

OUR MISSION

Eliminate barriers to
educational access, choice,
and equity for
under-resourced
communities nationwide



Charter Schools Development Corporation

www.CSDC.org

A Lens into Educational Facilities Planning
October 19, 2023

MASTERING THE BLUEPRINT

THOUGHT-STARTERS IN PLANNING EDUCATIONAL FACILITIES

It is imperative to have a vision

- Ensure facilities planning is an integral part of your school's strategic plan (start yesterday)

Get your financial house in order

- Maintain credible financial projections at all times

Find mission aligned A+ partners

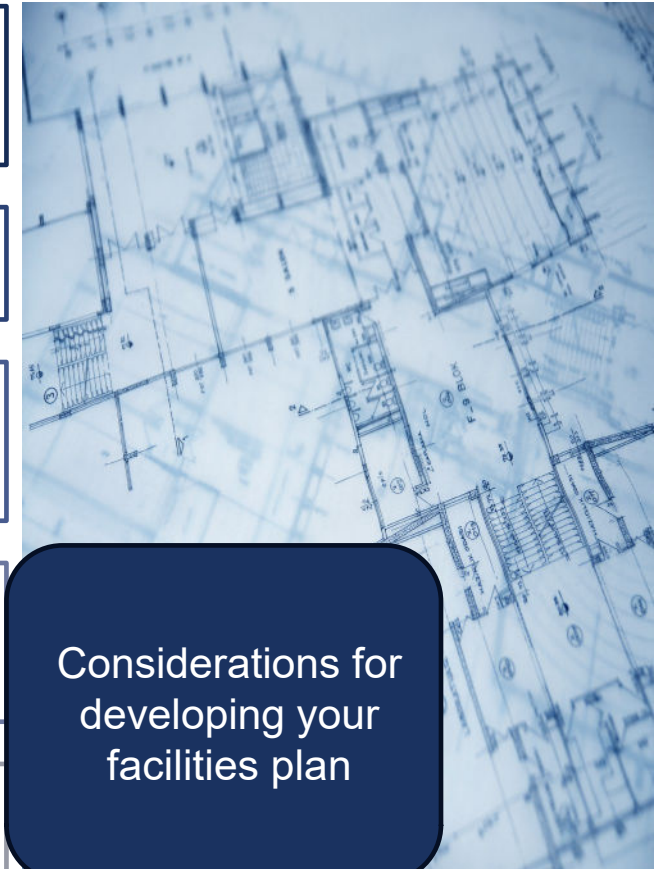
- Who know real estate development and financing as well as schools know phonics and fractions

Collaborate with the wider community

- Your school can anchor the community and foster a sense of belonging and support

Expect the unexpected

- And plan for it through budget contingencies and mitigation plans



Considerations for developing your facilities plan

EXPRESS YOUR BRAND IN A PHYSICAL SPACE

HOW TO MANIFEST YOUR CURRICULUM

Identify elements of your brand that need to be expressed

- School creed, colors, key school design components

Think outside the box

- Be open to non-traditional facilities (adaptive reuse of office, retail, residential or commercial space) and delivery methods (modular or phased construction)

Thoroughly analyze options

- Co-located/government provided space, Lease to Buy (Turnkey Development), Long Term Lease, Purchase



Innovate beyond the status quo to create the best learning space

FINANCING YOUR PROJECT ASSESSING WHAT IS NEEDED



What you need to qualify

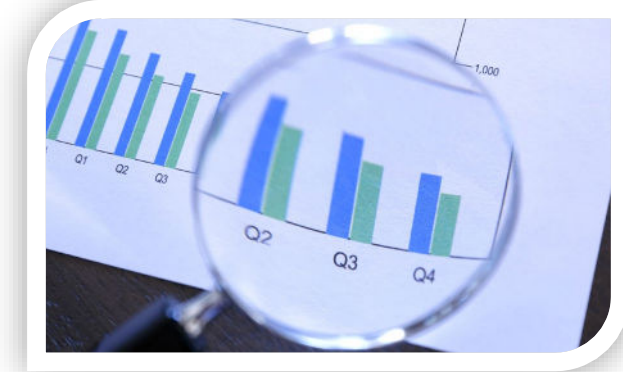
- Five-year projections
- Two years of audits

Be mindful of facilities expenses for financial sustainability!



