



Building Hope
creating solutions for charter schools

We Build Community.

We Build Schools.

We Build Hope.



▲ Ribbon cutting at Elevate Academy North in Idaho

Building Hope has supported over \$2B in charter school projects and created 12.7M SQFT of charter school space to serve almost 200K students nationwide.



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2021 and 2022 marked record-breaking gains in Building Hope's work to create quality charter schools and provide educational opportunities for children across the country.

In 2022 alone, our real estate team delivered twelve school facilities, our municipal advisory team reached \$2B of charter school bond financings often enabling the schools to acquire their facilities and provide long-term control and certainty over facility costs, and our finance team secured a \$33M federal credit enhancement grant, allowing us to support ever more charter schools with their facilities needs.

Our board welcomed new members Hugh Jarrett, Bob Marshall and Sandy Buchko, who bring decades of executive leadership, banking and legal experience to the table. As one of the founding board members, it is always exciting to add expertise and new perspectives to the governing board, furthering our collective ambition to support the great work of our Building Hope leaders.

2022 also marks the passing of the torch from our founding CEO, Joe Bruno, to Bill Hansen. Joe grew Building Hope from a \$28 million dollar initial investment to increase student and family access to charter schools in the District of Columbia to investing nearly \$500 million dollars to support hundreds of thousands students nationwide.

Bill created a \$2 billion educational social impact fund while serving as CEO of Strada Education Network. He was twice unanimously confirmed by the U.S. Senate to key Presidential appointments, serving as U.S. Deputy Secretary of Education and as the Education Department's Chief Financial Officer and Assistant Secretary for Management and Budget. In addition to serving on a number of non-profit educational boards, Bill was recently appointed to the Virginia Department of Education.

We are excited to welcome Bill to build upon the strong foundation laid by Joe to increase and deepen the impact of Building Hope to serve even more students nationwide.



Sheila M. Ryan-Macie

Sheila Ryan-Macie
Board Chair



Building Hope

creating solutions for charter schools

- **Our mission** is to empower charter schools to create sustainable advancements in education by providing unparalleled facility financing, real estate development, and operational services, so that schools can devote more resources to educating students with an emphasis in underserved communities.
- **Our vision** is to create deep educational impacts in the communities we serve as the leader in charter school financing, real estate development, and operational services.
- **Our purpose** is to create sustainable advancements in education through our work with charter schools to impact generations.





BUILDING HOPE'S IMPACT

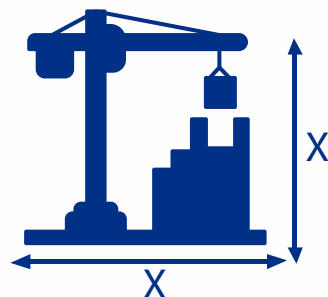


200,000

New seats for students

12.7M

square feet of
charter school space





\$488M
of Investments

▲ Students, Faculty & Administrators of SST: School of Science and Technology in Texas

Spotlight Schools



Elevate Academy worked with Building Hope to obtain the \$12 million needed to start Elevate Academy Caldwell, but at the last minute, the local transportation agency advised the school that they couldn't provide the five buses needed to get students to school.

"We looked at our budget and buying five buses wasn't in it," Strong said. "We needed \$500,000 right away and Building Hope found a way...That saved the day!" said Matt Strong, co-founder of Elevate Academy in Caldwell, Idaho.

Strong added this about Building Hope's willingness to make things work: "Building Hope isn't just a financial partner, they are a thought partner," he said. "There is never just one problem to solve when you're opening a school. Things come up you never expected - like the bus situation - and you need a partner who can help you think your way through it. "That's what Building Hope does!"



The School of Science and Technology (SST) already had 11 campuses operating successfully when the decision was made to open six more to serve the ever-growing needs of Texas families for effective STEM education.

Finding \$65-\$70 million to fund the expansion was difficult, but Building Hope's team stepped in with our network of long-term financial partners to solve the problem by providing funding and real estate development expertise.

Shemshack said. "They financed all five new buildings, managed construction from scratch and then let us purchase the buildings from them when we got tax-exempt funding," said Fawzy Shemshack, Superintendent and CEO at the School of Science and Technology in San Antonio, TX.



Our IMPACT is in the schools and the students they serve. Building Hope's team provides financing, real estate development, and services to create solutions to meet each school's unique needs.



What if your school was stuck teaching in portable classrooms for 22 years

because you couldn't find a way to pay for a permanent school facility?

"That's easy," said Dr. Jennifer Porter-Smith, Executive Director of Legends Academy Charter School in Orlando, FL, "call Building Hope."

Legends Academy was the only source of public education for residents in the Parramore neighborhood, a historically low-income area in downtown Orlando. Finding investors in the community was not an easy task.

Legends Academy's expertise in developing community partnerships by actively pursuing relationships with local families, churches, and organizations, makes them a real source of community pride, and a \$10,000 winner of a Building Hope IMPACT Community Engagement award in 2022.

Building Hope helped Legends secure \$15 million in tax-exempt funding, and soon students will learn in real classrooms, not portables, for the first time in school history. "If you reach out, Building Hope will walk you through the entire process," Porter-Smith said.



Compass Rose: Destiny

Paul Morrissey and his team of educators proposed the first Compass Rose Public charter school to the Texas Education Agency in 2015. Of the 50-odd charter plans presented that year, just two were approved – Compass Rose among them.

“It was a time when there were fewer new-start charters coming into Texas, so it was a little bit of a black box about how to make it work,” Morrissey, the Chief Executive Officer for Compass Rose, said. “We found the right recipe and got through.”

Mera Dougherty, the principal at Compass Rose Destiny, described the simple, straightforward approach the group used to create a school that was truly responsive to, and reflective of, its community: Directors knocked on doors and met folks in coffee shops, asking, again and again, “What do you want for your community and school?”

From there, the team implemented a community co-design plan, putting all that outreach into reassuring practical use. “We really listened and took their opinions and their advice to heart,” Dougherty said. “We made sure that they were a key component in the design of our school.”

“Building Hope plays an important role in the growth of organizations like ours, for sure.”

With the school model in hand, the facility needed to not only support the educational mission but also be a safe, beautiful benefit to the community. Building Hope provided the financing and full real estate development services to turn the dream of Compass Rose Destiny into a reality.



Opened in August, the \$23 million Destiny campus is the second of two projects fulfilled by Building Hope in partnership with Compass Rose Public Schools. The other, Journey in San Antonio (launched simultaneously) breezed through the local building approval process, finishing ahead of Destiny.

But neither would have happened without Building Hope. “The biggest challenge that Building Hope helps organizations like ours overcome is the early-stage development,” Morrissey said. New schools are often challenged to find partners who can understand their vision and take a calculated risk on their success. Building Hope team members dove in, got to know the Compass Rose board, philosophy, and plan.

