

**REQUEST FOR PROPOSALS (“RFP”)  
Facility Financing for Yi Hwang Academy Charter School**

Interested parties should respond to this RFP by submitting proposals to:

Emile Hanam, Yi Hwang Academy CFO  
RE: RFP—Facility Financing  
Yi Hwang Academy  
4550 River Green Pkwy  
Duluth, GA 30096

Proposals should be submitted (either mailed or submitted in person) by November 7, 2025, **by 1:00 pm** in a **sealed** envelope clearly marked RFP—Facility Financing. Late proposals will be noted on a record, unopened, and will not be considered. Yi Hwang Academy reserves the right to reject any and all qualification statements, to cancel this solicitation, and to waive any informalities or irregularities in procedure (Please see Appendix A for details).

**Introduction**

Yi Hwang Academy is soliciting proposals from vendors having specific interests and qualifications in public charter school facility financing. Qualification statements and proposals for consideration must contain evidence of the vendor's experience and abilities in the specified area and other disciplines directly related to the proposed work. Other information required includes the submission of profiles and resumes of the staff to be assigned to the projects, references, illustrative examples of similar work performed, bond and insurance information, and any other requested information which will clearly demonstrate the vendor’s expertise in the area of this solicitation.

A selection committee will review and evaluate all proposals. The selection committee will rely on the proposals in selection of finalists and, therefore, vendors should emphasize specific information considered pertinent to this solicitation and submit all information requested. A table of contents or tabbed sections is helpful. (Please see Appendix A for details).

**Project Description**

Yi Hwang Academy is currently looking to purchase its current location with the proposed purchase price of \$10, 800,000.00. In addition, the financing package should include \$500,000.00 for tenant improvements as well as any projected costs for cost of issuance, preferred underwriter/underwriting, and/or any debt service or other reserve requirements.

It is our desire to finance the facility to obtain a lower interest rate so that the school can utilize the savings to hire, attract, and retain a talented workforce.

Vendors are required to prepare a bid for facility finance services detailing services tailored for the site. The campus of Yi Hwang Academy is in Duluth, Georgia. The purchasing property is a standalone building in a large office park and is 50,550 square feet. The projected Enrollment Ramp and Pro-Forma is as follows.

## Enrollment Ramp

Grade	FY26	FY27	FY28	FY29	FY30
K	119	120	160	160	160
1	122	140	120	160	160
2	97	122	140	120	160
3	78	97	122	140	120
4	52	78	97	122	140
5	30	52	78	97	122
6	20	20	36	60	80
7	14	20	20	36	60
8	0	14	20	20	36
Total	532	663	793	915	1038

## Pro-Forma

Conservative Revenue Projections - FY26-FY34									
Fiscal Year	FY26	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
Enrollment	532	663	793	800	800	800	800	800	800
Per Pupil	\$ 14,873	\$ 14,873	\$ 14,873	\$ 14,873	\$ 14,873	\$ 14,873	\$ 14,873	\$ 14,873	\$ 14,873
Annual Income	\$ 7,912,436	\$ 9,860,799	\$ 11,794,289	\$ 11,898,400	\$ 11,898,400	\$ 11,898,400	\$ 11,898,400	\$ 11,898,400	\$ 11,898,400

## Background and Highlights

Yi Hwang was established in 2021 with about 111 founding students. Since 2021, Yi Hwang has expanded to an enrollment to over 500 students with additional seventh grade growth in FY26 and planned eighth grade in FY27.

Yi Hwang Academy provide multiple languages: English, Korean and Chinese.

## Curriculum and Academic Overview

YHALE has a Dual Language Teaching Program using the Enrichment Model with the 50/50 teaching exposure and two-way immersion approach when possible. Talented and Gifted (TAG) teaching strategies are utilized in all classrooms to teach content in each class to all students - regardless of test scores used to determine TAG students. YHALE incorporates project-based learning with the intent to eventually become a STEAM certified school or offer a STEAM certified program.

