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Charter School Capital  
Presents:

SY20/21 DTF  
Payment Proposal:

**School Forum  
Presentation**

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September 10, 2020





## COMPANY OVERVIEW

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- We are a specialty finance company focused on financial, business and facilities support for charter schools
- In the past 13 years, we have:
  - Served more than **1,250,000** students and their families
  - Supported more than **700** charter schools
  - Invested **\$2B** in helping charter schools better serve their communities
- More than 45 employees headquartered in Portland, OR
- Stellar track record with schools and investors



# WHAT WE DO

## WORKING CAPITAL

Our receivable sales product is a reliable and flexible process that provides access to capital for operations, facilities, programmatic expenses, or other obligations.

## FACILITIES

Our facilities financing product is based on acquiring charter school real estate supporting development and/or making facility upgrades.

## ENERGY

Partnering with BioStar Renewables, we retrofit aging school energy systems with new, efficient systems; reducing utility expenses through upgraded electrical components (e.g. LED lights, HVAC systems, and electrical controls).

## ENROLLMENT MARKETING

Our team is providing enrollment marketing consulting and advertising services to boost enrollment.

## BUSINESS SERVICES

*EXCLUSIVELY FOR OUR CLIENTS*



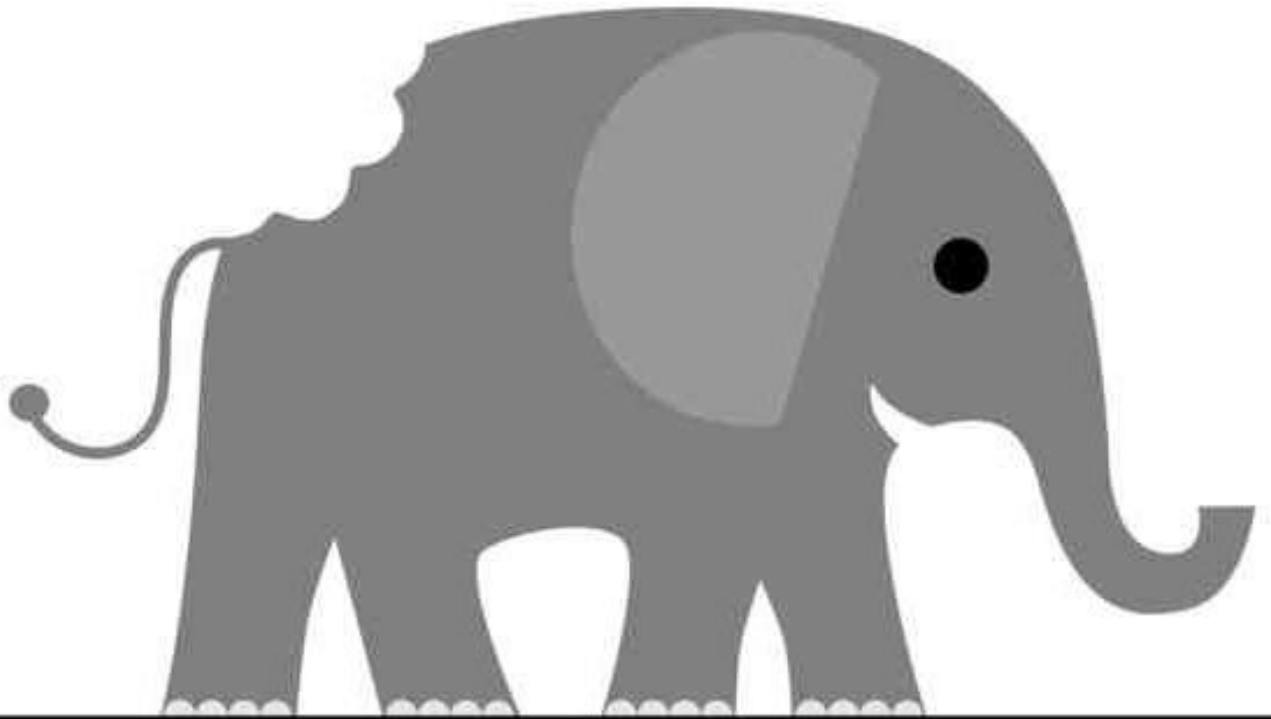
# SY20/21 DTF PAYMENT PROPOSAL

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HOW DO YOU EAT AN ELEPHANT?

ONE BITE  
AT A TIME.



