



## Seaside School, Inc

### April Finance Committee Meeting

#### Monthly Meeting

Published on April 13, 2023 at 1:57 PM CDT

Amended on April 14, 2023 at 7:38 AM CDT

---

#### **Date and Time**

Friday April 14, 2023 at 9:00 AM CDT

#### **Location**

Barker Williams, PLLC  
60 Clayton Ln Suite B-1,  
Santa Rosa Beach, FL 32459

---

Founded in 1996

Serving Students in Grades 5 - 12

*We seek to sustain an educational community where an emphasis on academic excellence is complemented by our concern for each learner's personal growth and intellectual, aesthetic, and psychological development. The curriculum is developmentally responsive – actively engaging students in learning skills in context, integrative – directing students to connect learning to daily lives, and exploratory – enabling students to discover their abilities, interests, learning styles, and ways that they can make contributions to society.*

**Information on procedures for public comment can be found at**

**<https://www.seasideschools.net/domain/35>.**

If anyone needs special assistance to participate in the public input session, every effort will be made to provide an appropriate accommodation. When requesting

accommodations for public input, please allow no less than 1 business day notice prior to the scheduled meeting.

Specific issues about a particular student should only be addressed to the school's Director of Student Services, rather than the Board of Directors.

All public comments will be taken under advisement by the Board, but will not elicit a written or spoken response. The names of persons providing public comment and a brief summary of topics or input will be included in the meeting minutes published. A response will be provided to the stakeholder within seven (7) days.

## Agenda

	Purpose	Presenter	Time
<b>I. Opening Items</b>			<b>9:00 AM</b>
<b>A.</b> Record Attendance			1 m
<b>B.</b> Call the Meeting to Order			
<b>C.</b> Approve Minutes	Approve Minutes	Thomas Miller	1 m
Approve minutes for Budget Workshop on April 5, 2023			
<b>II. Finance Meeting Topics (2023-2024 Budget)</b>			<b>9:02 AM</b>
<b>A.</b> Budget Updates	Discuss	Kav Tucker	15 m
1. Updated budget draft (new personnel added and revenue source) (goal is to foundation revenue at \$260,000) <ol style="list-style-type: none"> <li>1. Increased personnel (facility manager, cleaning crews)</li> </ol>			
2. High school expansion: <ol style="list-style-type: none"> <li>1. Transformer to be added (Estimated 10K - 30K)</li> <li>2. Restrooms (need to identify current codes and potential costs for mobile units)</li> <li>3. Drafted 36 month lease attached</li> </ol>			
3. What is our current strategy to either: <ol style="list-style-type: none"> <li>1. Decrease expenses</li> <li>2. Increase revenue?</li> </ol>			
<b>B.</b> April Financials Update	FYI	Kav Tucker	10 m

Purpose    Presenter    Time

The projections have come a long way from last month going from a projected deficit of (\$923) to right now a projected surplus of **\$97,404**.

This improvement is largely attributed to the removal of the portable costs previously included in the year end projection. Other areas are improvements in ESSER Revenue as well as recovery of some prior year security enhancements paid for with Hardening Grant funds - \$10K.

To remind us of the major changes recently, I'm leaving the info from changes made to projections last month below:

1. Raises =        **(\$186,000)** (inc benefits)
2. Bonuses =     **(\$165,000)** (inc benefits)
3. **REMOVED** Portables =    **(\$91,000)**; \$60K for delivery + \$30K estimated for land/building prep & set up
4. Removed Guard Rails =    \$95,000
5. Updated the LBL Contract figures =    **(\$99,000)**
6. Removed the Contingency =    \$75,000
7. Removed any future FFE =    \$34,000 (if purchased my expectation is that it would be reimbursed through ESSER)
8. ESSER III =    \$106,000; offset of 2 employees currently on staff.

I expect additional ESSER funds coming, but the timing of that is questionable if it will come in before the fiscal year end passes. There is also room for improvement with Industry Certs and/or AP Funds coming in higher than budgeted.

**III. Other Business**

**9:27 AM**

1. Strategies to increase revenue
2. Employee Compensation Projects

<b>A.</b> Athletic Booster Revenue Ideas (Booster Ideas - past Board Conversations)	Discuss	Kav Tucker	5 m
---	---------	------------	-----

[Click here](#)

<b>B.</b> Capital Campaign (Are you Ready Assessment)	Discuss	Thomas Miller	5 m
---	---------	---------------	-----

See attached.

	Purpose	Presenter	Time
<p>Considering this is the first true Capital Campaign in the school's history. In addition, they have support systems to provide training and setting up the Client Relations Systems.</p>			

Based out of Orlando and has experience working in Tallahassee in the Capital Building.