What you need to consider*

- Stay between 15-20% of total facilities costs
- 45-60 days cash on hand
- 1.1x-1.2x Debt Ratio



Lender Options

- CDFI or other non-profit partner
- Local Bank/Fund
- Tax Exempt Bond Financing
 - Commercial Banks
 - Capital Markets
- New Markets Tax Credits (NMTC)

**UNDERWRITING
YOUR SUCCESS
ANCHORS AROUND
THE STRENGTH OF
YOUR BRAND**

**Laser focused leader, delivery of mission
and academic promise, early wins**





Category	New School	Existing School (New School & Additional Information)
School Information	<ul style="list-style-type: none"> ✓ Signed CSDC application with NCES # (if available) ✓ School name and contact information ✓ Curriculum ✓ Enrollment & Family Engagement Plan 	<ul style="list-style-type: none"> ✓ Historic enrollment by grade ✓ Historic academic performance ✓ Historic student retention ✓ Historic staff retention
Leadership & Governance	<ul style="list-style-type: none"> ✓ Leadership/school founder bio/resume and succession plan ✓ School board matrix and bios ✓ Corporate formation documents 	<ul style="list-style-type: none"> ✓ 1Y board meeting minutes
Budget/Financials	<ul style="list-style-type: none"> ✓ Detailed school budget and 5Y financial/enrollment projections ✓ Financial contingency plan 	<ul style="list-style-type: none"> ✓ Up to 3Y of most recent audits ✓ Up to 3Y of most recent 990s ✓ Current FY internal financial statements
Charter Details	<ul style="list-style-type: none"> ✓ Authorizer <ul style="list-style-type: none"> ✓ School charter application ✓ Charter contract/approval letter ✓ Contact information 	<div style="border: 2px solid #003366; border-radius: 15px; padding: 10px; background-color: #003366; color: white; text-align: center;"> <p>Items to gather before applying for financing</p> </div>


SCHOOL LEADERS MUST FOCUS ON THEIR SCHOLARS THE RIGHT PARTNERS COMMITTED TO YOUR SUCCESS

CSDC has the experience and expertise to manage all aspects of your development and financing

What to Look For

	✓ Mission Aligned
	✓ Transparent Fees
	✓ Track Record
	✓ Team Dynamics

Types of Partners

	✓ Real Estate Broker
	✓ Legal
	✓ Facility <ul style="list-style-type: none"> ▪ Owner's Rep ▪ Architect ▪ Contractor ▪ Specialty Services

Project Lifecycle



COMMUNITY

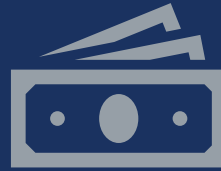
- ❑ Create flexible/multi-use spaces (libraries, auditoriums, sport facilities and meeting rooms)
- ❑ Foster interaction and collaboration
- ❑ Provide learning opportunities, resources, and services beyond the classroom
- ❑ Include local elected officials in your outreach for support!

School real estate development is increasingly focused on creating spaces that can be utilized by the wider community to promote community engagement, lifelong learning, and a sense of belonging.



Building MUST be Delivered by Day 1

ALWAYS have a Plan B including exploration of temporary space



Budget AT LEAST 10% Owner's Held Contingency

General Contractor to hold a 10-15% contingency



Always Assume a Worst-Case Scenario

Run scenarios with less enrollment
Create projections based on 5%, 15% and 20% fewer students

CONTINGENCY PLANNING
TIMELINE & COST

Identify, anticipate, and mitigate risk!

GETTING STARTED

WHAT TO DO NEXT



- ❑ Engage school leadership and board to engage in facilities vision as part of strategic planning
- ❑ Prepare and analyze financial projections
- ❑ Find that right-fit real estate partner
- ❑ Engage community organizations about your needs and plan

We are committed to your success. At CSDC, we are:

- ❑ A tenured team in real estate development and school operations
- ❑ Extremely knowledgeable about finance deal structures and real-estate in various markets

Want to learn more or need answers to specific questions:

- ❑ [Contact us](#)
- ❑ For more information about CSDC