“They gained confidence in our ability to do what we said we wanted to do,” and they were able to leverage their own balance sheet, their own history of successful development to support us at an early stage. “The biggest value Building Hope brings is the ability for dreamers like me and for excellent educators like principal Mera, to get into that permanent building and to bring that to life for families when we never would be able to do that on our own. They helped us get over that hump.” Compass Rose operates on six campuses near Austin

and San Antonio, but with wait lists for enrollment, Morrissey expects to grow. “Our children have access to a school that, from the minute you walk in the door, tells you you’re important and you’re special,” Dougherty said. “That’s not something most kids get, and we’re lucky to be able to provide that service.”

“Building Hope plays an important role in the growth of organizations like ours, for sure,” Morrissey said. “I think the value they have is unique and special, we would certainly call on them as we continue to grow.”

It seems like destiny.

Students from Compass Rose celebrate at the Building Hope-sponsored ribbon cutting.



KEY MILESTONES

2003

Building Hope launched with a \$1.5M initial grant from Salie Mae

\$1.5 M



2005

Opened turnkey Cesar Chavez High School in DC for 700 students



2006

Acquired America's Charter School Finance Corp. Managed \$5M Federal Guaranty Fund

\$5 M

2007

Awarded D.C. grant to develop and manage co-location process

2008

Directed conversion of seven parochial schools to charter schools for 1400 Students

1400

2009

Received CDFI designation from the Department of Treasury



2010

Launched back office and financial advisory services in FL



2011

Awarded \$9M Walton Family Foundation Grant for DC charter school development

WALTON FAMILY
FOUNDATION

2012

Contracted with the State to launch the Charter Support Unit.





2013

J.A. and Katherine Albertson Foundation tapped Building Hope to expand charter schools Idaho.



2014

Received \$1M private impact investment for charter school growth.

\$1M

2016

Received \$400K in grant funding for TX from the Walton Family Foundation.

WALTON FAMILY FOUNDATION



2017

Launched CSU Texas to support schools with consulting and technical assistance.



2019

Restructured the organization into three distinct business lines: Lending, R.E. Development and Services.

2020

Achieved a milestone of 150,000 student seats directly impacted by Building Hope's work.

150,000

2022

Delivered a record of 12 schools in a year.

Launched formal IMPACT Grants program.





Building Hope

2022 marks the end of an era, with founding President/CEO S. Joseph Bruno retiring, and stalwart educational champion William S. Hansen coming aboard to launch Building Hope into its next twenty years. Joe's legacy of investing \$488M in charter schools and impacting nearly 200,000 charter school student stations is a crowning achievement in creating impact in the lives of families nationwide.

As President and CEO of the Strada Education Network, Bill Hansen created a \$2 billion national social impact fund and he served as U.S. Deputy Secretary of Education under George W. Bush and as Assistant Secretary for Management and Budget and CFO earlier in his career. In 2022, he was appointed to the State Board of Education for the Commonwealth of Virginia. His brings the strength of his experiences and relationships to exponentially increase the impact of Building Hope in the coming years.

Our Board of Directors also welcomed aboard new members Sandra Buchko, attorney at Shapiro, Lifschitz & Schram, Hugh Jarrett, CEO of Central Charter Schools and Assistance Unlimited, and Bob Marshall, National Business Development Executive with Wells Fargo. Their valuable perspectives are welcome additions to the board, who continues to expertly guide and support the mission.

Building Hope's successful stewardship of public funds under Finance President Robin Odland's leadership resulted in an award of an additional \$33Million Credit Guarantee grant from the federal government to support charter schools. In Florida, our Charter Support Unit was granted a \$530K fund to study the intersection of charter school financial and educational success. Our resident Financial Advisor and President of Services, Richard Moreno hit a record of \$2Billion in charter school financial advisory services in 2022, and our Building Hope Real Estate team, led by President Dru Damico, delivered twelve schools.

Even with these record-breaking accomplishments, Building Hope kept an eye to the future and launched the in-person Florida Governance Conference and the Building Hope IMPACT Summit & Awards. We donated \$120K to exceptional charter schools and \$15K to three charter volunteer leaders at the first Summit & Awards Gala in D.C.

S. Joseph Bruno at the First Annual IMPACT Summit & Awards in June 2022.



BUILDING HOPE
IMPACT
SUMMIT & AWARDS



Building Hope FINANCE



FINANCE

Most financial institutions spent 2021-2022 in a wrestling match with the hangover effects of the COVID-19 pandemic and record-setting inflation.

Building Hope's Finance team won that wrestling match!

"We exceeded budgets in both years," Robin Odland, President of Finance at Building Hope said. "Our portfolio performed very well, and I attribute that to high quality underwriting."

The Finance Department's portfolio of 45 loans had an extremely low delinquency rate of 0.5% in 2021 and 0.1% in 2022, meaning more than 99 percent of loans were repaid on time. For comparison purposes, a national survey said delinquencies on all commercial real estate mortgages were 6.5% in 2021 and 3.73% in 2022.

It did help that the Federal government money continued to flow during and after the pandemic, which helped stabilize schools financially, while they introduced "virtual" schooling.

Another success story was working with Florida's Schools of Hope organization, which provided incentives to operators to open schools in low-income areas where the only other options are failing public schools. Building Hope made \$24.5 million in loans to School of Hope operators in 2021 and more than doubled that in 2022 when it made \$53.7 million in loans.

The Finance Department also made more use of "Bridge Loans," a temporary supply of money that many schools need to start or continue an expansion project while waiting for more favorable interest rates in the bond market.

Parrish Charter Academy on Florida's west coast was a good example of the effectiveness of the Bridge Program. The school had over 100 children on its waiting list when it opened as a K-3 in 2019 and the waiting list grew to nearly 200, even as one grade was added each year.

"We were bursting at the seams," said Will Staros, regional vice president at FORZA Education Management, which is the service provider for Parrish Academy.

2021 & 2022 COMBINED TOTALS

DIRECT LOAN INVESTMENT: \$374 MILLION

CREDIT ENHANCEMENTS: \$57 MILLION



Parrish Charter's plan was to build a two-story, 65,000 square foot facility, and expand to grades K-8, but when the \$22 million plans were approved, bond interest rates were high.

Building Hope stepped in with a \$5 million bridge loan that allowed construction to begin. Interest rates eventually eased and FORZA secured a loan that allowed them to pay off the \$5 million bridge loan. The new facility will open at Christmas in 2023.

"Building Hope gave a small organization like us access to affordable land, loans, assistance with financing, and partnerships with their vast network that we just couldn't have done ourselves," Staros said. "We can reach a much larger audience now because of Building Hope."

Building Hope's Finance Department expects more success in 2023.

"In 2023, we look forward to another productive year of lending," Odland said. "Our biggest challenge – the high interest environment – also presents us with our biggest opportunity, as borrowers flock to cost-effective, more flexible bridge loan financings.