# WHY SHOULD YOU PAY YOUR DUE TO...



## *It's good business!*

- Fiscally responsible
- FCMAT
- Yearly Audit
  - Prevent "going concerns"

## *It's free money (kinda)!*

*Like the \$20 bill you find in your pocket*

- Incoming funds have not been included in current budget—creates a surplus of unexpected money

## *Don't worry / Be helpful!*

*Parent/Teacher Speak: "Why don't you just write the paper now, rather than have it hanging over your head all weekend?"*

- Some schools need your help—this fight is bigger than ICS or each other—this is about the movement

# SY20/21 DTF PAYMENT PROPOSAL



## PROPOSED SOLUTION:

- Custom Funding Plans for SY20/21 delivered
  - Schools kept cash positive
  - Repay DTF in Sept
  - Solve for 2021 deferrals
- Repay DTF as of 9.2.20 by set date in Sept
  - School DTF ONLY
- Schedule funding (if necessary) for Sept 25
- All funds deposited into CSC paying agent account
  - Serve as an escrow account. Once all funds are deposited then CSC will release funding to appropriate schools.
    - Email in advance from each school

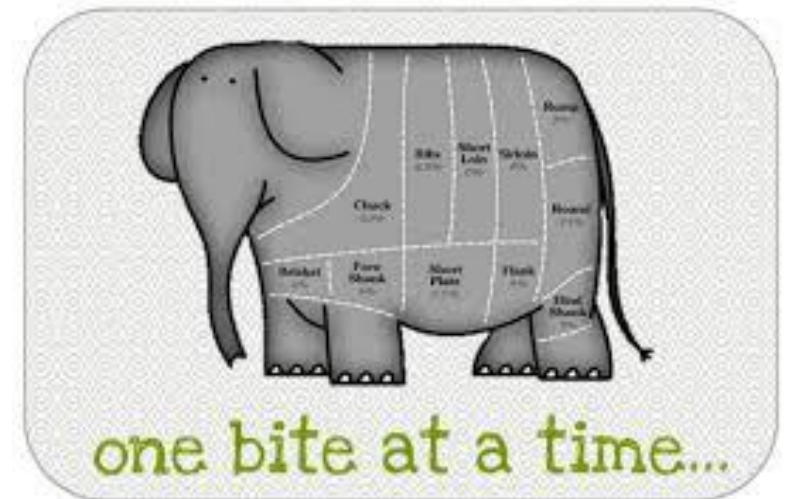


# SY20/21 DTF PAYMENT PROPOSAL



## PROPOSED SOLUTION LOGISTICS:

- 1st wave: repay 9.2.20 DTF between schools
- True-up SY20/21 Budgets post fundings
- reconcile DTF spreadsheet
- 2nd wave: repay next round of reconciled DTF between schools (hopefully final)
- Repeat as needed



