

# Creating

# Space for

# Charters



**Building Hope**

# Great Schools

Deserve

# Great Facilities



“It was heaven working with Building Hope. They were there for us at every step of the way.”

- Kelly Davenport, CEO & Co-Founder, Freire Schools, Philadelphia



# About Building Hope

## Creating Space for Charters

We build the capacities of charter schools nationwide by providing unparalleled facilities, financial, and operational services, so that schools can devote their attention and resources to educating students.



### Mamie D. Lee Project

In DC, this project comprises two schools and a community health clinic.

### FIND, FINANCE, CREATE, AND SUSTAIN

As a nonprofit, Building Hope’s focus and resources are devoted to creating customized solutions for each school’s individual needs.

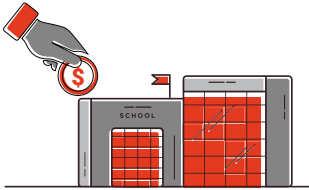
“Building Hope really is a one-stop shop. They will help you with land acquisition, the building, the financing, and they have the expertise to do it all.”

- Jason Bransford

Founder, Gem Innovation Schools, Idaho

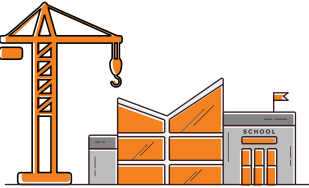
### Finance

We provide lower-cost and sustainable solutions for charter schools to secure facility loans or leases.



### Real Estate

We support charter schools’ visions by developing new facilities from the ground up.



### Services

We administer back-office functions, so educators can focus on what they do best.



# Why work with Building Hope?

## COMPREHENSIVE SUPPORT

We're full-service. Building Hope supports the life cycle of a school, from development assistance and technical support for a new school, to financing for an existing facility, to help with back-office services.



## EXPERIENCED TEAM

For more than 15 years, Building Hope's team has been providing expertise in all aspects of finance, real estate, and what makes charter schools work.



## TRUSTED PARTNER

We're more than a vendor. Building Hope is a dedicated, mission-oriented partner. We share our clients' commitment to creating a great school and community, and we share our investors' pride in seeing that happen.



## DC Scholars

Building Hope guided a complete renovation of a 72,000 sq. ft. facility originally built in 1954. The renovation includes a 3,500 sq. ft. addition for the main lobby.

DC Scholars shares the building with city programs supporting workforce development and providing food assistance.

# School Finance

## Saving Money For Charters

Our below-market loan and lease rates have saved schools more than \$18.6 million in interest payments.

**If your facility needs financing, we'll get it for you at the lowest cost.**

Working with impact-minded lenders and investors, we can help your school purchase land for a new facility, renovate an existing facility, or secure and/or guarantee a lease or loan on a facility. Since 2003, we have provided charter schools across the country with more than \$295 million in loans and credit enhancements.

### FINANCING WE OFFER

Building Hope's status as a nonprofit organization, along with the trust we have built with lenders, enables us to provide loans and credit enhancements at below-market rates. We work with both existing and new schools. Our goal is to provide the highest quality at the lowest cost.

“It was great working with Building Hope. I don't think we could have had a better solution.”

Mary Shaffner, Executive Director,  
DC International School

### Direct Lending

Building Hope provides both senior and subordinated loans for a period of up to 25 years. Typically, we obtain a security interest in the property being financed or seek another type of collateral to secure the loan. Many of our transactions involve multiple lenders where Building Hope provides the last dollars needed to complete the project. Loans can be used to bridge longer-term financing options, grant funds, or New Markets Tax Credit equity.

### Credit Enhancement

Building Hope provides guarantees for facilities loans and leases to public charter schools nationwide. General terms include a guaranty period of three to five years and an annual reduction in the guaranty. Credit enhancements are supported in part by a grant from the U.S. Department of Education Charter School Program. Preference is given to schools that have been operating for less than three years and/or where at least 50% of students qualify for free or reduced-price lunch.



**We Fund Choice**



Building Hope has invested more than

**\$295 Million**

in Direct Loans, Credit Enhancements and Real Estate Development for Charter Schools



## We Make Space

Typically, charter schools need 50 to 100 square feet of space per student. Building Hope has created

**9.3 Million Square Feet**  
of Space for Charter Schools

# School Real Estate

## Creating Communities

We have created more than 9.3 million square feet of space for charter schools, serving 135,000 students.

