



Today's Webinar Presentation:

K-12/Charter School Bond Market Discussion & VersaBadge

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Presented By:

Kevin Strom

Executive Managing Director – Group Head
Ziegler Capital Markets
312-596-1593
kstrom@ziegler.com

Scott Rolfs

Managing Director – Group Head
Ziegler K-12/Charter School Finance
414-978-6576
srolfs@ziegler.com

Bryan Knowles

Chief Executive Officer
VersaBadge
580-237-7839
bknowles@versabadge.com

Introduction



Bryan Knowles
Chief Executive Officer

- CEO of VersaBadge
- Industry focus ranging from healthcare IT, to action sports, environmental stewardship and children's literature
- Passionate entrepreneur, intent on building purposeful, creative solutions and exceptional teams to address complex challenges
- B.A. from Stanford University



Scott Rolfs
Managing Director

- Managing Director at Ziegler, leading the K-12 & Charter School facilities finance team
- Overseen financing exceeding \$4.0 billion for non-profit organizations nationwide
- B.S. in business and economics from Ripon College and a Juris Doctorate from the University of Wisconsin



Kevin Strom
Executive Managing Director

- Executive Managing Director and Head off Ziegler's Capital Markets desk
- 36 years developing, growing and managing fixed income trading and sales teams in Chicago
- B.S. in Political Science from Wheaton College

The Latest Headlines



The Fed will cut rates fewer times and start them later than market hopes, according to CNBC Fed Survey

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Bloomberg

Bankers Flood DC to Protect Tax-Free Debt for States and Cities

- Proposal to end tax break is unnerving public finance market
- Some are concerned the lobbying efforts will fall short