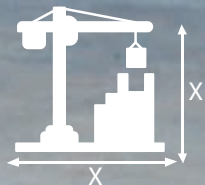
"We are also planning to fully deploy the last \$15 Million of our \$100 Million Schools of Hope Revolving Loan Fund and to deploy 1/3rd of our recent \$33 Million Credit Enhancement Grant."



Parrish Charter Academy, Parrish, FL



2019 & 2020 COMBINED TOTALS
NEW SCHOOL SPACE: 3 MILLION SQFT
PROJECT COSTS: \$733 MILLION





REAL ESTATE

Building Hope Real Estate, which oversees and manages the acquisition and development of charter school facilities, enjoyed a robust 2021-2022, emerging successfully from the COVID-19 pandemic.

“It’s been super challenging for our team to be able to deliver schools on time and on budget,” Dru Damico, Building Hope Real Estate President, said. “Schools have to open at a certain time in the fall every year, and with the disruption of the supply chain, we had some roadblocks, but our team worked really hard to get past them.”

Despite the historic headwinds, Building Hope Real Estate delivered 12 new or expanded schools in 2022: six in Florida, four in Texas, and one each in Idaho and New York.

Each school challenge stands in its own, but at all times the Real Estate team stands ready to perform a soup-to-nuts project, including site acquisition, real estate development work, identifying entitlements through project management, and even construction management.

The initial task is to identify charter school organizations that are ready for a boost from Building Hope. When the match is made, the Real

Estate team helps locate a suitable site. From there, Building Hope acquires the property, helps hire the architect and the contractors, and keeps the project on track.

Building Hope also goes to bat when their partners face legal issues. When local residents sued to overturn a zoning approval allowing Latin American Montessori Bilingual Public Charter School to consolidate three far-flung locations into a single building in northwest Washington D.C., Building Hope lawyers defended the school in district federal court. Ultimately, a three-judge panel ruled in favor of the school, and now LAMB is a thriving K-8 charter under one roof.

“Each school is unique,” Damico said. “They want to be different. Our job that needs to be done is to understand the progress they’re trying to make and if there are elements that are tricky and challenging, solve the problems.

“The thing that makes me happy is how our team takes the anxiety away from schools. We feel like the schools are our partners and hope they see it that way, too.”



Building Hope SERVICES



SERVICES

Building Hope Services continually builds on back-office service lines that are time-tested and useful for clients. Acting as a contracted chief financial officer for charter schools, Building Hope provided basic financial software help to 25 schools in 2022, a 418% increase from 2019.

One of Building Hope's most popular service lines is its enrollment software, which 66 schools used in 2021 and 74 used in 2022. That software carries some importance. Not only does it make fall enrollment easier for schools and for parents, schools also receive state and federal funding based on their enrollment, making tracking imperative.

"Year over year, we just continue to build on what we've been doing," said President of Services Richard Moreno, whose team processed 38,439 transactions worth \$125 million in fiscal year 2022.

The services group strives to have more to offer. Over the past two years, it added two services to its lineup, both of which show signs providing long-term value: human resource management and local education agency (LEA) compliance.

In 2021, 13 schools contracted for HR support. In 2022, that number grew to 16.

LEA also shows growth potential, particularly for startup schools and for ones that are in their infancy. Building Hope's close working relationship with the state yields insight into and expertise on the large amount of documentation needed to open a school and to run within state regulations. Our efficiency and experience with the required documentation saves school leaders valuable time and gives them a sense of comfort that they have a capable partner on their important mission.

2020 & 2021 COMBINED TOTALS

NUMBER OF BUSINESS OFFICE TRANSACTIONS: 75,480

TRANSACTIONS PROCESSED: \$241 MILLION



*Students enjoying their new playground at
Compass Rose Destiny* ▶

As a non-profit, we offer all our services at below-market rates, allowing schools to ramp up efficiently as they grow and discover new ways to help their students. School leaders can plug the money they save into programs and resources that benefit students directly.

Our Financial Advisor helps schools go through financing their school projects. The younger the school, the more help is generally needed. Some clients have weekly meetings. The most experienced ones need only an annual consultation.





**CHARTER
SUPPORT
UNIT**



CHARTER SUPPORT UNIT

Since 2012, the Charter Support Unit provides free technical assistance, professional development, and a menu of services to all Florida charter schools with the goal of creating well-run, high-achieving schools. The Charter Support Unit operates through a contract with the Florida Department of Education and is funded by the state's federal Charter Schools Program grant. While our primary mission is to serve schools in their launch year and first charter contract, there are valuable resources available to all charter schools on our website, charter.support:

- Over 353 webinars on a variety of operational, financial, and programmatic topics
- Hundreds of documents and forms, including a comprehensive sample policy manual
- Online courses for launch year, new applicant training, succession planning, business manager training, with more courses coming soon
- Newsletters and podcasts to highlight successful schools and share best practices
- Online collaborative sessions to provide a forum for sharing best practices and networking.

Two years of pandemic protocols did not impact CSU, which was able to maintain support personnel and systems throughout the pandemic. In fact, in 2022 CSU guided two dual-lingual schools, Mi Escuela Montessori School in Polk County and Dreamers Academy in Sarasota, as they established infrastructure, developed processes and implemented best practices.

In 2022, the CSU transitioned its annual Governance Conference from virtual to hybrid as the COVID-19 pandemic waned. Held at the Orlando Science Center, the event delivered education and training to charter schools' governing members, a group that rarely receives detailed briefings about how best to carry out their role. The success of this Governance Conference led to the acquisition of another state contract – the Governance Board Program– a program designed to help recruit, match, and prepare board members to successfully lead Florida charter schools.

Building Hope also submitted a successful \$530,000 grant proposal to the state to develop the Florida Charter Institute (FCI) in collaboration with Miami Dade College. In addition to completing its application to become an authorizer in Miami-Dade County, FCI will begin conducting and compiling applied research of best practices in charter applications, school performance, financial management, special education, as well as policy and practices related to charter schools. Florida charter schools will also benefit from FCI's Teaching, Learning & Leading branch that hosts professional development from nationally recognized leaders in education to improve core instructional practices.