The focus of the YHALE's curriculum:

- is dual language immersion education in Korean / English and Chinese / English so that students are bilingual and bi-literate;
- provides Asian culture and history as a part of whole school environment that teaches, embraces and practices Asian culture and language acquisition;
- uses project-based teaching methods particularly for science, social studies and specials.
- Part of each day are taught completely in Korean or Chinese (depending on the students track) and part of the day in English using the 50/50 immersion model in all grade levels. The objective is for students to obtain language art skills in two languages while the students learn the content of all Georgia
- Standards requirements.

Dual language immersion was designed to:

- capitalize on children's ability to learn language naturally and effortlessly;
- take advantage of their social ability and open attitudes to language and culture;
- reflect on the building blocks of language by emphasizing the use of languages for communication and (d) improve children's language development, academic achievement and general cognitive
- development.

Although the Korean/English and Chinese/English language immersion is primarily what distinguishes YHALE from most other schools in the state, the immersion process is part of a larger goal for the school to foster students to reach their full potential. Since studies show that the immersion process of language acquisition increases students' cognitive abilities and allows them to out-perform their monolingual counterparts in every subject area, YHALE uses teaching strategies that are often used for talented and gifted (TAG) programs. This allows YHALE students to more fully realize their potential. Although this does not eliminate testing for TAG or the TAG program at YHALE, it allows every student the opportunity to be exposed to the same teaching strategies that are usually reserved for students identified as gifted.

In addition to the focus on language YHALEs K-5 math curriculum is Singapore Math a highly effective teaching tool emphasizing deep conceptual understanding through a Concrete-Pictorial-Abstract (CPA) approach, helping students build strong mental models before tackling abstract problems. This method has consistently produced top international math scores, demonstrating its success across diverse learning environments. In middle school all students are set on a track to receive high school math credit upon exit from eighth grade.

Finally, YHALE offers project-based learning particularly in the areas of science, social studies and specials. YHALE offers project-based learning following requirements for STEAM with the intention of eventual certification.

Gifted numbers:

- 16% (the school is currently in gifted testing right now and anticipate that number to increase to 20%). For context, nationally, that number runs at 7%.

Current Population of School:

- 532

Area Population Breakdown:

- Total population: Approximately 32,000-33,000
  - White (non-Hispanic): ~32-37%
  - Black or African American (non-Hispanic): ~21-24%
  - **Asian (non-Hispanic): ~23-25%**
  - Hispanic or Latino (of any race): ~15-17%
  - Two or more races: ~9-15%
  - **Foreign-born residents: About 30% of residents were born outside the United States.**
  - A significant portion of the population is highly educated, with over 53% of residents aged 25 and older holding a bachelor's degree or higher.

Waitlist Number:

- 48 students

Days Cash on Hand:

- 174

Per Pupil Funding Overview:

- QBE \$5,971
- Supplemental (SCSC) \$8,903
- Budgeted Federal Funding \$748
- Local Revenue \$308
- Total Budgeted Revenue \$8,474,760
  - Donations received so far this year \$63,700

**Contents** ((Please see Appendix A for additional details).

The RFP should include a list of financial documents that Yi Hwang Academy will need to have available to review during the due diligence and qualification process. The RFP should include a projection of all known and/or expected fees associated with the facility financing as well as a fee structure for additional services that may be needed.

"Request for Proposal" (RFP) is a Competitive Proposal means of procurement whereby a technical proposal is solicited that explains how the prospective vendor will meet the objectives of the solicitation and a cost element that identifies the costs to accomplish the technical proposal. While price alone is not the sole basis for award, price remains the primary consideration when awarding a contract under the competitive proposal method.