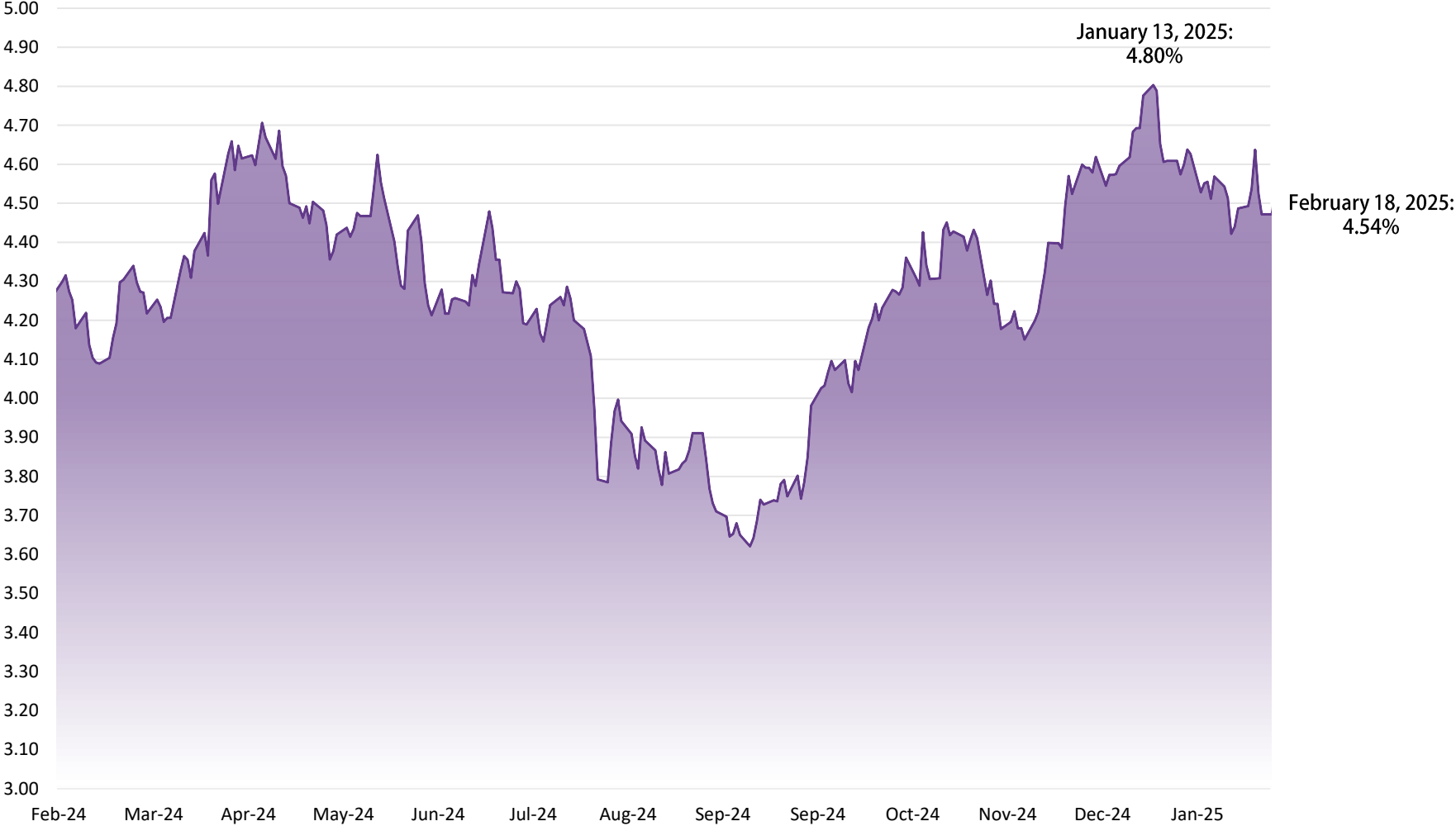


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Bond Market Overview & Interest Rate Discussion