# DTF BY SCHOOL (DATED 9.2.20)

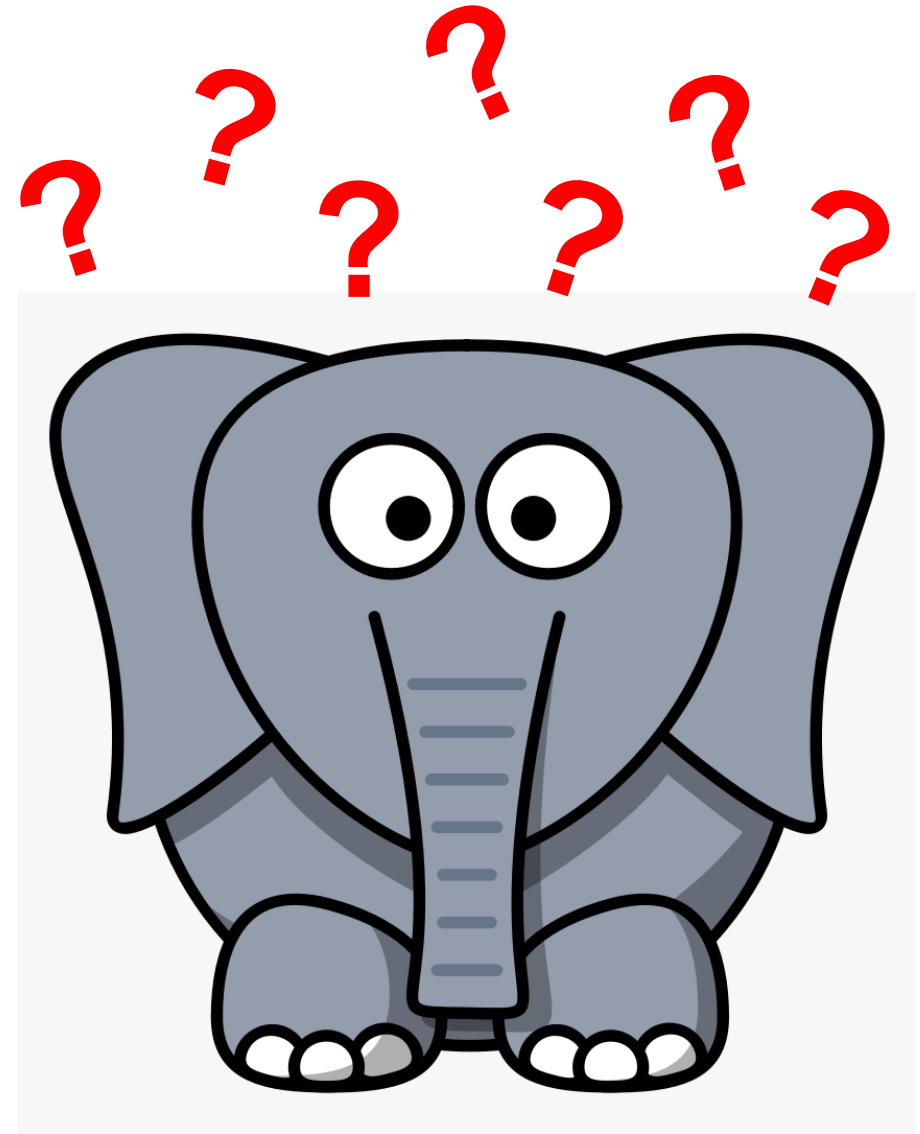


SCHOOL	BLUE RIDGE TOTAL	CABRILLO TOTAL	CLARKSVILLE TOTAL	COTTONWOOD TOTAL	FEATHER RIVER TOTAL	GRANITE MOUNTAIN TOTAL	HEARTLAND TOTAL	LAKE VIEW TOTAL	MISSION VISTA TOTAL	MONARCH RIVER TOTAL	PACIFIC COAST TOTAL	TRIUMPH TOTAL	WINSHIP TOTAL	YOSEMITE TOTAL	TOTAL DTF:
Blue Ridge	\$ -	\$ 771,903	\$ 97,552	\$ 496,760	\$ (29,895)	\$ 2,411,250	\$ 294,548	\$ (364)	\$ (62,813)	\$ 510,501	\$ 453,684	\$ (95,922)	\$ (11,975)	\$ (136,770)	\$ 4,698,459
Cabrillo Point	\$ (771,903)	\$ -	\$ (9,528)	\$ 13,342	\$ 45,429	\$ (181,443)	\$ (488,922)	\$ (23,878)	\$ 1,224,809	\$ (12,717)	\$ (95,529)	\$ (114,320)	\$ 37,825	\$ (327,176)	\$ (704,012)
Clarksville	\$ (97,552)	\$ 9,528	\$ -	\$ (31,703)	\$ (786)	\$ (4,671)	\$ 32,619	\$ (15,763)	\$ (37,588)	\$ (94,608)	\$ 37,651	\$ (4,181)	\$ (13,802)	\$ (238,138)	\$ (458,996)
Cottonwood	\$ (496,760)	\$ (13,342)	\$ 31,703	\$ -	\$ 246,861	\$ (26,496)	\$ 42,911	\$ (123,420)	\$ 21,459	\$ (191,475)	\$ 73,564	\$ 2,666	\$ 30,629	\$ (427,234)	\$ (828,934)
Feather River	\$ 29,895	\$ (45,429)	\$ 786	\$ (246,861)	\$ -	\$ (140,091)	\$ (4,463)	\$ (333,029)	\$ (143,057)	\$ (61,756)	\$ (132,265)	\$ 2,712	\$ (44,580)	\$ (140,525)	\$ (1,258,663)
Granite Mountain	\$ (2,411,250)	\$ 181,443	\$ 4,671	\$ 26,496	\$ 140,091	\$ -	\$ 266,045	\$ (15,219)	\$ (90,914)	\$ (2,116)	\$ (719,151)	\$ (19,737)	\$ (4,443)	\$ (196,872)	\$ (2,840,955)
Heartland	\$ (294,548)	\$ 488,922	\$ (32,619)	\$ (42,911)	\$ 4,463	\$ (266,045)	\$ -	\$ (10,494)	\$ (88,618)	\$ 40,427	\$ 113,593	\$ (15,372)	\$ (11,555)	\$ (471,238)	\$ (585,994)
Lake View	\$ 364	\$ 23,878	\$ 15,763	\$ 123,420	\$ 333,029	\$ 15,219	\$ 10,494	\$ -	\$ 6,764	\$ (6,016)	\$ 1,129	\$ (6,963)	\$ (3,486)	\$ 879	\$ 514,475
Mission Vista	\$ 62,813	\$ (1,224,809)	\$ 37,588	\$ (21,459)	\$ 143,057	\$ 90,914	\$ 88,618	\$ (6,764)	\$ -	\$ (8,749)	\$ 89,482	\$ (7,899)	\$ (6,703)	\$ (1,190,881)	\$ (1,954,793)
