



**Eagle Arts Academy, Inc.
Meeting of the Board of Directors**

Minutes

March 13, 2017

A meeting of the Board of Directors (the "Board") of the Eagle Arts Academy, Inc. ("Academy"), was held on Monday, March 13, 2017 in the conference room of Academy administrative offices, 1000 Wellington Trace, Wellington, Florida, pursuant to due notice commencing at 12:10pm.

Roll Call: Michelle Morley, Sheri Klostermeyer; Via Teleconference: Tim Quinn, Colleen Kirk, Donna McGowan (arriving 12:13pm) (quorum established). Dr. Jon Robertson was unable to attend do to a schedule conflict.

Administrative Staff and Invitees: Principal Gregory Blount, Business Manager Kristin Kolbenschlag, Phil DiComo, Legal Counsel, Joe Asen, Financial Advisor from CSMC, Bonnie Kaye, Kaye Communications, and Kevin Burgess, Charter School Capital.

Board Chair Tim Quinn called the meeting to order. As Mr. Quinn attended the meeting by phone he made a motion that Mr. Blount serve as temporary chair solely for the purpose of running the meeting for efficiency purposes, and Michelle Morley seconded the motion, which was approved unanimously.

1. Old Business:

Approval of February 6, 2017 Board Meeting Minutes:

After review,

Colleen Kirk motions to accept the February 6, 2017 Board Meeting Minutes

Tim Quinn seconds the motion

Motion unanimously approved

IDEA Mediation Update

Mr. Blount gave a status update of the status of the mediation between the School District and 18 county charter schools, including Eagle Arts. The District has finally accepted that all 18 schools can represent themselves at the mediation after insisting that they choose only three representatives. The 18 charter schools will meet later this week to discuss strategy. The directors and Mr. Blount discussed the mediation, the effect of School District policies on funding the school and their interest to continue with the mediation process.

After discussion,



Michelle Morley motions for the Board to authorize EAA to continue the course of mediation.

Sheri Klostermeyer seconds the motion

Motion unanimously approved

2. New Business:

Board Resignation

Mr. Blount noted that Mr. Quinn received the written resignation of Chantal Segurolo from the Board of Directors. Mr. Blount acknowledged the numerous contributions Ms. Segurolo made to the school, and thanked her for her efforts. He noted she stayed on the board after her children moved on from the school. Mr. Quinn added his thanks to Ms. Segurolo for all of her hard work and dedication as a member of the Board. After discussion,

Colleen Kirk motions for the Board to accept the resignation of Chantal Segurolo, with appreciation for all of her efforts.

Sheri Klostermeyer seconds the motion

Motion unanimously approved

Communications Update

Mr. Blount introduced Bonnie Kaye of Kaye Communications who outlined a proposed student recruitment and communications strategy to overcome previous inaccurate and fake news negative media coverage with positive stories associated with the school. She said there will be a focus on the school's enabling student's to discover their passions, and on all the wonderful opportunities there are for students that aren't available elsewhere (she noted the third grade coding program as an example). She spoke at length about the proposed strategies which will have numerous prongs, including internal communications, "think-tank" messaging, arts and education, arts media and school recruitment. She also provided background on her firm and its personnel. The directors had an opportunity to comment on the program and ask questions. Mr. Blount noted that the communications program would be holistic and touch on internal and external communications and would have numerous providers working in conjunction with school staff.

Financial Update

Mr. Blount asked Mr. Asen to review the Academy balance sheet and financials which had been provided to the members of the board. Mr. Asen reviewed the financials and noted that the latest student count is lower than it was projected for this school year. He said current average enrollment is lower than expected at 686 students, but still higher than the 2015-16 average numbers at 674 students. The goal for the upcoming school year is to be



at 800 students. The result will be a possible cash flow issue, and not a budget issue, due to our current lease agreement with the property and ESJ Capital. Because of this, EAA will need potential gap funding between now and the October student count. This then led to a discussion of financing issues by the board.

Charter School Capital

Mr. Asen introduced Kevin Burgess of Charter School Capital, a company specializing in short-term bridge financing options in the form of advances on accounts receivables. Mr. Burgess provided background information on his company and their history working with charters schools. A discussion ensued regarding school financial issues and board members asked numerous questions to Mr. Burgess. Ms. Morley asked about the fee structure, to which Mr. Burgess explained that because of his firm's existing relationship with CSMC, they have agreed to waive the \$450 application fee and to discount a one-time annual program fee from 2.5% to 2%. Mr. Burgess also noted that the first step in the process is to complete a pre-qualification form and to designate at least three authorized signers on behalf of the school. At a board meeting after the qualification period the Board will be presented with an Charter School Capital acknowledgement resolution for review and approval and upon such approval, can request financing pursuant to the program. After discussion of such matters,

Colleen Kirk motions to approve EAA submitting the prequalification form and naming each of Tim Quinn, Michelle Morley and Greg Blount as authorized signers with Charter School Capital.

Tim Quinn seconds the motion

Motion unanimously approved

Church Sublease

Mr. Blount reported that the church currently subleasing space from the Academy has notified the school of its intent to vacate the premises after June 30. Mr. Blount is looking for a replacement tenant that will pay fair market value for the space (unlike the current church), likely another church, and/or a day care provider. The school has also explored the possibility of running its own pre-school on the premises if a tenant is not identified.

EXECUTIVE DIRECTOR / PRINCIPAL UPDATE

Mr. Blount is in the process of getting quotations from web site and social media providers, and the school will soon update its web site. He noted that the school will focus on a new slogan: "Eagle Arts Academy: Where children's passions are discovered!" Mr. Blount discussed efforts to re-engage parents in their home rooms as the monthly PAC meetings have not been well attended by parents. He also told directors that he would meet



individually with each director to discuss board expectations and their work on behalf of the school and explore areas where each may be able to focus efforts.

BOARD COMMENTS – None

PUBLIC COMMENTS – None

The next meeting of the Board of Directors is scheduled for Monday, April 3, 2017, at noon in the school library.

Michelle Morley motions to adjourn the meeting at 1:30pm
Sheri Klostermeyer Seconds
Motion Unanimously Approved