### **Scope of Work**

- Description, including possible interest rate and terms of facility financing options
- Description as well as itemization of materials needed during the due diligence/qualification process
- Expected timeline to close out the facility finance by January 30, 2026
- Expected timeline once selected as funder
- Comprehensive and Transparent Fee structure, to include all issuance and/or closing fees including preferred underwriting provider/costs as well as other required reserve fees (if necessary) to be financed

### **Qualification Statement Requirements**

The vendor shall provide the following information organized as follows in their qualification statement:

- A brief discussion of the vendor, its organization, and services offered;
- Information which demonstrates experience and history of providing said service as identified in this solicitation;
- Proposed team; qualifications and experience of team members; knowledge and experience of team members with respect to school organizations and the project description above; and
- Description of quality control and plan for oversight

### **Proposal Requirements**

Vendors shall submit the following in addition to qualification statements:

- Proposed detailed contract/term-sheet for the scope of services and anticipated fees/costs as outlined above
- Any Proof of proper licensure in the State of Georgia to conduct such business with public charter schools.

Proposals should be submitted (either mailed or submitted in person/courier) by **November 7, 2025, 1:00 p.m.** in a sealed envelope clearly marked RFP—Facility Financing:

Emile Hanam  
YHALE Facility Financing RFP  
Yi Hwang Academy  
4550 River Green Pkwy  
Duluth, GA 30096

### **Additional Information:**

For further information regarding this request, please contact Lyn Carden, Consultant at email [lyn@tri-mconsultants.com](mailto:lyn@tri-mconsultants.com).

Campus tours or an opportunity to gain more information about Yi Hwang financials and business model for prospective vendors will be conducted upon request and provided to all respondents.

Yi Hwang Academy for Language Excellence is prohibited from discrimination on the basis of race, color, national origin, disability, age, sex and in some cases religion or political beliefs.

YHALE is committed to fostering an inclusive and equitable environment. In accordance with applicable federal, state, and local laws, YHALE prohibits discrimination in all aspects of this procurement process and subsequent contractual relationships.

No proposer shall be discriminated against on the basis of race, color, religion, national origin, sex, age, disability, sexual orientation, gender identity, marital status, veteran status, or any other legally protected characteristic. All qualified firms, including minority-owned, women-owned, veteran-owned, and small businesses, are strongly encouraged to submit proposals.

By submitting a response to this RFP, the proposer certifies that it does not and will not engage in discriminatory practices and will comply with all applicable anti-discrimination laws and policies throughout the duration of the contract.

If any proposer believes they have been subjected to discrimination in connection with this RFP, they may file a complaint with the Office for Civil Rights (OCR) at the U.S. Department of Education. Complaints can be submitted online at <https://www2.ed.gov/about/offices/list/ocr/complaintintro.html>, or by contacting the OCR Customer Service Team at 800-421-3481 or [OCR@ed.gov](mailto:OCR@ed.gov).

**Request for Proposals (RFP): Facility Financing for Yi Hwang Academy Charter School**

## VENDOR SELECTION

The services being sought under the RFP are considered professional in nature. Consequently, the evaluation of the proposals will be based upon consideration of the demonstrated qualifications and capabilities of the proposers which will result in an award that is in the best interest of YHALE.

Factors to be considered in the evaluation include:

1. The capability of the proposer to deliver the services in an efficient and timely manner;
2. The proposed cost estimates and/or ranges of fees, general conditions, and reimbursables to be utilized in defining the final fees and reimbursables in an executed contract upon selection.
3. Responses from at least three (3) references for whom the proposer has performed similar services;
4. Composition and qualifications of the persons designated to form the proposer's staff for the services required under the RFP;
5. Previous record of the proposer in providing facility financing in Georgia; and,
6. Firms must have all necessary, valid, and current licenses to do business in the State of Georgia

Evaluations of the RFP will be performed by an Evaluation committee that will make recommendations to the YHALE Governing Board. The committee reserves the right to select from the RFP submittal or it may decide to hear in-person presentations. Following completion of the initial evaluations, if deemed necessary by the committee, up to three firms best qualified may be granted an opportunity to appear before the YHALE Governing Board or Evaluation Committee to make an oral presentation and submit to an interview.

