



CHARTER SCHOOL CAPITAL
**TOP FIVE FINANCIAL MISTAKES
 CHARTER SCHOOLS MAKE:
 AND HOW TO AVOID THEM**



Whether your school is growing student enrollment, expanding facilities, or implementing new educational programs, a school's financial wellness is one of the most important aspects of running a successful charter organization. Here are a few other key things that shouldn't be overlooked. Watch out for the top five mistakes charter schools make and the actions you can take to avoid pitfalls that may cause trouble.

MISTAKE

ACTIONS

SOLUTION

1 NOT RECOGNIZING YOUR SCHOOL IS A BUSINESS

1. You are a superintendent (not a principal)
2. Know your customer
3. You're the boss— the buck stops with you (literally)

REMEMBER, YOUR SCHOOL IS A BUSINESS

2 BEING UNPREPARED FOR THE UNEXPECTED

1. Keep a strong, updated wait list
2. Facilities commitments can trip up even the best schools
3. Beware the tenacity of angry employees/parents

PREPARE FOR THE UNEXPECTED

3 UNDERESTIMATING THE IMPORTANCE OF FINANCES

1. Make a plan, work the plan: budget, cash flow
2. Have a contingency plan
3. Beware the dreaded claw-back
4. Hire a charter school financial expert

UNDERSTAND THAT SUCCESS REQUIRES MONEY

4 LOSING SIGHT OF YOUR MISSION

1. Know your end game—it's your mission and vision
2. Be Ferocious About your Boundaries (FAB)
3. Enrollment, enrollment, enrollment

KEEP YOUR EYE ON THE PRIZE: YOUR MISSION

5 NOT MAINTAINING STRONG RELATIONSHIPS

1. Make authorizers your advocates
2. Your Board of Directors: know your governance
3. Experts: find them, pay them, keep the good ones

HAVE FRIENDS IN ALL THE RIGHT PLACES



CHARTER SCHOOL CAPITAL

We are the nation's leading provider of growth capital and facilities financing to charter schools. Over the last 10 years, we've put more than \$1.6 billion to work for 600+ charter schools educating more than 800,000 students across the country.

