

ODYSSEY PREPARATORY ACADEMY

DECEMBER 2017

CLIENT PROFILE

Odyssey Preparatory Academy (Odyssey) is a K-12 charter school network that operates four campuses in Buckeye and Goodyear, Arizona. Granted its initial charter in 2009, Odyssey began as a commitment by three public school teachers and has since then grown rapidly, now serving over 3,000 students with plans to continue expanding its program up to approximately 3,800 students.

Odyssey utilizes the Core Knowledge curriculum, a collaborative program that provides a solid coherent foundation for learning, while flexible enough to meet and exceed state accountability standards. This program is conducive to Odyssey's teaching philosophy to provide a safe and secure environment where all children are given the opportunity to discover and use their talents to make a positive impact on their community and the world. Additionally, Odyssey participates in the renowned International Baccalaureate (IB) program, and its academic performance has exceeded state standards, comparing favorably with other schools in the Buckeye/Goodyear area. In the higher grades, Odyssey has established its reputation as an academically rigorous institution, with virtually all of its students moving on to college after graduation.

Like many start up charter schools, and despite its growth and academic achievements, Odyssey found itself paying high interest rates on two prior bond issues that were issued to finance the acquisition of its Apache and Goodyear campuses. The other two campuses were financed through leases that contained an option to acquire those facilities over time. Odyssey engaged Ziegler to consolidate its financial position with a plan to eventually own all of its campuses. With this financing, Odyssey does own three of its four campuses now.



\$45,565,000

Arizona Industrial Development Authority
Education Facility Revenue and Refunding Bonds
(Odyssey Preparatory Academy Project) Series 2017A & 2017B

THE ZIEGLER DIFFERENCE

Ziegler understood the importance of communicating Odyssey's credit story, because their operations were stronger than reflected in their financial statements - based on a variety of changing factors such as management changes and one-time events. While many investors inquired about Odyssey's growth risk, Ziegler's sales and banking team emphasized that Odyssey was already mature in its operations and was close to achieving the required scale to operate effectively. Ziegler coordinated with Odyssey carefully to create a presentation that gave investors the accurate impression of Odyssey as a strong and stable organization. Ziegler also coordinated with investors and Odyssey to add several key credit provisions to help bolster their credit profile, including the addition of a full-time experience Chief Financial Officer and the expansion of their Board.

Ziegler's aggressive and targeted marketing ultimately convinced eight institutional investors to participate in the bond offering. Furthermore, in a show of confidence in Odyssey and its mission, Ziegler directly underwrote more than \$10 million of bonds. Having risked its own capital when necessary to provide this client with the best possible rates and terms, Ziegler has once again demonstrated that it is a committed underwriter in helping charter schools obtain capital to advance their mission.

The tax-exempt bond was structured with three term bonds, with the final maturity in 2052. The \$8.5 million Series 2017B taxable bonds mature in 2033. The Series 2017A&B Bonds also contain an optional call provision in which Odyssey can refinance this debt beginning in the sixth year

"I was so impressed with Ziegler's diligence and professionalism. We knew we had some challenges to address, and Ziegler worked hard to present our case to the financial markets. I am happy to be Ziegler's client and look forward to working with them in the future."

Megan Olson
Founder
Odyssey Preparatory Academy

This client's experience may not be representative of the experience of other clients, nor is it indicative of future performance or success.

For further information on the outstanding bonds for this issuer, please visit the Electronic Municipal Market Access system at <http://emma.msrb.org/>.

ZIEGLER

200 South Wacker Drive | Suite 2000
Chicago, IL 60606

B.C. Ziegler and Company | Member SIPC & FINRA

CONTACT US

800 366 8899
askziegler@ziegler.com



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