After evaluations, the Evaluation committee will identify the Financial Firm it will recommend based on information contained in the proposal, reference analysis and interviews, if required. Fees, general conditions and reimbursables will be further negotiated with the selected firm. If negotiations fail to end in an executed agreement the second ranked firm

will be considered. YHALE reserves the right to accept or reject any and all proposals in response to this RFP.

## RECEIPT AND CONTENT OF PROPOSALS

Proposals will be received until 1:00pm on Friday, 7 November, 2025. To be accepted, all proposals are to be submitted, in sealed packages marked “Response to Facility Financing RFP”.

Proposals must be sent by U.S. Mail, courier service such as Federal Express or United Parcel Service or hand delivered. No proposals will be accepted via fax transmission or digitally regardless of time of delivery. YHALE is not responsible for any mail delivery and proposals submitted after the deadline will not be considered. **One (1)** printed copy of the proposal and **one (1)** zip drive copy should be sent or delivered to:

YHALE Facility Financing RFP  
Attention: Emile Hanam  
Yi Hwand Academy of Language Excellence  
4550 River Green Parkway Ste. 100  
Duluth, GA 30096

Questions concerning the RFP should be emailed to Lyn Carden, [lyn@tri-mconsultants.com](mailto:lyn@tri-mconsultants.com) no later than 5:00pm on Thursday, October 30, 2025 at 5pm.

Responses to questions will be posted no later than 5:00pm on Friday, October 31, 2025 on the school website, <https://yhale.org/>.

To be considered for acceptance, the proposals shall contain the following minimum information to be presented as set out in the format and sequence shown.

### 1. Firm History & Information

Briefly describe your firm, its officers and executive management. Furnish an organizational chart for your firm specifically indicating those who will be involved in this project.

## 2. Related Experience

Provide a list of all Georgia facilities your firm has provided financing for in the past (5) years.

## 3. Project Approach

Provide a brief outline, description, and timeline of your firms financing of similar projects in the past.

## 4. Financial Information

Provide information about the company in sufficient detail to allow its financial strength to ensure project funding ability.

## 5. Project Timeline

Outline you estimated timeline from start to funding on this project.

## 6. Term Sheet

Provide, with reasonable detail, anticipated terms including interest, cost of issuance, schools expected initial investment (if applicable), type of financing, par amount (if applicable), maturity date (if applicable), amortization (if applicable), optional redemption date (if applicable), requirements of proposer and any additional fees

## SEQUENCE OF EVENTS

A tentative schedule and sequence of events to be followed with respect to this RFP is shown below:

October 17, 2025:	Release Request for Qualifications - Advertise
October 30, 2025 5pm	Deadline for questions
October 31, 2025 5pm	Deadline for responses to questions, posted on school website

November 7, 2025 1pm    Receipt of RFP submissions by YHALE, proposals that are received at 1pm will not be considered.

November 7, 2025 3pm    Sealed bids will be opened at the school

November 12, 2025        Evaluation by Committee Completed

TBD                            If Requested, Presentations by and interviews of three highest ranked firms

November 13, 2025       Recommendation of selected firm to YHALE Governing Board

November 14, 2025       Proposers notified

**Appendix A**

**Proposal Rating Form for Facility Financing:  
Yi Hwang Academy Charter School**

Proposer: \_\_\_\_\_

Points  
Awarded

Completeness of the Proposal/Financing Package. (5 points)

Comments: \_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_

Applicability of recent projects funded as it relates to project in scope, complexity, fee-structure, and similarity to YHALE's Needs. (10 points)

Comments: \_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_

Previous record of the proposer of facility finance and relevant support during the financing process and subsequent support and expectations. (10 points):

Comments: \_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_

The capability of the proposer to deliver funding in an efficient, timely manner, and within budget. (25 points)

Comments: \_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_

Projection of all known and/or expected fees associated with the facility financing as well as a fee structure for additional services that may be needed. (45 points):

Comments: \_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_

Intangibles (financial strength, history, etc.) which best demonstrate the proposer's ability to provide financing to YHALE. (5 points)

Comments: \_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_

Total Points: \_\_\_\_\_

=====

Signature: \_\_\_\_\_