<https://sharityglobal.com/our-experts/>

<p><b>C. Employee Compensation Projects (On-going)</b></p>	<p>5 m</p>
--	------------

1. Total Compensation Packet draft ([Click here](#))
2. Seaside Salary Scales draft ([Click Here](#))

In running the new scale here are the differences in teacher salaries (ONLY - no stipend) for 2023-2024:

Middle

2023-2024 Old Scale = \$874,456

2023-2024 NEW SCALE = \$911,395

Increase of \$36,939

High

2023-2024 Old Scale = \$560,234

2023-2024 NEW SCALE = \$609,546

Increase of \$49,312

<b>IV. Closing Items</b>	<b>9:42 AM</b>
--------------------------	----------------

<p><b>A. Adjourn Meeting</b></p>	<p>Vote</p>
----------------------------------	-------------

# Coversheet

## Approve Minutes

**Section:** I. Opening Items  
**Item:** C. Approve Minutes  
**Purpose:** Approve Minutes  
**Submitted by:**  
**Related Material:** Minutes for Budget Workshop on April 5, 2023



## Seaside School, Inc

### Minutes

#### Budget Workshop

#### Budget Workshop

---

#### **Date and Time**

Wednesday April 5, 2023 at 10:00 AM

#### **Location**

Seaside Neighborhood School  
10 Smolian Circle  
Santa Rosa Beach, FL 32459

---

Founded in 1996  
Serving Students in Grades 5 - 12

*We seek to sustain an educational community where an emphasis on academic excellence is complemented by our concern for each learner's personal growth and intellectual, aesthetic, and psychological development. The curriculum is developmentally responsive – actively engaging students in learning skills in context, integrative – directing students to connect learning to daily lives, and exploratory – enabling students to discover their abilities, interests, learning styles, and ways that they can make contributions to society.*

**Information on procedures for public comment can be found at <https://www.seasideschools.net/domain/35>.**

If anyone needs special assistance to participate in the public input session, every effort will be made to provide an appropriate accommodation. When requesting accommodations for public input, please allow no less than 1 business day notice prior to the scheduled meeting.

Specific issues about a particular student should only be addressed to the school's Director of Student Services, rather than the Board of Directors.

All public comments will be taken under advisement by the Board, but will not elicit a written or spoken response. The names of persons providing public comment and a brief

summary of topics or input will be included in the meeting minutes published. A response will be provided to the stakeholder within seven (7) days.

---

**Committee Members Present**

K. Tucker, L. Meadows

**Committee Members Absent**

A. Winicki, D. Lilienthal, G. Latour

**Guests Present**

D. Ward, J. Robbins, K. Mixson, L. Blue (remote), S. O'Prey (remote), T. Horton (remote), T. Miller, T. Peterson (remote)

---

**I. Opening Items**

**A. Record Attendance**

**B. Call the Meeting to Order**

K. Tucker called a meeting of the Finance Committee of Seaside School, Inc to order on Wednesday Apr 5, 2023 at 10:03 AM.

**C. Approve Minutes**

**II. Finance Meeting Topics (2023-2024 Budget)**

**A. Budget Updates**

This year's FFP (per pupil allotment).  
Portables (30 K in this year's budget for Utilities)  
Portables (\$100K for the drop off and pick-up)  
Need to look at possible insurance for these portables.  
Personnel line item currently based on 2023 approved step ups and current year  
Contingency set at \$86,000.  
Find a solution to the annual step up (not be reactive but responsive) The  
Committee does not believe that the \$86,000 in contingency is enough to cover  
the potential increase.

Kim looking at staffing in the middle school for additional support.

Looking to add to the budget:

- Facility Manager
- Receptionist for middle school (or increase current admin role)
- Foreign Language in HS
- Custodial services for high school?
- Owners rep for the expansion
- Possible in house tech.

Textbook adoption is a large expense this year.

We also believe there is a need for building improvements for the year.

Question to answer: Let's gain clarity in the role of grant support (who at Seaside is responsible for the grants)

Can we get clarity on the capital repairs budget line items.  
Athletics (Budget more and raise the funds to make it a wash - this includes additional AD support)

Commitments:

Staffing (Scott and Kim)

Facility Needs List (Drew and Kim)

Roles Clarity (Scott)

Athletics (Drew/Tom/Scott and Teresa to brainstorm) Increasing stipends for the coaches.

Ultimately looking at a \$250,000 swing

#### **B. April Financials Update**

There are no updates or decisions to be made for the current budget.  
ESSR funds are being used for the math texts.