### We collaborate from the ground up.

If your charter school needs a long-term home, Building Hope Real Estate can do everything you need. We deliver fully developed, state-of-the-art turnkey facilities conducive to learning and tailored to serve your school's mission. We can manage all phases of the project, working with you every step of the way to open the building on time.

### THE RIGHT BUILDING FOR YOUR SCHOOL

#### Turnkey Facility Development

Building Hope provides charter schools with custom-built facility solutions for both new construction and renovations. We manage all phases of the development process, including but not limited to:

- Strategic visioning
- Site identification and procurement
- Project financing
- Design, pre-development, and construction management

Upon completion of a building, Building Hope will lease the facility to the school for significantly less than the going commercial rate. Each lease contains a purchase option, and Building Hope works with our school clients to identify optimal financing — such as tax-exempt bonds and New Markets Tax Credits — so schools can purchase their facilities.

#### Project Management

Our team can work with schools at any point in the process. Schools have hired Building Hope during initial planning when they are not sure where to begin, after purchasing a site, and at the completion of the design phase.

We have also worked strictly as intermediaries, managing communication between the school and the builder so that administrators can stay focused on educating students instead of attempting a crash course in the construction industry.

# School Services

## Making a Hard Job Easier

You help your students hit the books. We'll handle the bookkeeping.

### No one starts a school because they're passionate about accounting.

Everyday administrative tasks and details are as necessary to operating a charter school as they are for any business with a multimillion-dollar budget. But charter schools need to focus their time, resources, and especially staff on educating students. Building Hope Services invites you to let us manage these back-office services on your school's behalf, so you can concentrate on running a school.

### SOME OF THE TASKS WE CAN TAKE ON

#### Accounting

We can process invoices, file financial reports with your board and authorizer, and help develop budgets. Our online portal makes it easy for schools.

#### Human Resources

We can process payroll, maintain staff compensation and benefits packages, and handle other HR functions.

#### Policy and Compliance

We'll help develop and enforce policies and procedures that comply with state and federal requirements.

#### National School Lunch Program

We can provide assistance with paperwork, RFPs, and verifications for free and reduced-price meal service.

#### Third-Party Coordination

Building Hope Services will coordinate with third-party vendors on their services, such as technology, repairs, and legal.

#### Grant Management

Many charter schools are fortunate to receive grant money such as the federal Charter Schools Program (CSP) grant. Building Hope can assist with the grant process, managing reimbursement requests and helping ensure the school is in compliance.

#### School Start-up

Opening a new school is an enormous task. Building Hope provides assistance to the founding group to successfully open.

#### The Charter Support Unit

The Charter Support Unit (CSU) originated in Florida as a state initiative to provide free consultation on administrative and operational needs for start-up charter schools. The state engaged Building Hope to operate the CSU. In 2018, Building Hope received a Charter Schools Program grant from the US Department of Education to expand the Unit's services to New York, Washington DC, Texas, and rural schools across the country.

#### Financial Advising

In addition to direct financing of building projects, we can arrange and advise schools on complex bond financing, securing the lowest rates available in the capital markets.

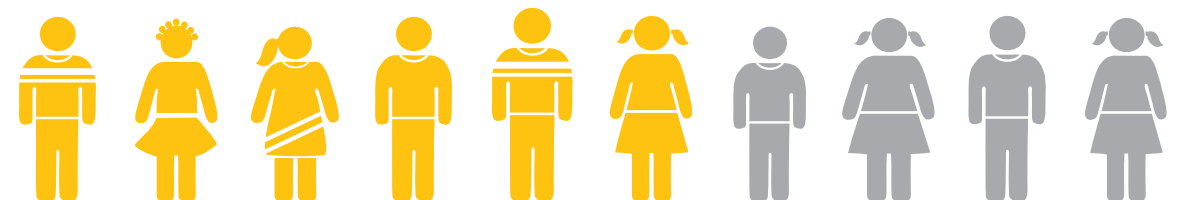
Since 2015, when Building Hope became licensed as a Registered Municipal Advisor, we have arranged more than \$1 billion in low-cost, tax-exempt financing for charter schools.