10-Year Treasury: Last 12 Months



Source: Federal Reserve

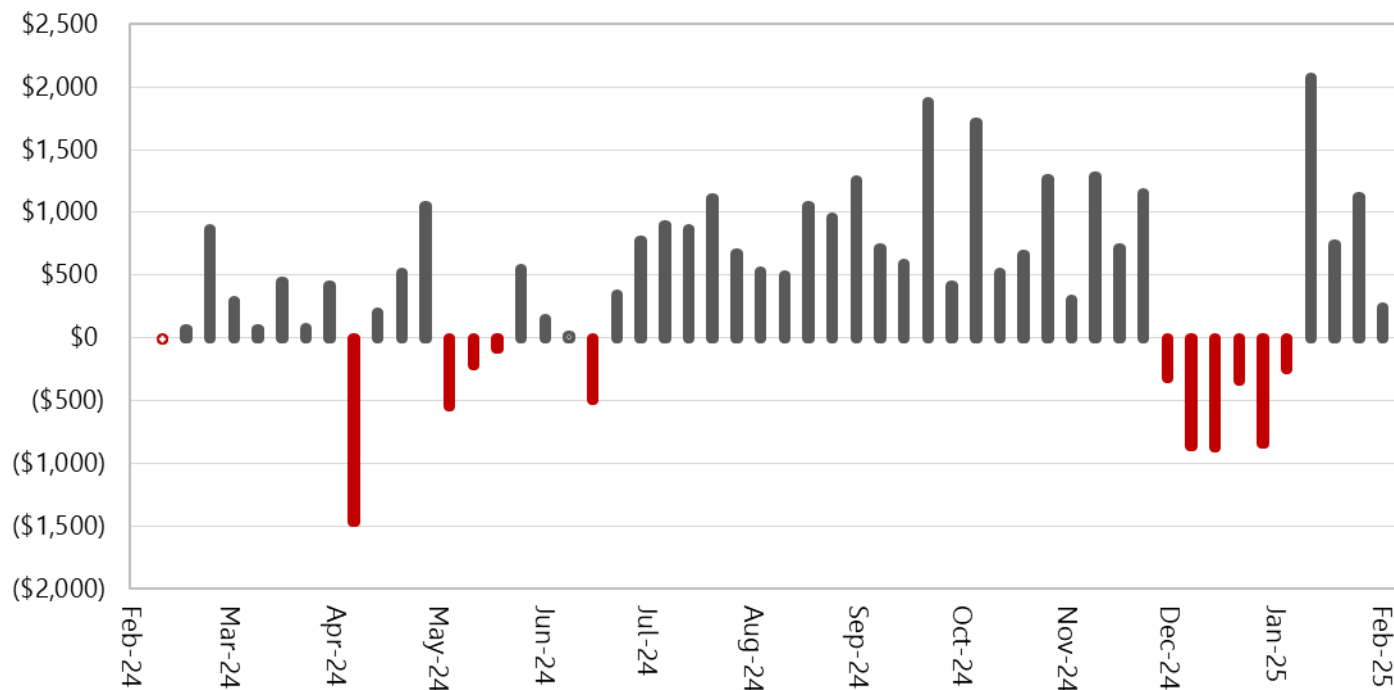
30-Year MMD: Last 12 Months



Future Fed Rate Cuts: Probabilities



Municipal Bond Fund Flows



- Muni funds have seen \$22.770 billion net inflows over the past 12 months.
- For the week ending February 14, 2025, municipal bond funds saw \$238.5 million of inflows.
- In 2025, there has been 4 weeks of inflows and 3 weeks of outflows. In 2024, there were 41 week of inflows and 11 weeks of outflows. In 2023, there were 11 weeks of inflows and 41 weeks of outflows.
- **High-yield funds saw inflows of \$313 million. In 2025, high-yield funds have seen 7 weeks of inflows and 0 weeks of outflows. In 2024, there were 47 weeks of inflows and 5 weeks of outflows.**
- From a borrower’s perspective, fund inflows mean that bond funds have more cash that they need to put to work. This may result in potential investors being more aggressive in terms of pricing and/or covenants.

Recent Transactions



Rowe-Clark Math & Science Academy

\$28,720,000

**Illinois Finance Authority
Revenue Refunding Bonds, Series 2025
(Noble Network of Charter Schools)
Closed January 2025**



Plato Clearwater Campus

\$67,205,000

**Capital Trust Authority
Educational Facilities Lease Revenue and
Refunding Bonds, Series 2024
(Plato Academy Schools Project)
Closed December 2024**

Tax Reform — Private Activity Bonds (PABs)

- Nonprofit organizations such as charter schools, private K12, colleges and universities and hospitals have been able to issue tax-exempt bonds to fund facility expansion.
- These are known as private activity bonds or PABs.
- Many elements of the current tax code expire at the end of this year, the Trump Administration and Congress are working on a revision.
- As in 2017, bill drafters may look to eliminate certain exemptions, PABs are one.
- We need all borrowers to contact their Congressional representatives.



School Safety Solution

A flexible, affordable location-aware technology platform



Solution in Focus

The school safety conversation is overwhelmingly focused on preparing for active shooter events and other instances of mass violence, **but 99.99% of violent incidents in schools have nothing to with that**. It is the accumulation of pervasive, day-to-day encounters with violence that erode the morale of school staff and fail to support an appropriate learning environment for students.

As job vacancy rates continue to rise, **schools must invest in creating a safe and supportive workplace** to attract and retain teachers and other staff.

The **VersaBadge School Safety Solution** provides a simple, easy to deploy RTLS system that is purpose-built to facilitate early intervention and de-escalation of both every-day altercations and mass events in schools.



VersaBadge Infrastructure

Flexible Bluetooth Low Energy (BLE) platform that utilizes a network of beacons and receivers.

Beacons (or badges) are assigned to staff members or given to visitors, and can be easily worn or affixed. Each beacon broadcasts a unique BLE signal.

Receivers are installed throughout key areas of the school and scan for badge signals. Each receiver is connected to our cloud-based software by either PoE (Power over Ethernet) or WiFi.

Our **proprietary algorithm** processes data from the receivers to determine location. Location information is presented via a dashboard or map in real-time and through retrospective reporting.