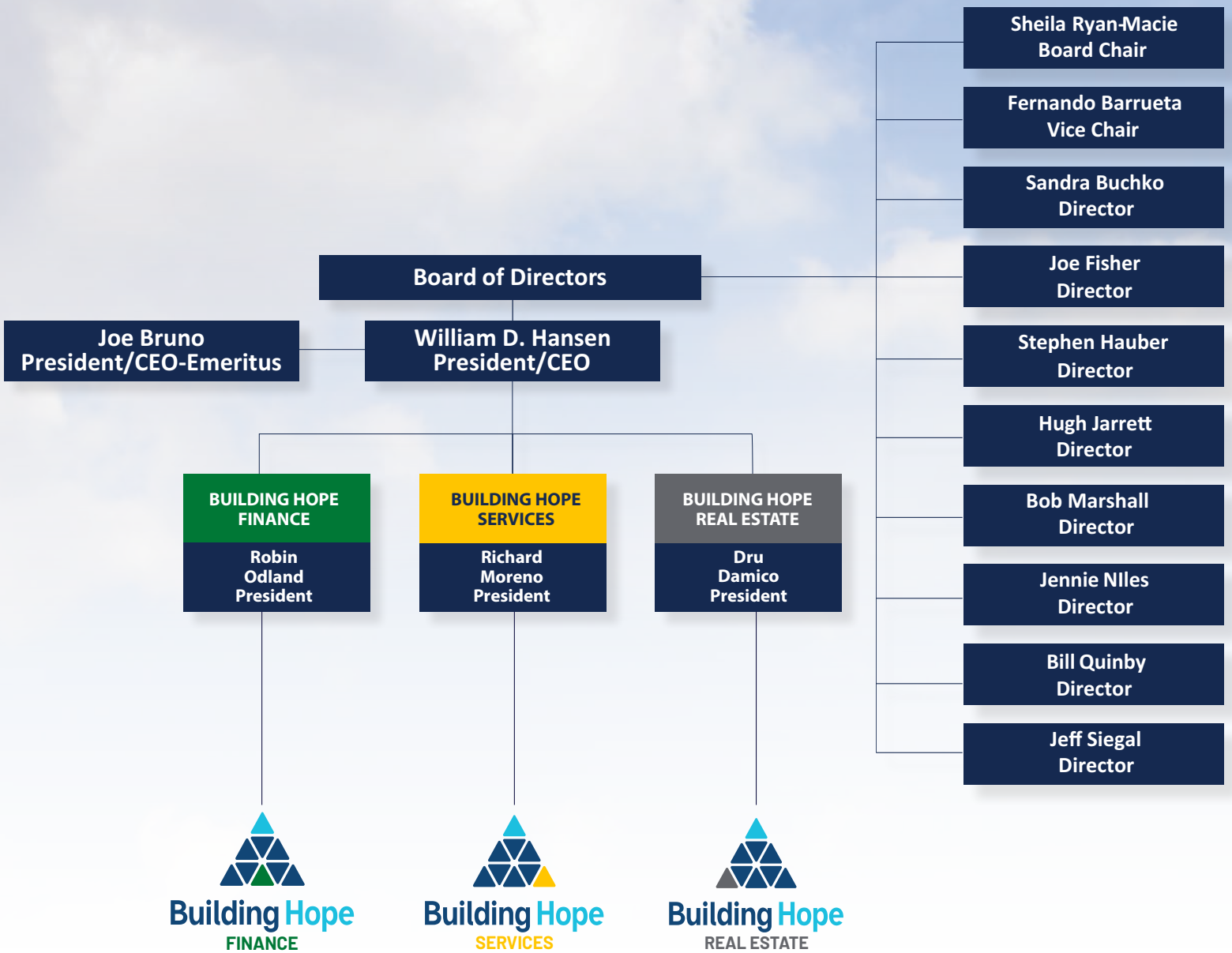
2021 & 2022 COMBINED TOTALS

SCHOOLS SERVED : 196

WEBINARS HOSTED: 84



Organizational Chart 2022



Building Hope

creating solutions for charter schools

When Bill Hansen came aboard as President/CEO in October 2022, Joe Bruno remained on as President/CEO-Emeritus to provide a smooth and effective leadership transition.

1st Annual IMPACT Summit & Awards

In June, 2022, Building Hope hosted its First Annual Building Hope Summit and Awards to honor nine charter leaders and three charter volunteers with grants to celebrate the best in education. The Summit was three days of filmed deep-dives and conversations about what makes their schools so effective, what it takes to be a changemaking charter school leader, and how to tackle the toughest challenges facing school leaders.

\$10,000 IMPACT grant award winner Ann Eisenberg, from Palm Beach School for Autism in Florida shared, “Building Hope provided a platform for us to communicate, learn and lead with love. There is nothing I’ve been to in 30 years of my leadership like what happened in the last few days.”

Identifying these powerful school leaders was a months-long journey that began with 400 interest forms, supported by staff Ambassadors, and a Selection Committee of staff, board members, sponsors, and educational leaders, who whittled it down to the final nine. A \$20,000 grant and two \$10,000 grants were given in the categories of: Student Empowerment, Community Engagement and Educational Innovation.

The Shellie-Ann Braswell “Shine Brighter” Volunteer award was named in honor of a member of the Building Hope family who passed away

unexpectedly. Her amazing dedication to making the world shine brighter in the charter school her children attended and in the events Building Hope hosted for schools was truly inspirational.

BUILDING HOPE IMPACT SUMMIT & AWARDS

Shine Brighter award winner, Dominique Moore from E.L. Haynes Public Charter School in D.C., said, “(we are) here with so many visionaries, so many extraordinary people. They

are changing lives.” Honoring these volunteers who touched so many families with their giving spirits shines a light on the important role volunteers play in successful charter schools.

The IMPACT leaders connected regularly throughout the year to co-create the programming for the 2nd Annual Summit and lifted each other through sharing of experiences, brainstorming solutions to the most challenging problems, and co-creating with Building Hope the foundation for the IMPACT Leadership program.

The First Annual IMPACT Summit & Awards launched Building Hope’s IMPACT program to formalize Building Hope’s grant-giving, create leadership development Cohorts, and establish our thought-and-action leadership as a foundation dedicated to improving the lives of students nationwide by supporting quality charter school education.



SUMMARY FINANCIAL INFORMATION IN THOUSANDS

Date	Total Transaction	Direct Loans (\$)	Credit Enhancements (\$)
2003/2004/2005	23	14,247	11,715
2006	10	5,700	2,890
2007	7	7,500	400
2008	18	14,356	2,565
2009	23	19,660	3,056
2010	23	14,987	1,885
2011	33	18,280	1,250
2012	19	13,003	3,150
2013	18	16,580	1,386
2014	14	16,140	1,900
2015	9	5,554	6,600
2016	28	14,930	800
2017	21	11,255	1,250
2018	21	20,106	3,098
2019	25	14,071	2,701
2020	15	50,033	4,800
2021	34	49,016	5,108
2022	29	76,811	2,500
Total Projects Completed	126,134	382,226	57,054

Real Estate Investment	Total Investments (\$)	Square Feet	Project Costs (\$)	Number of Students
	25,962	901	128,987	8,669
	8,590	268	63,337	2,699
	7,900	215	74,244	2,828
	16,921	626	140,543	7,937
	22,716	890	179,977	10,884
	16,872	738	111,215	12,867
	19,530	686	71,328	14,144
	16,153	555	85,759	9,469
	17,966	427	43,320	9,904
	18,040	830	142,203	7,639
8,140	20,294	857	181,545	6,680
6,835	22,565	916	237,262	11,889
9,500	22,005	376	79,869	12,823
19,076	42,280	782	149,845	12,245
10,710	27,482	325	83,611	9,851
2,874	57,707	105	133,626	8,800
14,287	64,411	1510	456,692	24,212
5,148	84,459	1561	471,804	23,735
57,135	511,853	12,568	1,906,671	197,275