## We Are Here to Help

#### Student Impact

59% of students in the schools we serve qualify for Free or Reduced-Price Lunch



# Where We Work

## Nationwide Reach, Local Depth

Building Hope has done work across a range of states, communities, and circumstances. While the challenges tend to be similar, geographic context matters. Our approach depends on having boots on the ground: locally based experts who add value to a school's own team.

### WEST

A movement to expand families' options for public education is underway in the West, which is also home to some of the charter movement's most mature markets. Particularly through our work in Idaho and Nevada, Building Hope is at the leading edge of this expansion of public school options.

### SOUTHWEST

The Southwest is seeing some of the charter school movement's greatest growth, both in the biggest cities and in more remote localities. The work Building Hope does helps increase the school choices for families in a variety of communities.

### SOUTHEAST

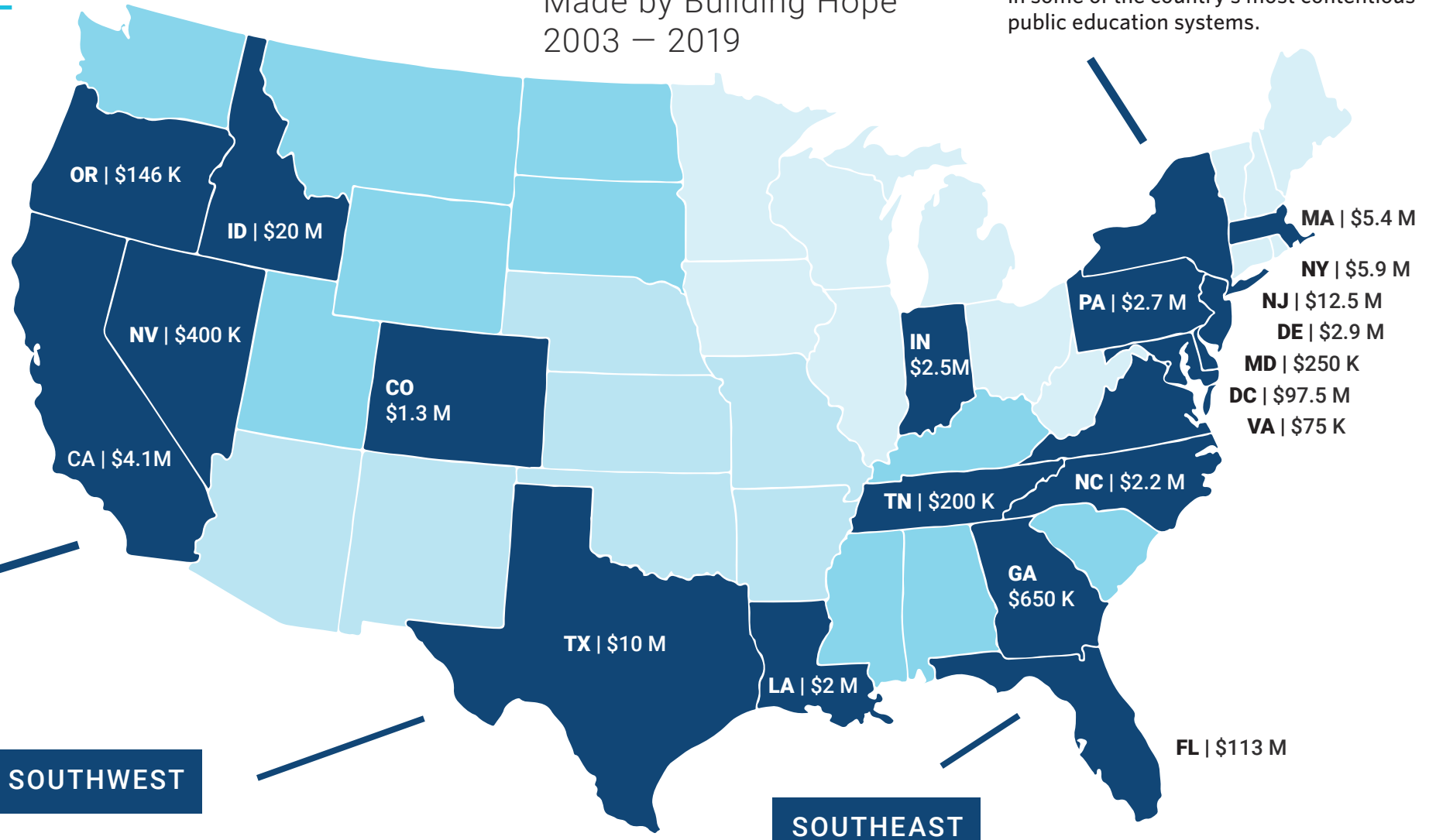
In Florida, Building Hope and our partners have helped transform the public education system into a national model for school reform. That work is an anchor that has extended our reputation in the southeastern US. Now, with federal and philanthropic funding, we operate a support and resource center for multiple states.

