

IFF Letter

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February 1, 2011

Dear City of Milwaukee Charter School Review Committee:

The purpose of this letter is to inform you of our intention to assist the TransCenter for Youth ("TransCenter") in its efforts to identify locations for the new schools TransCenter proposes to open under a new charter with the City of Milwaukee.

If approval is received from the City of Milwaukee, IFF intends to submit a proposal to TransCenter to complete the following services for the first school to be opened: identify a target geographic area based on need for a school serving at-risk middle and high-school students, review the operating projections for the school and set an appropriate budget for occupancy costs, search for sites and conduct due diligence to determine their suitability for use as a school of the type proposed by TransCenter, negotiate a purchase or lease on behalf of the school, and oversee completion of any needed renovations on behalf of the school. If desired by TransCenter, IFF will also assist with the development of facilities for any future new schools.

IFF is a private not-for-profit agency providing real estate and financial solutions to nonprofits throughout the Midwest. IFF has a solid track record of identifying and securing facilities for charter and other schools in Milwaukee and the agency's other markets. To date, IFF has worked dozens of schools, including 13 in Milwaukee, and renovated or constructed over 700,000 square feet of space on their behalf. IFF's lending services division has provided nearly 100 loans to charter schools, totaling over \$50 million and creating over 20,000 new charter school seats.

We are pleased to have the potential opportunity to assist the TransCenter for Youth in growing a network of Milwaukee schools. If you have any questions regarding IFF or the agency's role in this process, please do not hesitate to contact me at 414-563-1102 or [hheaviland@iff.org](mailto:hheaviland@iff.org)

Yours truly,

A handwritten signature in cursive script that reads "Heather Heaviland".

Heather Heaviland  
Director of Real Estate Services, Wisconsin