TOTAL TRANSACTION SUMMARY 2021 & 2022 IN THOUSANDS

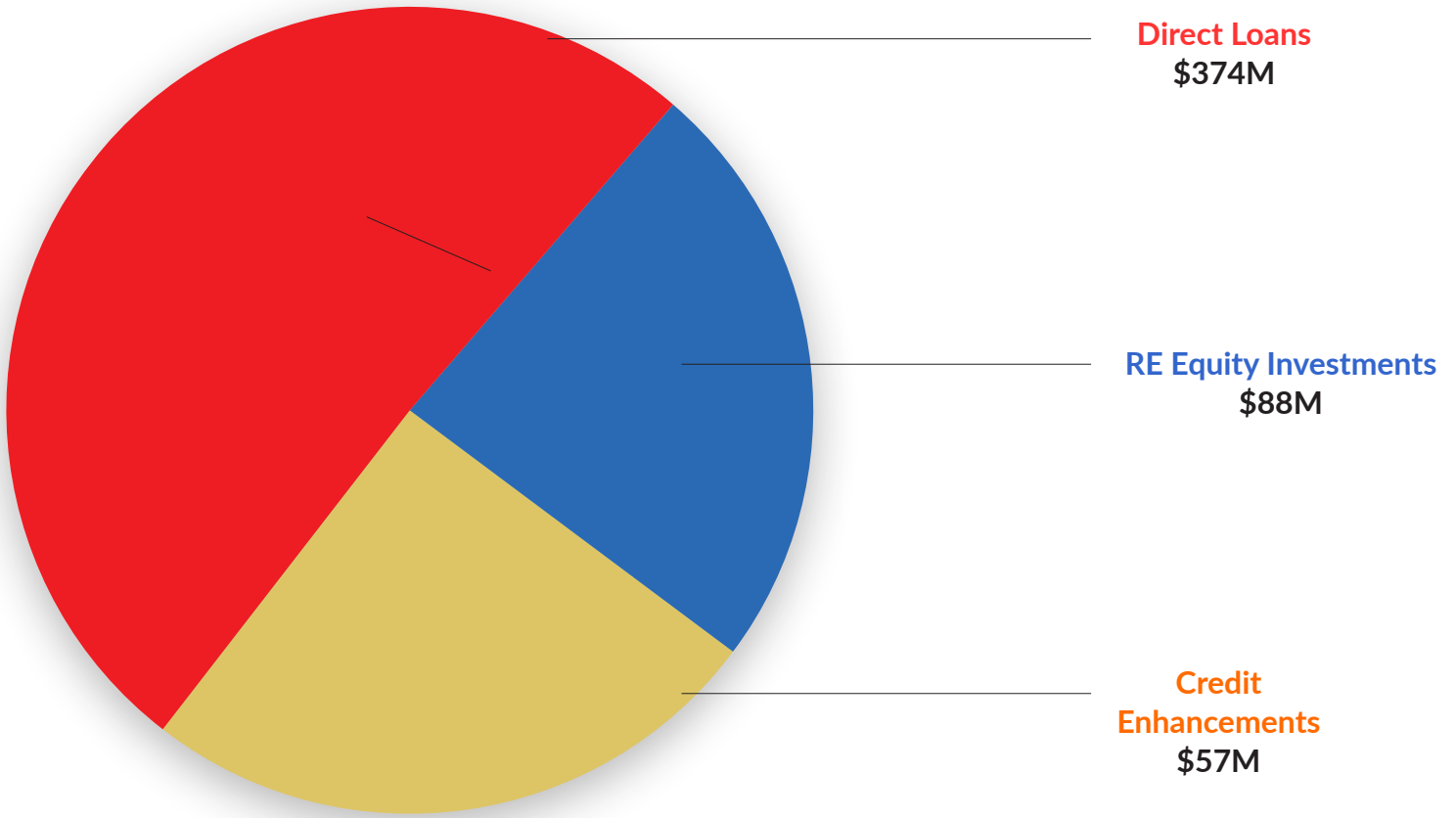
SUMMARY	2021	2022
Assets	\$216,680	\$236,561
Liabilities	\$143,114	\$152,631
Net Assets w/Donor Restrictions	\$26,282	\$25,828
Net Assets w/out Donor Restrictions	\$47,284	\$58,103

REVENUES	2021	2022
Real Estate Services	\$6,364	\$5,791
Finance	\$4,133	\$4,900
Business Services	\$4,129	\$3,906
Contributions & Grants	\$8,605	\$3,275

EXPENSES	2021	2022
Grants made to schools	\$168	\$311
Programs and Administrative Expenses	\$12,124	\$13,412
Interest Expense	\$10,181	\$6,511



