

**From:** Kimbal Musk <[REDACTED]>

**To:** Kimbal Musk <[REDACTED]>

**Cc:** [REDACTED]

**Bcc:** jeevacation@gmail.com

**Subject:** Big week for The Kitchen [Community]

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**Attachments:** 20121019\_170639\_resized.jpg; 20121019\_172347\_resized\_1.jpg; IMG\_1200.jpg; IMG\_1210.jpg; photo\_(99).JPG; photo\_(100).JPG

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To Friends of The Kitchen [Community]:

Last week was a big milestone for TKC. We installed 5 Learning Gardens in one week (2 in LA, 3 in Colorado). These were full builds with amazing engagement by each school's community. Our final build this week took place with only one of our team members. All the work was done by the community with minor direction from our team member. A reminder that typical install rates of best-of-class non-profits in this category are 2 per year. At this run rate, we would hit 250 per year.

Scale is critical to have an impact. There are 100,000 elementary and middle schools in America. At a rate of 5 Learning Gardens per week, even if we did this every week, we still only reach 250 schools/year. True scale is when we're reaching 10,000 schools per year. But 250 is a good start. :)

Key to scale is community engagement and community ownership. Our goal eventually is to simply provide the equipment and online tools for garden management and curriculum. Once we get there, we can truly scale. Our costs will go down and Learning Garden success will go up. And of course, while we can help with the initial install, long term success will be defined by the efforts of the local community. One step at a time though, and the first step is underway nicely.

Attached are some photos and a video from the week. Thanks again for all your support.

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Kimbal