#### **C. Seaside Schools Employee Compensation Projects (Drafts Only)**

We worked through the Total Compensation and will have it completed by contract time.

Run a couple of models with a different bases.

Build in a longevity stipend.

Look at the base and increase the base per step up (10 years).

Questions to answer: What is the retention issue?

### **III. Closing Items**

#### **A. Adjourn Meeting**

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 11:39 AM.

Respectfully Submitted,  
T. Miller

---

#### **Documents used during the meeting**

- Draft 23-24 Seaside School Budget 030123.xlsx



# Coversheet

## Budget Updates

**Section:** II. Finance Meeting Topics (2023-2024 Budget)  
**Item:** A. Budget Updates  
**Purpose:** Discuss  
**Submitted by:**  
**Related Material:** Seaside(4)Lease.36.pdf



Mobile Modular Management Corporation  
 1100 State Hwy 559  
 Auburndale, FL 33823-9356  
 Phone: (863) 965-3700  
 Fax: (863) 965-7814  
 www.mobilemodular.com

**Lease Quotation and Agreement**

Quotation Number: 536404  
 Lessee PO/Ref:  
 Date of Quote: 04/13/2023  
**Lease Term: 36 Months**

Lessee Name and Billing Address	Site Location	Lessor Name
The Seaside School, Inc. ("Lessee") 109 Greenway Trail Santa Rosa Beach, FL 32459  Scott O'Prey	The Seaside School, Inc. 109 Greenway Trail Santa Rosa Beach, FL 32459	Mobile Modular Management Corporation ("Lessor") <b>Questions?</b> Contact: Ross Smith Ross.Smith@MobileModular.com Direct Phone: (229) 848-3917 Fax: (352) 475-1469

Equipment and Accessories	Qty	Monthly Rent	Extended Monthly Rent	Taxable
Eco II Xpand, 24x36 DBPR (Item2093) <i>Viny covered Gypsum (VCG) Interior. Factory New or Like New</i>	4	\$1,825.00	\$7,300.00	Y
RNT, Ramp <i>(2) 40' Deck/Landing Each With an ADA Ramp &amp; Educational Approved Step</i>	1	\$1,350.00	\$1,350.00	Y
Delivery-related Services	Qty	Charge Each	Total One Time	Taxable
<b>Eco II Xpand, 24x36 DBPR (Item2093)</b>				
Block and Level Building (B4)	4	\$5,350.00	\$21,400.00	Y
Delivery Haulage Fuel 12 Wide Lowboy	8	\$588.00	\$4,704.00	Y
Delivery Haulage Lowboy 12 wide	8	\$3,850.00	\$30,800.00	Y
Essential Material Handling Fee	8	\$75.00	\$600.00	N
RNT, Ramp Install	1	\$8,930.00	\$8,930.00	Y
			<u>\$66,434.00</u>	
Security Deposit	1	\$70,820.00	\$70,820.00	N
			<b>Total</b>	<b>\$ 137,254.00</b>
Estimated Return-related Services	Qty	Charge Each	Total One Time	Taxable
<b>Eco II Xpand, 24x36 DBPR (Item2093)</b>				
Cleaning Fee	8	\$450.00	\$3,600.00	Y
Prepare Equipment For Removal (B4)	4	\$3,534.00	\$14,136.00	Y
Return Haulage Fuel 12 Wide Lowboy	8	\$588.00	\$4,704.00	Y
Return Haulage Lowboy 12 wide	8	\$3,850.00	\$30,800.00	Y
RNT, Ramp Removal	1	\$8,930.00	\$8,930.00	Y
			<u>\$62,170.00</u>	
			<b>Total</b>	<b>\$62,170.00</b>
Total Estimated Charges				
		Subtotal of Monthly Rent	\$8,650.00	
		Personal Property Expense	\$511.20	
		Taxes on Monthly Charges	\$599.67	
		<b>Total Monthly Charges (including tax)</b>	<b>\$9,760.87</b>	
		Charges Upon Delivery (including tax)	\$141,451.08	
		Charges Upon Return (including tax)	\$66,183.24	
		<b>Total One Time Charges (including tax)</b>	<b>\$207,634.32</b>	
Special Notes				

Thank you for contacting Mobile Modular.  
 Mobile Modular is a division of McGrath RentCorp.  
 536404, 04-13-2023 06:01 AM prod

# Lease Quotation and Agreement

Quotation Number: 536404

Lessee PO/Ref:

Date of Quote: 04/13/2023

**Lease Term: 36 Months**



**General:** Customer's site must be dry, compacted, level and accessible by normal truck delivery. Pricing does not include any clearing or grading of sites, obstruction removal, site or final building clean up, any asphalt transitions, dolly, crane, forklift, electrical or plumbing connections, window coverings, furniture, casework, appliances, doorstops, phone or data lines, gutters, downspouts or tie-in, temporary power, temporary fencing, traffic control, flagmen, soil and/or pull test, custom engineering, fees associated with inspections, city or county submittals and/or use permits, security screens, door bars and any item not specifically listed as being included.