Total Dollars Invested

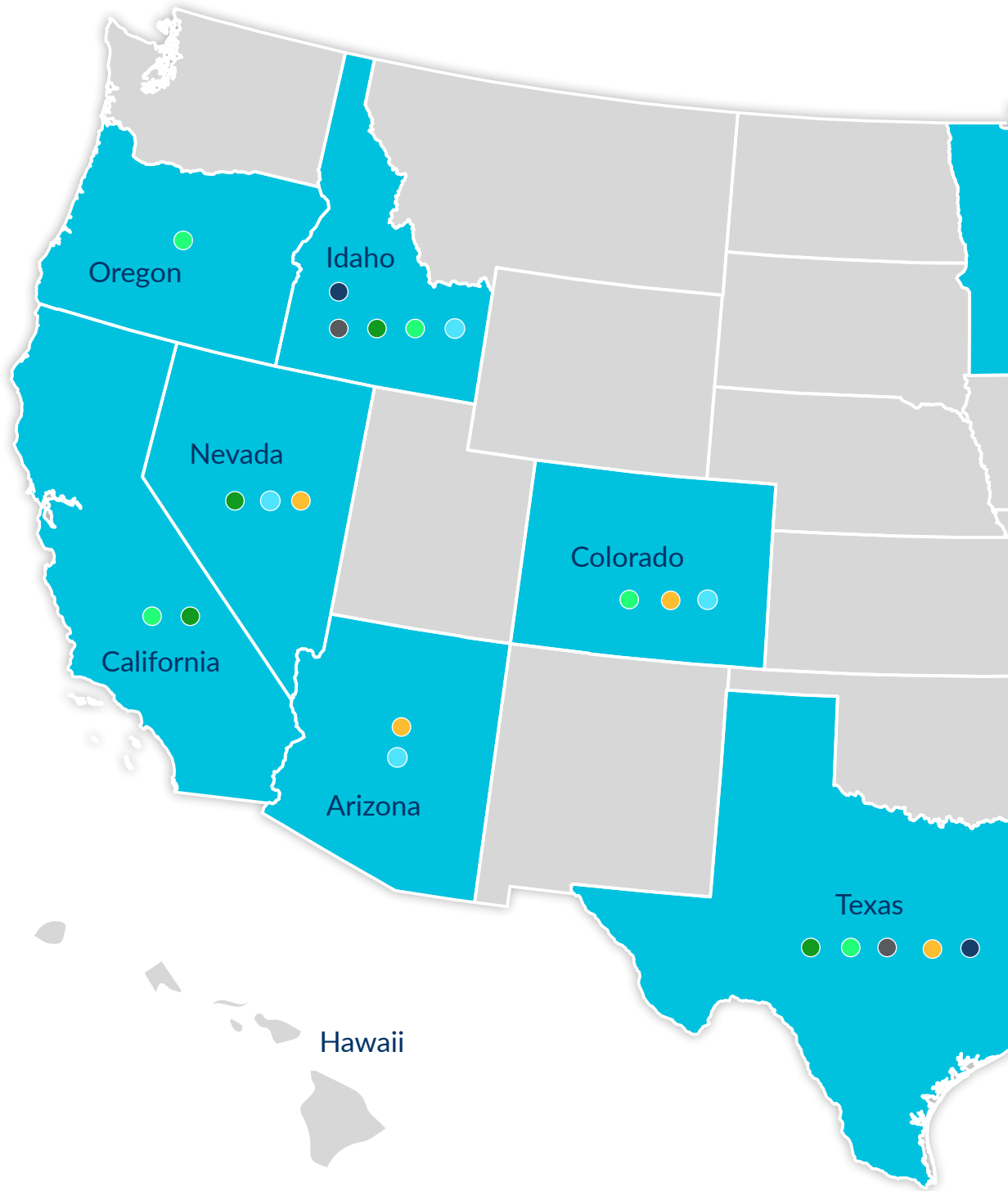


Total Investments:
\$519M

Total Student Impact
200,000



GEOGRAPHIC DISTRIBUTION



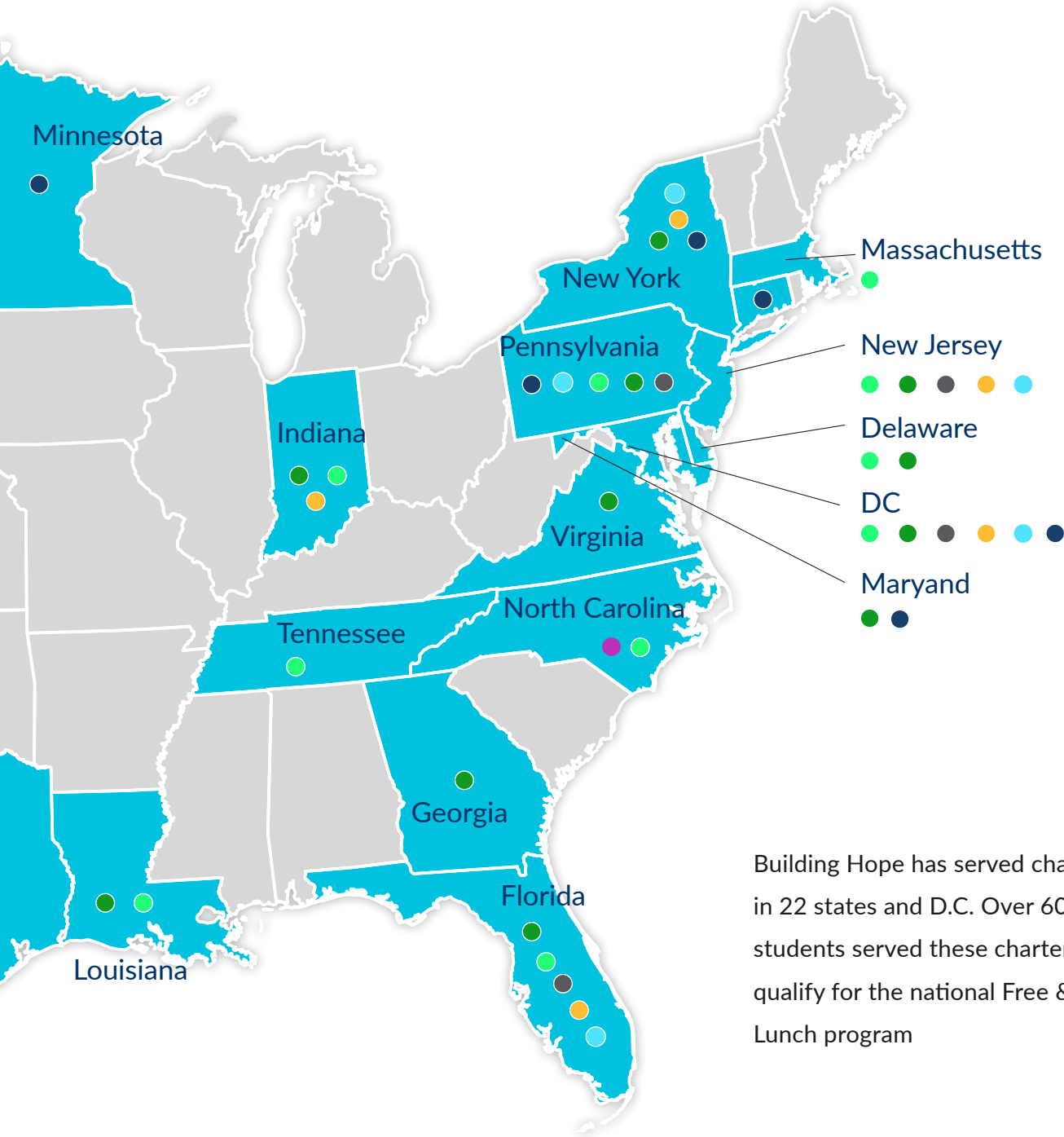
Direct Loans



Credit Enhancements



RE Development

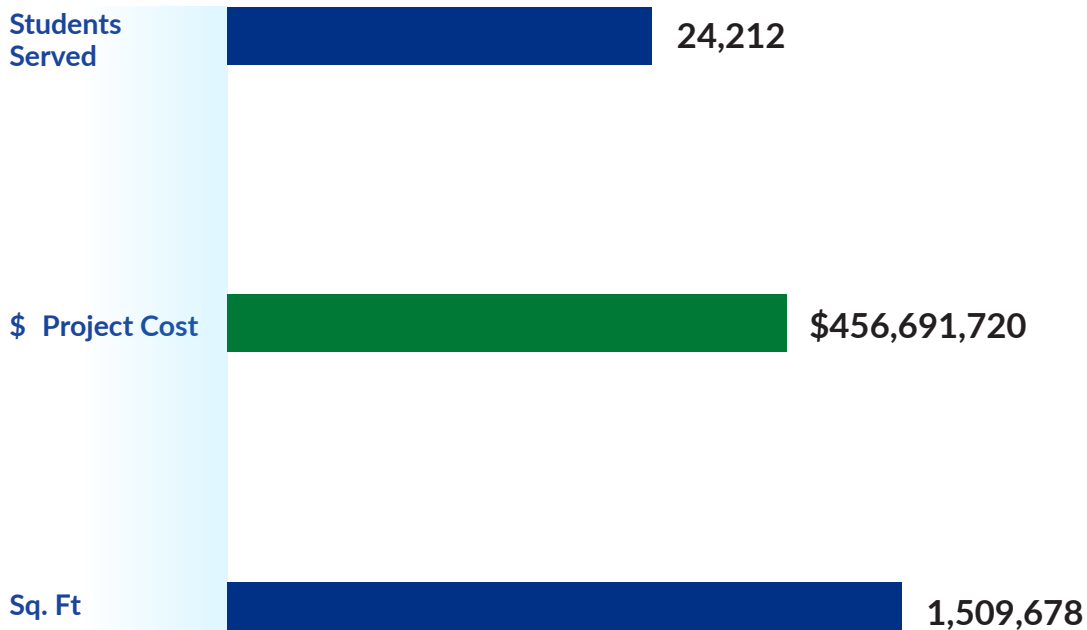


Building Hope has served charter schools in 22 states and D.C. Over 60% of students served these charter schools qualify for the national Free & Reduced Lunch program

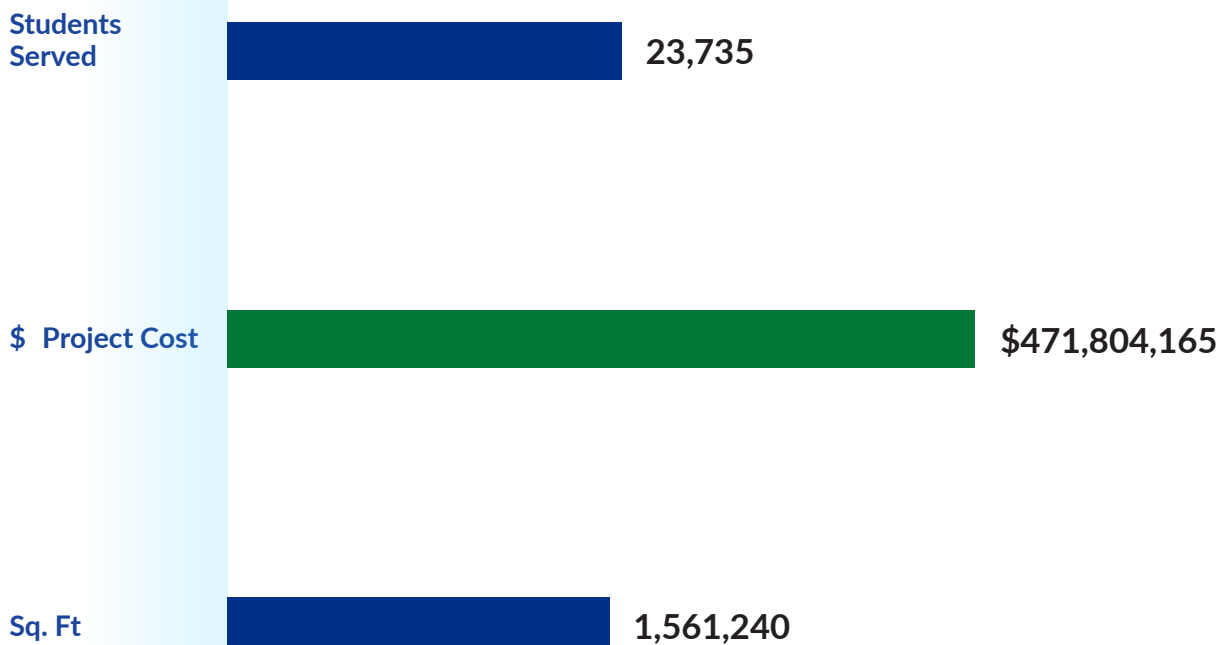


ANNUAL PROJECT DATA

2021



2022



BREAKDOWN BY YEAR

Year	Sq. Ft.	\$ Project Cost in thousands	Students
2005	554,650	\$72,245	5,797
2006	267,951	\$63,337	2,699
2007	214,165	\$74,244	2,828
2008	625,755	\$140,543	7,937
2009	889,392	\$179,977	10,884
2010	737,482	\$111,215	12,867
2011	686,392	\$71,328	14,144
2012	554,824	\$85,759	9,469
2013	427,134	\$43,320	9,904
2014	829,094	\$142,203	7,639
2015	857,195	\$181,545	6,680
2016	915,760	\$237,262	11,889
2017	375,960	\$79,869	12,823
2018	781,624	\$149,845	12,245
2019	324,872	\$83,611	9,851
2020	105,000	\$133,626	8,800
2021	1,509,678	\$456,691	24,212
2022	1,561,240	\$471,804	23,735

Recipe for Success



Rob Marmion / shutterstock.com



Building Hope

creating solutions for charter schools

Industry Impact

	Washington DC	Florida	Idaho
2005 Number of Schools	64	338	25
2021 Number of Schools	128	690	72
Impacted by Building Hope	34%	90%	32%

Building Hope directly impacts an average of
50%
of charter schools in target markets

Building Hope Board of Directors / Affiliations



Sheila Ryan-Macie, Chair:

Sheila Ryan-Macie is Chairman of the Board of Directors for Building Hope and a guiding force for the organization. She brings years of experience as VP and Chief of Staff for Navient, assisting the company president in creating strategic and tactical plans for all facets of the organization. She had executive roles at Sallie Mae and was a leading spokesperson on education policy and servicing operations while working for that organization.



Joe Fisher, Director:

Joe Fisher is a member of Building Hope's Audit and Finance Committees. He recently was promoted to the position as Chief Financial Officer at Navient. Joe spent six years in investor relations at Navient and was responsible for the identification, evaluation and achievement of strategic business opportunities. He was promoted to Chief Financial Officer in October of 2020. Prior to Navient, Joe was the Managing Director of Investor Relations at Sallie Mae.



Sandra Buchko, Director:

Sandra Buchko is an attorney with Shapiro, Lifschitz & Schram, and has built her career on advising public and private corporate and non-profit clients on highly complex real estate transactions. She has represented landlord and tenants in legal matters in five different countries. During the last financial crisis, Buchko was appointed to Federal Deposit Insurance Corporation as counsel to the contracting and risk management unit and received numerous awards for negotiations.



