

MINUTES
VSWEA BOARD OF DIRECTORS
REGULAR MEETING
WEDNESDAY, OCTOBER 20, 2021
VIA [Zoom](#)

MEMBERS PRESENT:

Gregory Schneider (GS) – President

John Tanner (JT)

April Sauer (AS) – Secretary

Danielle Martinez (DM)

Dan Franks (DF) – Treasurer

Nellie Grossenbacher (NG)

Kerstin Kubina (KK)

MEMBERS ABSENT: None

The President, Treasurer and Secretary were present, and a quorum was reached.

GUESTS

Invitees of the Board:

Frank Mirizio (FM)

Michelle Kratzer (MK)

Members of the public present via Zoom/Registration through Google Forms:

- Nicholas Casura
- Andrew Young
- Barb Cunningham

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- Alison Easter
- Benjamin Yen-Yi Fong
- Blayne Goodman
- deb
- Heather Sullivan
- Sophia McCurley
- Helena Moriarty
- Barb
- Megan
- Laura Heaney

OPENING VERSE / INTRODUCTIONS

Meeting was called to order at 6:33pm. GS welcomed the public to the meeting, read the opening verse, and reviewed meeting procedures.

BUDGET AND FINANCE

Enrollment Update

FM We're back up to 289 students. We have 3 more coming in November, which will push us up to the 290 mark. We've had students who are missing 10 days, so I've had to let some students go. But student enrollment overall is looking good.

GS Excellent, thank you. Please thank Crystal Lee because she's doing a great job.

FM She really is. She works hard every day. She feels like she's harassing people, but it's working because people are getting their paperwork turned in.

Fundraising Update

GS DM, can we get an update on the tax credit campaign?

DM Postcards and flyers will be going out this week. We're continuing to contact businesses to see if they're willing to give. We're at \$1400 so far, and we'd like to boost that up to \$40,000.

GS Some progress there, but a long road to go to get to our goal. Thank you for leading our charge. Are we planning on using any Michaelmas photos for our marketing materials for the tax credit?

DM Laura has been working on the flyers, so I think she will use some Michaelmas images.

NG She met with a vendor in New York to discuss Order My Gear. We provide the logos, she creates the items, and sets up the website. She also creates a spreadsheet for us. It removes

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the triangle of Shopify and needing to go back into a DMS bank account. It's strictly fundraising. We can all collectively get into a conversation to discuss it further. We can open and close the store as we'd like. It takes a lot of the leg work out of our hands. It's frustrating to deal with all these places, so this simplifies it. We'd just get a check from her. I talked with KK today, and if AS wants to pursue it, I think it could work. It's \$100, so we can just take that out of the fundraising we do.

KK I love it. I'd honestly pay her \$300 for her to take this off our plate.

NG Yeah, it was a turnkey solution. She's a stay at home, so we're supporting a small business, so I like that.

GS Sounds awesome. Keep talking to her, and let's go from there.

NG Are we okay with pulling the \$100 from the first check to pay her?

GS That sounds good to me. Does she take a cut from the other sales too, or is it just an upfront fee?

DF Do we have a way or mechanism to see what purchases are being made and who is making them?

NG She was showing me spreadsheets, so I think so. The details should be there.

DF I'd like to know who's interacting with the site, so we can contact them, thank them, etc.

NG I can ask. It gives us the option to make holiday shirts or a small bulk order. We can do all of that as well.

MK Does she only do shirts? It sounds like she does mugs. What else does she do?

NG She has catalogues of what she does. I'm sure she can get whatever we're interested in getting unless it's a wheelbarrow.

GS It sounds good. Just keep it going.

NG Is this a project that the board typically does, or does Parent Council do it?

KK This is new.

AS There used to be store on campus in the office, but never online. It was parent run, and it petered out, which is why we wanted to start something online. NG, we'll need to chat about this, and I can get those logos to you, and we can work through the details. Thank you for putting this together. It seems to solve all of the issues we were running into with Printful.

Financial Update

11.03.21 Approved

GS Shared his screen and reviewed the Profit and Loss Sheet for July-September 2021. Net income at \$52k. I think it's a little high right now because of the way it was put together by our accountant. We're in the black by a healthy margin, so looking good on that front. Shared his screen to show the Balance Sheet. Net income is at 2.6 million. At this point, we're just waiting for our fundraising to take off, so we can stay in a good place.

Mortgage Refinance Update

GS An update from me, FM, and DF. We spoke with Amy Bird from RSF regarding our loan maturing. They want to continue the relationship. We like RSF, our missions are aligned, but we are looking at other players in the market because the interest rate is high. We have a fiduciary obligation to pick what's in the best interest of the school. When the cost is that disparate, it gives us pause. Amy said she'd see what she can do for us in a renewal and get back to us. We're working on other lenders who also align with us. We're trying to get to that point where there's an initial sense of what they can do. Hopefully, we'll have a few options for when it's time to refinance.

KK Thank you for taking that on. It's not easy. It's a lot of work, but it will help us.

GS Yeah, if we can reduce that monthly payment to lenders, that would help us.

Audit Approval

GS There's a new regulatory requirement regarding our audit. We had a compliance questionnaire, which I forwarded to the board.

GS moved to approve the DMS audit for fiscal year 2021 including the compliance questionnaire. DM second. No further discussion. Unanimous vote in favor: GS, AS, DM, DF, KK, NG, JT. **Motion passes.**

Bathroom Approval

FM I sent you all the estimate for the bathroom. It'll come out of the ESSER funds. Jimmy Wahbeh turned me on to that vendor, and I'm thankful since we had so many vendors fall through the cracks. This vendor is doing a great job. He's given me a greenlight for the cement slab for the woodshop as well for \$15k, so I'm hoping to move forward on the bathroom and the woodshop. I wanted to let you know it'll be the same vendor.