**FL Not included in scope of work:** Site architect services, building permits, site contracting not limited to sidewalks, grading, site preparation, utilities/connections, fire alarm systems, fire sprinkler systems.

**FL Locate Responsibility:** Customer is responsible for scheduling all locates (www.sunshine811.com) and making Mobile Modular aware of any hazards before digging.

**FL Earth Anchors:** This proposal assumes the use of earth anchoring on grass or dirt surface. Tie downs to asphalt, concrete or sugar sand may incur an additional fee.

**Product Availability:** Product availability and delivery date are subject to product availability upon receipt of signed Agreement and/or credit approval.

**Delivery of Equipment:** Customer is responsible for selecting a suitable site and directing Mobile Modular on exact placement/orientation of the Equipment. Customer shall physically mark the site/pad to indicate corner locations for Equipment placement.

**Security Deposit/First Invoice:** Mobile Modular may require the receipt of payment for security deposit and estimated initial invoice amount prior to reserving buildings.

**FL Accessory Items:** This proposal does not include steps, ramps, or awnings unless specifically identified on quote.

## Floor Plans

Eco II Xpand, 24x36 DBPR (Item2093)



All drawings and specifications are nominal.

## Additional Information

- Quote is valid for 30 days.
- Lessee's site must be dry, compacted, level and accessible by normal truck delivery. Costs to dolly, crane, forklift, etc. will be paid by Lessee. Unless noted, prices do not include permits, ramp removal, stairs, foundation systems, foundation system removal, temporary power, skirting, skirting removal, engineering, taxes or utility hookups.
- Subject to equipment availability. Unless noted, equipment and related furnishings, finishes, accessories and appliances provided are previously leased and materials, dimensions, and specifications vary. Detailed specifications may be available upon request.
- For lease transactions, Lessor reserves the right to substitute equal or better equipment prior to delivery without notice.
- This transaction is subject to prior credit approval. Security deposit and payment in advance may be required.
- **Sales Tax will be calculated based on the tax rate at the time of invoicing.**
- **Unless otherwise noted, prices do not include prevailing wages, Davis-Bacon wages, or other special or certified wages.**

Thank you for contacting Mobile Modular.

Mobile Modular is a division of McGrath RentCorp.

536404, 04-13-2023 06:01 AM prod

www.mobilemodular.com

Page 2 of 7

# Lease Quotation and Agreement

Quotation Number: 536404

Lessee PO/Ref:

Date of Quote: 04/13/2023

**Lease Term: 36 Months**



## 1. Request your delivery date.

Requested delivery date: \_\_\_\_\_

Please note: For modular buildings, as a "rule of thumb" allow one day per module to accommodate for set up after delivery. We will attempt to meet your desired date. However, the date is subject to change based on equipment availability and readiness and must be confirmed by a Mobile Modular representative.

## 2. Tell us how you would like to pay.

- Bill me on approved credit (you will be sent an invoice for payment as charges are incurred)
- Credit card payment (a representative will contact you to obtain the credit card information for billing)

## 3. Insurance value.

The Estimated Equipment Value is listed below. Lessee is solely responsible for complying with all insurance requirements set forth in the Lease Terms and Conditions attached hereto.

Item & Description	Qty	Item Code	Insurance Value
Eco II Xpand, 24x36 DBPR (Item2093)	4	2093	\$360,000.00

Thank you for contacting Mobile Modular.

Mobile Modular is a division of McGrath RentCorp.  
536404, 04-13-2023 06:01 AM prod

# Lease Quotation and Agreement

Quotation Number: 536404

Lessee PO/Ref:

Date of Quote: 04/13/2023

**Lease Term: 36 Months**



This Lease Quotation and Agreement is entered into by and between Lessor and Lessee effective as of the date signed by Lessee. This Lease Quotation and Agreement includes the terms and conditions set forth in the following two documents (collectively, the "Agreement"), each of which is incorporated herein by this reference:

1. **Lease Terms and Conditions** attached hereto; and
2. **Supplemental Lease Terms and Conditions** located at (<https://www.mobilemodular.com/contractterms>), as the same may be updated from time to time in the sole and absolute discretion of Lessor.