Staff/Visitor Badge



Receivers

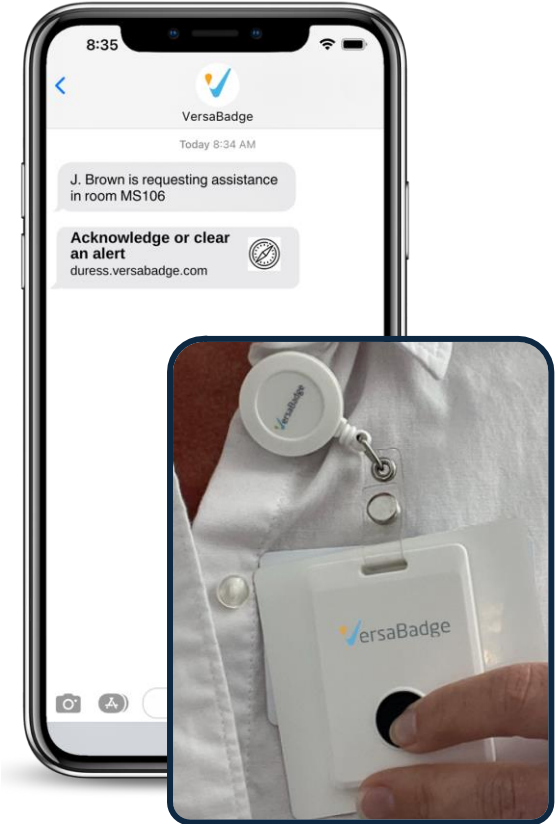


Facility Map



Staff Duress Alerting Functionality

- Staff members wear a badge with a small physical button. Pressing the button twice triggers a series of discreet, preconfigured alerts to designated alert recipients via the VersaBadge mobile alert app, desktop dashboard and SMS.
- Alerts include the name of the staff member and their specific location, with subsequent alerts if their badge location changes.
- Responders easily initiate response notifications to indicate that help is on the way and log notes after the alert has been addressed. Historical alerts and alert details are stored, with insightful reporting capabilities.



Safety Beyond Staff Duress



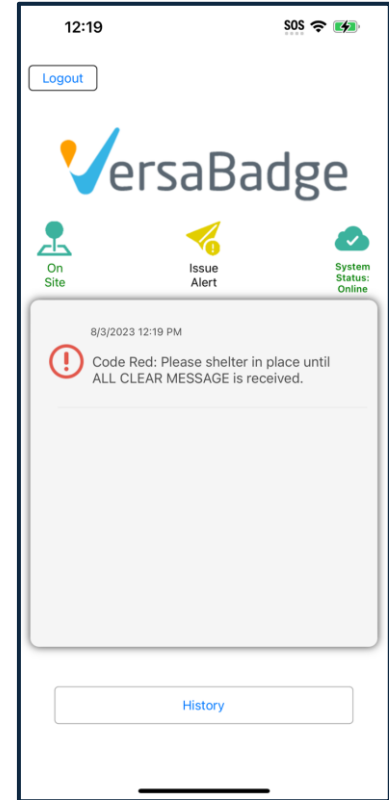
Mass Notifications

Administrators and designated users can send alert notifications to specific groups or all staff in case of emergency (e.g. “Active Shooter”).



Visitor Management

Check in school visitors and monitor their location throughout the property. Provide alerts when visitors exceed expected time on campus.



Deployment & Support

Simple, Straightforward Installation

- Rapid installation with coordination from VersaBadge specialists and IT or Facilities stakeholders

Network and Power Options

- WiFi with AC Power: Provides power via standard AC outlet and network connectivity via WiFi
- Power Over Ethernet (POE): Provides power & network connectivity via Ethernet cable

System-as-a-Service (SaaS) Package

Priced as a flat, annual (or monthly) fee with no hidden costs, including:

- Hardware replacements
- Batteries (monitored and replaced proactively by VersaBadge)
- Deployment support and training
- Ongoing system support and maintenance
- Hardware and firmware upgrades to the latest technology





School Safety Solution



www.versabadge.com



info@versabadge.com





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Questions & Answers

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