## Total Value of All Direct Loans, Credit Enhancements, and Real Estate Projects

Made by Building Hope  
2003 – 2019

### MID-ATLANTIC & NORTHEAST

Growing outward from our roots in Washington, DC, our support and advocacy for charter schools has demonstrated possibilities in some of the country's most contentious public education systems.





# Our Impact

## Our School Partners Are The Best Evidence Of Our Success

### TAILORED TO THE NEED

A full-service facility tailored to a charter school's specific needs can make all the difference in whether that school succeeds. With more than 270 construction and financing projects under our belts over the last two decades, Building Hope has the expertise, experience, flexibility, and partners that can give each school a space to grow and thrive.

#### We keep our eyes on the clock.

The first day of school is a built-in, immovable deadline for a new facility. Building Hope is conscious of that deadline from the moment we engage in a project. We do what is necessary, when it's necessary, to make sure school opens on time. That same value of time extends to our lending work, where speed matters, and to administrative services, where efficiency is part of our package.

#### Perseverance is our calling card.

When a school's success is on the line, Building Hope is absolutely persistent. Schools that have worked with us can attest — we will best rival bidders, cut through red tape, and find a way around any obstacle a project presents.

Learn more about Building Hope and our impact at [www.BuildingHope.org](http://www.BuildingHope.org)

Since 2003, Building Hope has created...

**135,000**  
Seats for Students

**9.3 Million**  
Square Feet of Charter  
School Facilities

in **21 States**  
across the US



### Alturas International Academy

Alturas found the building of its dreams, but procuring it seemed impossible ... until Building Hope stepped in.

**Location:** Idaho Falls, ID

**Grades:** K - 8

**Number of Students:** 566

**Square Feet Created:** 58,000

The new building allowed the school to more than double its enrollment.

### Innovation Montessori

Building Hope and Innovation Montessori worked against the clock and geographical challenges to create the school's home.

**Location:** Ocoee, Florida

**Grades:** K - 8

**Number of Students:** 800

**Square Feet Created:** 47,000

Building Hope completed the primary building in four months, groundbreaking to ribbon-cutting.



### DC International

The renovation of the school's unique facility required the kind of wide-ranging expertise only Building Hope could provide.

**Location:** Washington, DC

**Grades:** 6 - 12

**Number of Students:** 1,300

**Square Feet Created:** 175,000

Building Hope expanded the building by 45,000 square feet, and assisted in a mortgage refinance that cut DCI's interest rate in half.



# Our Team

## Mission-oriented Professionals

Building Hope's staff includes builders and bankers, accountants and advocates, and lenders and school leaders. Together, we have a track record of helping schools succeed.

Just as important, we are mission-oriented professionals who believe in the promises of school choice and charter schools, and who want to be a part of turning big ideas into reality.



### **We Make Great Deals for Charter Schools**

#### **TOTAL DOLLARS INVESTED**

\$295 Million

#### **TOTAL PROJECT COSTS SUPPORTED**

\$1.7 Billion

We have team members placed strategically throughout the country to help our partners with local needs. We welcome your questions and look forward to working with you.

### Learn More

[www.BuildingHope.org](http://www.BuildingHope.org)

### Get In Touch

(202) 457-1999

[info@BuildingHope.org](mailto:info@BuildingHope.org)

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**Building Hope**

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