**IN THE EVENT THE LESSOR AND LESSEE HAVE ENTERED INTO A MASTER LEASE AGREEMENT, THE TERMS OF SUCH MASTER LEASE AGREEMENT ARE INCORPORATED HEREIN BY THIS REFERENCE, ARE DEEMED A PART OF THIS AGREEMENT, AND TAKE PRECEDENCE OVER ANY CONFLICTING TERMS IN THIS AGREEMENT.**

By signing below, Lessee: (1) acknowledges and agrees that it has received, read and understands the terms of this Agreement and agrees to be bound by the terms of this Agreement, including prices and specifications, and (2) instructs Lessor to make appropriate arrangements for the preparation and delivery of the Equipment identified herein. This Agreement may be executed in one or more counterparts (including through the use of electronic signatures), each of which shall be deemed an original and all of which shall constitute one and the same Agreement. Upon execution of this Agreement, Lessor shall generate a Lease Agreement Number, which shall be referenced on all Lessor invoices.

No document provided by Lessee, including, without limitation, Lessee's purchase orders, work orders, bills of lading, or forms for receipt or acknowledgment or authorization ("**Lessee Forms**"), nor the terms and conditions associated with such Lessee Forms, shall amend, modify, supplement, waive, or release any term or condition of this Agreement (or the Master Lease Agreement, as applicable) even if such Lessee Forms are signed by an agent or representative of Lessor. The terms and conditions of this Agreement (or the Master Lease Agreement, as applicable) shall prevail over any Lessee Forms, and any inconsistent or additional terms and conditions in Lessee Forms shall be deemed void ab initio and of no force or effect.

The individuals signing this Agreement affirm that they are duly authorized to execute this Agreement by and on behalf of the parties hereto.

**LESSOR:**

Mobile Modular Management Corporation  
a division of McGrath RentCorp

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

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**LESSEE:**

The Seaside School, Inc.

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

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

*Thank you for contacting Mobile Modular.*

Mobile Modular is a division of McGrath RentCorp.  
536404, 04-13-2023 06:01 AM prod

**Lease Quotation and Agreement**

Quotation Number: 536404

Lessee PO/Ref:

Date of Quote: 04/13/2023

**Lease Term: 36 Months****LEASE TERMS AND CONDITIONS**

1. **LEASE.** Lessor agrees to lease to Lessee, and Lessee agrees to lease from Lessor, the Equipment (as defined below). The lease of any Equipment is governed by the terms of this Agreement. The Equipment is and shall remain the personal property of Seller.
2. **TERMS.** All capitalized terms used and not otherwise defined herein, will have the meanings set forth in this Agreement. As used in this Agreement, the following definitions shall apply: “**Accessories**” shall mean any additions, attachments, or accessories to the modular buildings, or ancillary services, provided by Lessor to Lessee and identified in this Agreement; “**Equipment**” shall mean the modular buildings, Accessories, and/or Services identified in this Agreement, together with any replacements, repairs, additions, attachments or accessories hereafter rented to Lessee under this Agreement.
3. **PAYMENTS AND PRICE ADJUSTMENTS.** Lessee agrees to pay to Lessor each payment specified herein on a net invoice basis. Payment terms are net due upon receipt unless otherwise agreed upon in writing. All payments due from Lessee pursuant to this Agreement shall be made by Lessee without any abatement or setoff of any kind whatsoever arising from any cause whatsoever. Prices will be increased by Lessor for unknown circumstances or conditions, including, but not limited to, driver waiting time, special transport permits, difficult site conditions and/or increases in fuel prices.
4. **LEASE TERM; EARLY TERMINATION.** The Lease Term and Monthly Rent, each of which are specified in this Agreement, shall commence on the date the Equipment is delivered to the Site (“the Start Rent Date”), unless a different date is mutually agreed upon in writing, and shall continue thereafter for the number of months specified in this Agreement as the Lease Term. Lessee agrees to pay the Total Monthly Charges specified in this Agreement (as may be adjusted pursuant to Section 5 below) for each month during the Lease Term and any extensions thereof. A month is defined as thirty (30) calendar days; rent will be billed monthly unless otherwise specified in this Agreement (but rent shall be due and owing even in the absence of actual receipt by Lessee of an invoice or bill). In the event that Lessee terminates this Agreement prior to the expiration of the Lease Term, Lessor shall be entitled to charge an early termination fee, even if such termination occurs prior to delivery of the Equipment. Such fee shall be determined by Lessor, in its sole discretion, following the receipt of the termination request. Such early termination fee may include, but shall not be limited to, charges related to the preparation of the Equipment for delivery and/or the rental value of this Agreement. In no event shall any such early termination fee exceed the total value of this Agreement. Lessor shall not be liable to Lessee for any failure or delay in obtaining, delivering or setting up the Equipment. If Lessee delays delivery of the Equipment for any reason for thirty (30) days or longer from the original delivery date mutually agreed upon between both parties, Lessor may, in Lessor’s sole discretion, charge Lessee a monthly storage fee equal to the Monthly Rent starting on the original delivery date, and/or terminate this Agreement, subject to the early termination provisions set forth above.
5. **EXTENSION OF LEASE TERM.** Upon expiration of the initial Lease Term set forth in this Agreement, the lease of the Equipment shall automatically be extended on a month-to-month basis until the Equipment is returned to Lessor. This Agreement does not expire and the terms and conditions hereof shall remain in full force and effect for any extension of the Lease Term, unless otherwise agreed upon by Lessor and Lessee in writing. Lessor may periodically revise the Total Monthly Charges from those reflected in this Agreement if the lease of the Equipment is extended beyond the initial Lease Term. If the lease of the Equipment is extended beyond the initial Lease Term, Lessor may revise the charges for the Estimated Return-Related Services from those specified in this Agreement to reflect Lessor’s then-current market rates for such services.
6. **PREPARATION FOR REMOVAL OF THE EQUIPMENT.** Prior to the scheduled removal of the Equipment, Lessee shall, at a minimum: (a) provide clear access to the Equipment for Lessor to dismantle and remove the Equipment from the Site by industry-standard trucking methods; (b) disconnect all utilities; (c) remove all personal property of Lessee’s from the Equipment; and (d) in the case of Equipment that includes plumbing, flush the plumbing lines clean and ensure that no foreign matter remains in any fixtures. Plumbing must be properly disconnected by Lessee at its sole cost and expense. Lessee will be responsible for costs of repair required by improper plumbing disconnection to the extent that the Equipment is damaged. Any components, parts or accessories supplied by Lessor must be returned with the Equipment. In the event that Lessee fails to meet the requirements herein, additional charges may be incurred by Lessee for additional labor, waiting time, or dry-runs in the event that Lessor is unable to return the Equipment as scheduled.
7. **RETURN OF EQUIPMENT.** Lessee must provide a minimum of thirty(30) days prior, written notice to Lessor when requesting to return the Equipment. Lessee is responsible for complying with the requirements set forth in the “Preparation for Removal of the Equipment” section of these Lease Terms and Conditions. Unless otherwise agreed upon by Lessor in writing, Lessee shall continue to be responsible for payment of the Total Monthly Charges set forth in this Agreement (as may be adjusted pursuant to Section 5 hereto) until return of the Equipment to Lessor is completed. The Total Monthly Charges will be prorated in one-half (1/2) month increments only. If the Equipment is returned within the first fifteen (15) days of the billing period, Lessee shall be responsible for paying half of the Total Monthly Charges; if Equipment is returned between the sixteenth (16th) and thirtieth (30th) days of the billing period, Lessee shall be responsible for paying the entire amount of the Total Monthly Charges. The charges reflected in this Agreement for Estimated Return-Related Services will be adjusted for any Lease Term longer than twelve(12) months or if the Lease is extended beyond the initial Lease Term, pursuant to Section 5.
8. **WARRANTIES; DISCLAIMER.** Lessor warrants to Lessee that the Equipment, when delivered and set up and under normal use and regular service and maintenance by Lessee, shall be free from major defects in materials and workmanship that prevent any normal use and operation. Accessories supplied by Lessor pursuant to this Agreement but not owned by Lessor shall not be subject to the

*Thank you for contacting Mobile Modular.*

Mobile Modular is a division of McGrath RentCorp.

536404, 04-13-2023 06:01 AM prod

[www.mobilemodular.com](http://www.mobilemodular.com)

Page 5 of 7

**Lease Quotation and Agreement**

Quotation Number: 536404

Lessee PO/Ref:

Date of Quote: 04/13/2023

**Lease Term: 36 Months**

foregoing warranty, and shall carry the applicable warranty of the Accessory owner, which Lessor hereby assigns to Lessee to the extent transferable. Lessor's liability under this warranty shall be limited to the replacement or repair of the defective Equipment (during Lessor's normal working hours), at Lessor's option; provided, however, that Lessee shall provide written notice of any failure or defect to Lessor within four (4) days after discovery, and within the applicable warranty period, and failure to provide such notice in a timely manner may result in a limitation of this warranty at Lessor's sole option. If Lessee does not grant clear, unobstructed access for any such repairs between 8:00 a.m. and 5:00 p.m., Monday through Friday, Lessee shall bear the cost of repair rates for labor at the applicable overtime rates. This warranty does not extend to any Equipment subjected to improper application, damaged by accident or abuse, or repaired or altered outside of Lessor's facilities without prior written authorization from Lessor. **THE EXPRESS WARRANTIES CONTAINED IN THIS AGREEMENT ARE LESSOR'S SOLE AND EXCLUSIVE WARRANTIES WITH RESPECT TO THE EQUIPMENT AND SERVICES, AND ARE IN LIEU OF AND EXCLUDE ALL OTHER WARRANTIES, GUARANTEES, PROMISES, AFFIRMATION OR REPRESENTATIONS OF ANY KIND, EXPRESSED OR IMPLIED, WHICH MAY BE DEEMED APPLICABLE TO THE EQUIPMENT OR SERVICES, INCLUDING WITHOUT LIMITATION, THE CONDITION OF THE EQUIPMENT, ITS MERCHANTABILITY OR ITS FITNESS FOR ANY PARTICULAR PURPOSE, ANY WARRANTY AGAINST INFRINGEMENT OR AS TO TITLE, WARRANTIES ARISING FROM COURSE OF DEALING OR USAGE OR TRADE OR ANY OTHER MATTER. EXCEPT AS EXPRESSLY SET FORTH IN THIS SECTION, ALL EQUIPMENT AND SERVICES ARE BEING PROVIDED "AS IS", "WHERE IS, WITH ALL FAULTS". LESSOR SPECIFICALLY DISCLAIMS ANY WARRANTY, GUARANTY OR REPRESENTATION, ORAL OR WRITTEN, PAST OR PRESENT, THERETO. LESSEE HAS SELECTED ALL EQUIPMENT FOR LESSEE'S INTENDED USE AND RECOGNIZES THAT LESSOR IS NOT A DESIGNER OR MANUFACTURER OF ANY EQUIPMENT.**

**9. TAXES.** Lessee agrees to be responsible for all charges, fees and taxes (local, state and federal) levied or assessed upon Lessee or Lessor relating to the ownership, leasing, rental, sale, possession, use or operation of the Equipment (including, without limitation, sales, use and personal property taxes); provided, however, that the foregoing obligation shall not apply to any local, state or federal income tax assessed against the Lessor as a result of this Agreement which shall continue to be the obligation of Lessor. Lessee shall pay all such taxes for which it is responsible to the appropriate taxing authorities or, if directed or invoiced by Lessor, pay such amounts to Lessor for remittance by Lessor to the appropriate taxing authorities.

**10. LOSS OR DAMAGE.** Upon delivery and until the Equipment is removed from the Site by Lessor or its authorized agent, Lessee assumes all risk of loss or damage to the Equipment. Should any Equipment damaged be capable of repair, the Equipment shall be repaired and restored to its condition existing prior to such damage, at Lessee's sole cost and expense. In the event any of the Equipment is damaged beyond repair or is lost, stolen or wholly destroyed, this Agreement shall cease and terminate as to such Equipment as of the date of the event, accident or occurrence causing such loss or destruction, and Lessee shall pay Lessor within forty-five (45) days thereafter, an amount equal to the full replacement value of the Equipment, which payment obligation shall survive the termination of this Agreement.

**11. INSURANCE.** Lessee shall procure and maintain, at its sole expense (including all premiums, deductibles and self-insured retentions), (i) property insurance covering the loss, theft, destruction, or damage to the Equipment in an amount not less than the full replacement value thereof (and with a deductible no higher than \$25,000), naming Lessor as loss payee of the proceeds, and (ii) commercial general liability insurance (minimum of \$1,000,000 per occurrence and \$2,000,000 in the aggregate) (and with a deductible no higher than \$25,000), naming Lessor and its designees as additional named insureds. Lessee's insurance shall be primary and non-contributory to any insurance maintained by Lessor or any other additional insureds or additional named insureds. The liability insurance policy shall contain coverage for all contractual indemnity obligations of Lessee set forth in this Agreement, cross-liability and waiver of subrogation provisions in favor of Lessor and any other additional insureds. All evidence of all required insurance shall be in a form reasonably acceptable to Lessor and with a company having an A.M. Best rating of A- (VII) or better, and shall not be subject to cancellation without thirty (30) days' prior written notice to Lessor. Lessee shall provide to Lessor insurance certificates and endorsements (including without limitation, additional insured and loss payee endorsements) evidencing compliance with the insurance requirements of this Agreement (including without limitation, the deductible amounts and waiver of subrogation) prior to delivery of the Equipment and shall maintain all required insurance coverage until the Equipment is returned to Lessee. Lessor will not and does not provide insurance for any of Lessee's personal property that may be in or on any Equipment.