Monarch River	\$ (510,501)	\$ 12,717	\$ 94,608	\$ 191,475	\$ 61,756	\$ 2,116	\$ (40,427)	\$ 6,016	\$ 8,749	\$ -	\$ 71,954	\$ (10,616)	\$ (684)	\$ (1,307,521)	\$ (1,420,357)
Pacific Coast	\$ (453,684)	\$ 95,529	\$ (37,651)	\$ (73,564)	\$ 132,265	\$ 719,151	\$ (113,593)	\$ (1,129)	\$ (89,482)	\$ (71,954)	\$ -	\$ (63,513)	\$ (20,219)	\$ (142,719)	\$ (120,561)
Triumph	\$ 95,922	\$ 114,320	\$ 4,181	\$ (2,666)	\$ (2,712)	\$ 19,737	\$ 15,372	\$ 6,963	\$ 7,899	\$ 10,616	\$ 63,513	\$ -	\$ 22,024	\$ (6,572)	\$ 348,597
Winship	\$ 11,975	\$ (37,825)	\$ 13,802	\$ (30,629)	\$ 44,580	\$ 4,443	\$ 11,555	\$ 3,486	\$ 6,703	\$ 684	\$ 20,219	\$ (22,024)	\$ -	\$ 22,377	\$ 49,346
Yosemite	\$ 136,770	\$ 327,176	\$ 238,138	\$ 427,234	\$ 140,525	\$ 196,872	\$ 471,238	\$ (879)	\$ 1,190,881	\$ 1,307,521	\$ 142,719	\$ 6,572	\$ (22,377)	\$ -	\$ 4,562,389
<b>TD\$ You Owe:</b>	<b>\$ (5,036,197)</b>	<b>\$ (1,321,404)</b>	<b>\$ (79,798)</b>	<b>\$ (449,793)</b>	<b>\$ (33,393)</b>	<b>\$ (618,747)</b>	<b>\$ (647,405)</b>	<b>\$ (530,940)</b>	<b>\$ (512,471)</b>	<b>\$ (449,391)</b>	<b>\$ (946,945)</b>	<b>\$ (360,548)</b>	<b>\$ (139,823)</b>	<b>\$ (4,585,645)</b>	<b>\$ (15,712,502)</b>
<b>TD\$ Due To You:</b>	<b>\$ 337,739</b>	<b>\$ 2,025,416</b>	<b>\$ 538,794</b>	<b>\$ 1,278,727</b>	<b>\$ 1,292,057</b>	<b>\$ 3,459,702</b>	<b>\$ 1,233,399</b>	<b>\$ 16,465</b>	<b>\$ 2,467,265</b>	<b>\$ 1,869,748</b>	<b>\$ 1,067,506</b>	<b>\$ 11,951</b>	<b>\$ 90,477</b>	<b>\$ 23,256</b>	<b>\$ 15,712,502</b>
<b>NET TOTAL:</b>	<b>\$ (4,698,459)</b>	<b>\$ 704,012</b>	<b>\$ 458,996</b>	<b>\$ 828,934</b>	<b>\$ 1,258,663</b>	<b>\$ 2,840,955</b>	<b>\$ 585,994</b>	<b>\$ (514,475)</b>	<b>\$ 1,954,793</b>	<b>\$ 1,420,357</b>	<b>\$ 120,561</b>	<b>\$ (348,597)</b>	<b>\$ (49,346)</b>	<b>\$ (4,562,389)</b>	<b>\$ -</b>





# Q&A





**We're here  
to serve  
You...**



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Thank you!