20 people, including staff, in the Center at any one time.

DESCRIPTION OF ACTIVITIES

Kumon is essentially a home study program where students come to the Center only twice a week for 20-30 minutes each session. The Center is open for students 4 times a week for approximately 3 to 4 hours during after-school hours. The remaining time will be used for general office purposes. Students come to the center twice a week to drop off the weeks' work and pick up work for the following week.

HOURS AND DAYS OF OPERATION

Kumon Math and Reading Center of Sunnyvale Seven Seas will have the following operating hours:

Student Hours:	Monday	3:00 PM to 7:00 PM
	Wednesday	3:00 PM to 7:00 PM
	Thursday	3:00 PM to 7:00 PM
	Saturday	10:00 AM to 12:00 PM

There will be 5 staff members during student hours to cater to students and there are usually no more than 15 students at a given time.

The office hours for our staff are Monday thru Friday 10:00 AM through 6:30 PM and Saturday 9:00 AM to 1:00 PM. Except for the student hours shown above, all other hours are for administrative use by our staff.

DESCRIPTION OF PROPOSAL

With this proposed opening of Kumon Center of Sunnyvale-Seven Seas, we will be able to provide the quality service of a very well-known after-school Math and Reading program available to parents in this neighborhood. I strongly believe in Kumon and its methods. Therefore, I seek and strive to spread the goodness of this method to each and every child in my community.

Sincerely,

Madan Bellam
Prasanna Rangaraju

December 8, 2020

City of Sunnyvale
Community Development Department
456 W. Olive Avenue
Sunnyvale, CA 94086
Attn: Betty Avila, Assistant Planner

Ms. Avila,

I am Corporate Attorney for Kumon North America, Inc., the international franchisor for Kumon Math and Reading Centers. I am writing because one of our potential franchisees, Prasana Rangaraju, is exploring space to lease located at 1260 Persian Drive, Suite A1, Sunnyvale, CA 94089 for the purposes of running an independently owned Kumon Math and Reading Center franchise. We were recently contacted by Ms. Rangaraju to assist the City with making the determination that a Kumon Math and Reading Center franchise is a retail business. In our experience, a Kumon Math and Reading Center should be classified as such for the reasons stated below.

There are over 1,800 Kumon Centers throughout the United States and Canada. The owners of these centers are franchisees, similar to the way individuals own a McDonald's or Burger King restaurant. It is Kumon's position that Kumon Math & Reading Centers are commercially franchised enterprises that provide a service to children and their families.

Kumon Centers provide a service that supplements, not replaces, children's schooling and the setting is not a traditional classroom setting and, in fact, there is no "teacher". Centers operate in a much different fashion from traditional educational and tutoring Centers in that there is no formal teaching or tutoring occurring. At any given time, there might be a number of students in the main room of the Center, where there is only one Franchisee observing all students who are working at their own pace, on their own worksheets across two different subjects at a variety of levels ranging from letter tracing to advanced calculus. Kumon does not offer one-on-one tutoring or test preparation, in fact Kumon specifically distinguishes the company from that of a school or a tutoring service because there is no teaching or tutoring occurring, rather the function of a Kumon Math and Reading Center is for students to become self-learners. The business conducted at the site is more typical of an office function with a retail-type component in which a service is provided to our clients for a fee. Kumon Centers provide a product – that is, our copyrighted worksheets – which the clients work on for about 20 to 30 minutes at the Center. Kumon clients take the remaining worksheets to complete on their own time at home. The majority of the time that a Kumon Center is in operation is for general business purposes. In other words, franchisees or Kumon staff are preparing for consultations with their clients and lining up worksheets for distribution, general office management and fielding inquiries from the community, running events, or attending workshops. Franchisees work within municipal and Landlord guidelines to ensure that the hours of operations, capacity requirements, etc. are within the thresholds for their respective Centers, which vary across the country.

In light of the foregoing, Kumon believes that any classification that is issued for this location should be similar to other office or retail uses. If you have any questions or would like any further information about Kumon Math and Reading Centers, please contact me via email at koconnell@kumon.com.

Thank you for your cooperation in this matter.

Regards,

/s/ Kathryn O'Connell, Esq.