Fernando Barrueta, Vice Chair:

Fern Barrueta is Chairman of the Investment Committee at Building Hope and Managing Director of the D.C. office of Colliers International, the third largest global commercial real estate firm in the world. Fern provides expertise in acquiring, building, financing, renovating and leasing charter schools. He founded Barrueta and Associates, the largest Hispanic owned commercial real estate firm in the U.S. He was CEO for the Hispanic College Fund, and a board member for the Latino Student Fund.



Stephen Hauber, Director:

Steve Hauber is Executive Vice President and Chief Risk and Compliance Officer at Navient. He leads Navient's enterprise risk management, regulatory compliance and credit risk management functions. He oversees Navient's real estate and asset protection groups and served as Vice President and Chief Audit Officer in charge of internal audit programs. Prior to that, he held several audit and risk management roles at Sallie Mae, Ernst & Young and Arthur Andersen.



Hugh Jarrett , Director:

Hugh Jarrett brings a valuable perspective to Building Hope's Board of Directors from his experience as CEO of Central Charter School. The school addressed the academic and social needs of at-risk students in Fort Lauderdale. He owns Jarrett Consulting, which provides marketing services to clients from start-up businesses to major corporations. He also is the CEO/President of Assistance Unlimited where he has responsibility for all school operations.



Jeff Siegal, Director:

Jeff Siegal brings a wide-range of experiences to Building Hope's Board of Directors, including serving as a Captain in the United States Air Force and earning a MBA from Harvard. Jeff was a founder of Matalmark Capital, a company that managed funds with committed capital of \$7 billion. He also was a Managing Director at Morgan Stanley and a senior investment professional at Castle Harlan, managing funds in excess of \$1 billion.



Bob Marshall, Director:

Bob Marshall has a long track record of success at all levels of banking, including his current position as National Business Development Executive with Wells Fargo.

He is the director of the Board of Regents at Boston College and the Board of Trustees at Livingstone College. The Washington Business Journal chose him as one of its 2017 Minority Business Leaders and was the featured speaker at the Thurgood Marshall College Fund Executive Speakers Series.



Jennie Niles , Director:

Jennie Niles has plenty of hands-on experience to help Building Hope's Board of Directors. She was the founder and leader of the prestigious E.L. Haynes Public Charter School and Deputy Mayor for Education in Washington, D.C. She spent one year as the leader of "STEM City," a project to identify, design, and scale solutions to the jobs/skills mismatch students face in D.C., because of a lack of teaching in science, technology, engineering and math.



William Quinby, Director:

Bill Quinby brings a background in architecture, development and project financing to the Building Hope Board of Directors. He is vice chairman at Savills (Studley), one of the major real estate players in the Washington, D.C. metro area. Bill has done strategic and site planning, workplace strategy, architecture, contract analysis and lease negotiation on more than 34 million square feet of development, including more than 20 build-to-suit projects.

Joe



Al Lord, the CEO of Sallie Mae asked a question back in 2002, “How can we provide a better education to the children of Washington DC?”

He reached out to me to help him determine if charter schools could be an answer. I was enjoying retirement, but this opportunity to help children intrigued me.

After a quick study, I reported back to Al that we needed \$60 million to move the needle. He invested \$28 million and said, “give that a shot.”

Building Hope was born, and give it a shot, we did.

After twenty years, I can confirm that Charter Schools deliver on the promise to give families an opportunity for their children to develop their unique talents, so they can succeed.

My own education, as an 8-year-old immigrant from Sicily was responsible for my success. That, and my inherited work ethic of “you can sleep

when you die, but family and work come first.” In high school, while my classmates enjoyed the weekend, I washed dishes at a bakery, cut lawns and shoveled snow. I knew what my parents sacrificed so we could have the opportunity “to live the American Dream.”

I have lived the American Dream.

Education taught me critical lessons in finance and economics, that I used to support my family. Early on in my career at KPMG, I made \$32/day before taxes. However, when it snowed, I’d call out sick to shovel snow and make \$50/day tax-free instead.

Education is every child’s key to freedom, and it has been my distinct honor to lead such a distinguished and dedicated group of Building Hope individuals in supporting this effort.

I have had many beautiful memories to cherish of graduations, school openings, groundbreakings, ribbon cuttings, and the proud community members I met. At one school, I shoveled snow once again to clear the path for children entering their new school building. Their thanks was all the payment I needed.

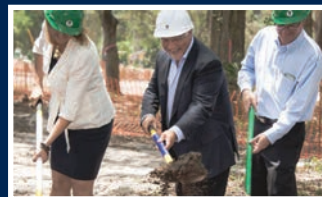
Our talented Building Hope team’s dedication, hard work and belief in our mission continues to inspire me. This team also includes our supportive Board of Directors. Board members Marianne Keler, Sheila Ryan, Fern Barrueta and Bill Quinby were there from the start, with CFO Paul Lelek and my Executive Assistant Laurel Ihator, creating the strong foundation that allowed Building Hope to grow to serve more students than we ever imagined.

I thank my family: Cynthia, Francesca and Cinzia for allowing me to “unretire” and to help children have a better education. Both of my daughters work for the public good, one as a nurse and one as an educator, and I couldn’t be more proud.

My journey of 20 years in service to the mission is coming to an end, but I am happy to Building continues to fight the good fight to provide even more opportunities for children to receive a great education, so they too can live the dream.

Thank you for the opportunity to make a difference.

Thank you for allowing me to Build Hope.



Joe Bruno built an amazing legacy of service to the students of this country. It is with great humility and honor that I take the helm at Building Hope.

I have dedicated my career to improving opportunities for students and choices for parents, and my vision is to build upon the foundation of success Joe established by amplifying and increasing Building Hope's impact nationwide.

All children deserve a quality education that inspires and prepares them for the future, and by investing in innovative solutions that empower students, parents, and teachers, we can exponentially increase both the access to and the impact of great schools in every zip code.

As a nation, we are facing unprecedented challenges to help all learners overcome the historic learning loss that has taken place these past three years. Compounding this challenge is the national teacher shortage, but our charter schools, however, are meeting these challenges and outperforming their peers.

Our charter school partners are uniquely positioned to improve learning outcomes and provide nurturing and effective learning environments for students and teachers. Building Hope will continue to support these schools and their growth. We help create innovative solutions for charter schools that empower students, parents, and teachers to succeed.

Building Hope's talented team of educators, innovators, entrepreneurs, and builders are dedicated to fulfilling our mission to offer children a high quality education and propel them on a pathway for a successful and purpose-filled life. I am optimistic about not only our future, but also the futures of millions of charter school students nationwide.



A handwritten signature in black ink that reads "William D. Hansen". The signature is fluid and cursive, with a long horizontal stroke at the end.

William D. Hansen
President/CEO
Building Hope



Our mission is to empower charter schools to create sustainable advancements in education by providing unparalleled facility financing, real estate development, and operational services, so that schools can devote more resources to educating students with an emphasis in underserved communities.



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