

MINUTES

Meeting of the Board of Directors – Envision Schools
 Support Office: 436 14th Street Suite 920
 Oakland, CA 94612
 March 24, 2011: 4:00PM – 7:00PM
 Dial-In # is (866) 634-0822 Code: 103193

I. PRELIMINARY

1. **Call to Order** – Meeting was called to order by Natalie Walrond at 4:05PM.
2. **Roll Call** – Bob Lenz, Natalie Walrond, Larry Rosenberger, Chris Grapes, Helen Bulwik, Greg Daily, David Cooper, Lawrie Mott, and Amy Verneti
Others in Attendance: Jane Breyer, Judy Hill, Brian Greenberg, Erika Andrew Nielsen, and Alicia Siegel
3. **Approval of Minutes from January 27, 2011 Board Meeting**
 - Lawrie Mott offered an amendment to the minutes. The previous version stated that the development team had reached their financial goal for the year, which will be amended to state that the development team reached their individual financial goal for the year.
 - Motion: Lawrie
 Second: Helen
 9 Yes 0 No
4. **Approval of Minutes from March 3, 2011 Special Board Meeting**
 - All in favor, none opposed.
 - Motion: Lawrie
 Second: Helen
 9 Yes 0 No

II. PUBLIC COMMENT/ANNOUNCEMENTS

Non-agenda items. No individual presentation shall be more than three (3) minutes and the total time for this purpose shall not exceed fifteen (15) minutes. Ordinarily, Board members will not respond to presentations and no action can be taken. However, the Board may give direction to the Staff following a presentation.

III. REPORTS

1. **CEO Report**
 - Bob opened the meeting by giving an update about the visit to CAT by the Alliance for Excellent Education and Educurious. He stated that the visit went very well, and that Envision was mentioned in a great blog posting by Maria Ferguson, the VP of Policy at AEE. Bob also traveled to Washington DC earlier in the month to meet with former Governor Bob Wise, Daniel Leeds, and other policy-informers.
 - In addition, The American Youth Policy Forum, comprised of Senate and House staff members, visited Impact Academy. This visit also went very well, and we have since received a positive letter from AYPF regarding their visit.
 - The Western Association of Schools and Colleges visited Impact in March, to determine accreditation status. Impact has since received a very positive statement from WASC, which specifically mentioned the contributions of the ES Board of Directors to the organization.

- Bob gave an update about the recent CAT charter renewal, which was successful and passed 6-1. He showed video of the hearing, which we will soon have on our website.

2. Key Performance Indicators Update

- Brian gave a general update of the key points of the most recent KPI data. He stated the area that needs the most improvement is grades, which we are working to boost, along with SAT scores. Additionally, 93% of our seniors have applied to the CSU system.
- He also stated that enrollment numbers are good at every school, but that Metro's upcoming move may create some enrollment issues initially, as students decide whether or not to commute to the new campus.
- Brian also presented the newest Beyond 12 data, which shows that 90% of last year's seniors have been tracked, and 88% of them are enrolled in a 2 or 4-year college.
- Bob explained that many of our students are attending 2-year colleges in lieu of 4-year colleges because grant money, including Pell grants, is more difficult to come by.
- Natalie asked for clarification regarding the standardization of our KPI data, and Brian explained that he trusts the data and that it comes from staff, principals, and state data. Natalie then followed up and asked why Envision Academy's KPI metrics were so low and Brian explained that there has been some staff turnover and general school culture issues that are responsible for this.
- Larry asked if the rate of students going to 4-year colleges would rise with higher scholarship awards, and if so, what number would allow this to happen? Bob and Brian agreed that 10-15K would make a huge difference to students when choosing between a 2 and 4-year college.

3. Finance Committee Report & California Budget Update

- Judy presented the new financial information and let the board know that we are tracking well financially. Natalie asked that Judy provide the board with a cash vs. accrual slide in all future board packets, and Judy agreed.
- Judy also noted that we may need to contract with Charter School Capital (CSC) again, sometime in the future. She stated that she, along with Bob and David will meet with CSC in the future to negotiate a lower interest rate. David stated that we are currently working with CSC far less than in the past, and Judy followed up by stating that we are on a path to break even in the next few years.
- Lawrie gave an overview of the newest Development numbers and stated that we are currently trending very close to our FY10-11 goal. Jane explained that we currently have many grant proposals that are either being considered now, or will be in June at various foundations' June board meetings. She stated that our pipeline is becoming mature, and that we have good relationships with various foundations. Jane also stated that the development team will capitalize on the opportunity that Metro's upcoming move to the Gloria R. Davis campus presents.
- Bob closed the presentation by explaining that the California budget is currently stalled, and the tax extension may not happen. There is the potential that we will receive \$350.00 less per student from state funding next year. We are building a budget based on receiving \$350 less per student.

IV. PRESENTATION

1. Directors' Committee Presentation: Collaborative Audit Findings

- Natalie opened by stating that Chris Grapes' audit is far-reaching, and will be useful to us as a tool to look at and analyze our strengths, and areas where we might improve. She also stated that we should use this document to focus on higher-level strategic issues.
- Chris gave an overview of her presentation, including: the purpose, what metrics were used, and a summary of key outstanding differences. She stated that Envision Schools

has the lowest government grant to expense ratio and that all CMOs, with the exception of one, do not break even on government funding, alone. Chris then explained the development/communications department differences among the CMOs, including that many CMOs are realizing that it is cost-effective to have a development department.

- The board then discussed the SWOT analysis portion of the audit. Larry reminded the group that it is best to keep in mind the difference between common practices and best practices, especially when analyzing what other organizations are doing. Greg followed the discussion by asking if Bob would use the audit to inform his work going forward. Bob stated that the audit would help inform our strategic plan, and the work that each department does.
- David stated that the audit is a great benchmark study, and several board members agreed. He also stated that it is a great tool for new board members to have, as it will help them become familiar with the environment Envision Schools works in. The board then thanked Chris for her presentation and the work she put into the audit.

V. ACTION ITEMS

Consent Agenda

1. Approve Auditor Selection
 - Lawrie moved to approve all consent agenda items, Helen seconded.
8 Yes 0 No
2. Approve Judy Hill, CFO, as a bank account signer
8 Yes 0 No

VI. CLOSED SESSION

1. 3 Personnel Items
 - Nothing to report.

VII. ADJOURNMENT

- Meeting was adjourned at 6:55PM.