GS moved to approve moving forward with the proposal from Modern Renovations that Frank Mirizio sent to us in the total amount of \$51,431.31 to be taken from the school's ESSER funds. DM second. No further discussion. Unanimous vote in favor: GS, AS, DM, DF, KK, NG, JT. **Motion passes.**

EXECUTIVE DIRECTOR

Update

11.03.21 Approved

FM It's been an exciting week. I need to thank so many of our board members—NG, KK, DM, and MK for helping with the BBQ. It's an awful lot of work, but it was worth it. First field trip today--4th grade went to South Mountain park. 6th grade is going to the Science Center. We had our first meeting to plan the Medieval Games. JT is a part of that committee. We've started the process for the Lantern Walk. Everyone who describes it to me makes it grander and grander. I've been told that I need to prepare to get my socks knocked off. We've sent out flyers to the kids. Something will go on ParentSquare soon. It'll be Wednesday, November 10th. The next day is Veteran's Day and we're off school, so we thought that would be good timing. The Halloween Carnival is this weekend. The pavers at the high school are done. The flowers are in. Picnic tables are moving in. We're going to overseed with winter grass there. We're in the midst of planning a November and December high school and junior high night to hear what the high school is like. We want people to see the improvements we're making, and also to have a bbq for the 8th graders. If we can get 22 8th graders to stay, it will really change the high school to start getting 70-80 kids in it. Everyone is willing to do that. The full court press is on. I think that's it. It's an awful lot. The way people like JT and Jean tell me, this is how it normally is. It's exciting. Not everyone makes every event. But they make some events, and it's exciting. Our events are a focal point like Michaelmas. What a great assembly. It was a huge crowd, a huge success. About 200 parents showed up.

DM Thank you, FM. It's Martinmas for November. Thank you.

NG I want to thank you for putting together events for the middle school to keep them involved and together to stay in the high school.

GS Having these events is so important, and we're grateful we're reaching some sense of normalcy.

AS I just wanted to give a shout out to the individuals who made the new dragon. It was just stunning and sparkly and magical. I know how many hours and tears something like that takes, and it was just amazing. I feel like our school is having a renewal right now, and it just felt right that we should have a new dragon. So thank you and a big shout out to all those who helped with that.

FM It was picture week, and we hired our very own Reg Madison Cedillo to take the photos. She's a professional photographer. Reg convinced Ms. Falconburg to take her photo in the boat on the pond, and she lost her balance and into the water she went. The kids just thought that was the best thing ever, and she just finished her day like that. She was such a good sport about it.

DM Can we check with Reg? Does she need a couple more hands?

FM Deb and Bonnie are helping out. Reg is a wonderful photographer. She even came up with an idea to have siblings do photos. She's very positive and thinking outside the box, and our parents appreciate that.

KK You mentioned the hearing screening. Have we done that in the past? Have I missed it?

11.03.21 Approved

FM It's not new. We're supposed to do it every other year for all students. We're going to follow that rule. We'll stay in compliance. It'll cost us a little extra money to get that done, but it's important. It helps our families, and it helps our teachers. It's a state health law.

KK Awesome. I wanted to thank you, NG, so much for moving pavers and laying pavers. All that work is incredible.

NG Do we have a mascot?

FM Yes, for the high school we are the firebirds. I haven't made uniforms yet. I'm not sure if they want the DMS logo or a firebird logo. We did find a tennis coach. Angelina Hart has been a lifelong tennis player, and she's willing to start a fledgling program. This is a new sport we're happy to add. If it stays at 20 kids, I'll probably try to get an assistant because that's a lot of kids to supervise.

GS A friend of mine is a tennis pro, and I emailed him to see if he had any connections. So that may help to alleviate some of this stress.

FM That's great. If he has any old supplies like baskets or ball shooters, we'd love some start up supplies.

GS Got it; I'll ask him.

BOARD PROCEDURES

Approval of Minutes

GS moved to approve the 10/06/21 Meeting Minutes. NG second. No further discussion.
Unanimous vote in favor: GS, AS, DM, DF, KK, NG, JT. **Motion passes.**

Student Representative

GS DM brought up an interesting idea regarding a student representative on the board.

DM I'd like to know more from the high school. For example, the students went on their field trip, and I'd love to hear about that. Maybe they could come once a quarter and talk with us. I spoke to GS, FM, and Crystal. Crystal recommended Emma, our student body president. She suggested we write up suggestions ahead of time so she'd know what to prepare.

GS I like it. Are we thinking once a semester? Maybe December and then again in late April or early May? It would be nice to get that student perspective.

DM That's what I was thinking.

FM I think this is a wonderful idea. This gives them some leadership opportunities. I believe Emma is a wonderful choice. She's delightful. I think we should move forward on this.

11.03.21 Approved

GS Can you make a note on our calendar to ask the high school student body president to attend our December meeting and April meeting?

AS Yes.

GS Our next meeting is 11/3, and it'll be longer as we'll be doing our interviews.

KK FM, is anyone coaching you in making a lantern?

FM No, I didn't know I was supposed to be making a lantern. I'll check in with JT and get some tutoring about that.

NG You should. It's really special.

GS moved to adjourn tonight's meeting. NG second. No further discussion. Unanimous vote in favor: GS, JT, AS, DM, NG, DF, KK. **Motion passes.**

CLOSING VERSE

DM read the closing verse.

Meeting was adjourned at 7:19pm.

Prepared by AS on 10.20.2021.