**12. INDEMNIFICATION AND LIMITATION OF LIABILITY.**

**(a) LESSEE ON BEHALF OF ITSELF, ITS SUCCESSORS, ASSIGNS, PARENTS, SUBSIDIARIES, VENDORS, SUBCONTRACTORS, AND AFFILIATES, AND THEIR RESPECTIVE REPRESENTATIVES, DIRECTORS, OFFICERS, MANAGERS, VENDORS, MEMBERS, SHAREHOLDERS, PARTNERS, CONTRACTORS, EMPLOYEES, AGENTS, AND ASSIGNS (EACH, A "LESSEE PARTY," AND COLLECTIVELY, THE "LESSEE PARTIES") SHALL INDEMNIFY, DEFEND, RELEASE, AND HOLD HARMLESS LESSOR, ITS SUCCESSORS, ASSIGNS, PARENTS, SUBSIDIARIES, VENDORS, CONTRACTORS, AND AFFILIATES, AND THEIR RESPECTIVE REPRESENTATIVES, DIRECTORS, OFFICERS, MANAGERS, VENDORS, MEMBERS, SHAREHOLDERS, PARTNERS, CONTRACTORS, EMPLOYEES, AGENTS, AND ASSIGNS (EACH A "LESSOR INDEMNIFIED PARTY," AND COLLECTIVELY, THE "LESSOR INDEMNIFIED PARTIES") FROM AND AGAINST ANY AND ALL LOSSES, FEES, COSTS, EXPENSES, CLAIMS, LIABILITIES, DAMAGES, PENALTIES, FINES, FORFEITURES, AND SUITS (INCLUDING COSTS OF DEFENSE, SETTLEMENT AND REASONABLE ATTORNEYS' FEES, ENVIRONMENTAL CONSULTANTS AND EXPERT WITNESS FEES AT TRIAL AND ON APPEAL) (COLLECTIVELY, "LOSSES") RELATING TO, ARISING OUT OF OR IN CONNECTION WITH: (1) ANY BREACH**

*Thank you for contacting Mobile Modular.*

Mobile Modular is a division of McGrath RentCorp.  
536404, 04-13-2023 06:01 AM prod

www.mobilemodular.com  
Page 6 of 7



**Lease Quotation and Agreement**

Quotation Number: 536404

Lessee PO/Ref:

Date of Quote: 04/13/2023

**Lease Term: 36 Months**

**OR NON-FULFILLMENT OF ANY COVENANT, AGREEMENT, OR OBLIGATION TO BE PERFORMED BY LESSEE PURSUANT TO THIS AGREEMENT, OR ANY INACCURACY IN OR BREACH OF ANY OF THE REPRESENTATIONS OF LESSEE SET FORTH IN THIS AGREEMENT; (2) THE OCCURRENCE OF ANY EVENT SET FORTH IN SECTION 13; (3) THE SELECTION, USE, POSSESSION, DELIVERY, RENTING, LEASING, SUBLEASING, OPERATION, TRANSPORT, MAINTENANCE, CONDITION, REPAIR, REPLACEMENT, REPOSSESSION, RETURN OR STORAGE OF ANY EQUIPMENT OR ANY SERVICES; (4) ANY FAILURE BY ANY LESSEE PARTY TO COMPLY WITH ANY APPLICABLE LAW IN CONNECTION WITH ANY EQUIPMENT OR THE SERVICES OR THIS AGREEMENT; (5) ANY DEATH OR BODILY INJURY TO ANY PERSON OR DESTRUCTION OR DAMAGE TO ANY PROPERTY TO WHICH THE ACTS OR OMISSIONS OF A LESSEE PARTY CONTRIBUTED; OR (6) ANY NEGLIGENT OR INTENTIONAL ACT OR OMISSION OF ANY LESSEE PARTY FOR ANY ACTION RELATED TO OR ANY USE OF ANY EQUIPMENT. THIS INDEMNITY SHALL APPLY EVEN IF SAID LOSSES ARE OCCASIONED, BROUGHT ABOUT OR CAUSED BY THE CONCURRENT NEGLIGENCE OF ANY LESSOR INDEMNIFIED PARTY, UNLESS A COURT OF COMPETENT JURISDICTION SHOULD DETERMINE THAT THE LOSSES WERE PROXIMATELY CAUSED BY THE SOLE NEGLIGENCE OR WILLFUL ACTS OR OMISSIONS OF A LESSOR INDEMNIFIED PARTY. IF THE FOREGOING OBLIGATIONS ARE NOT ENFORCEABLE AGAINST LESSEE UNDER APPLICABLE LAW, LESSEE AGREES TO INDEMNIFY, DEFEND, RELEASE AND HOLD HARMLESS LESSOR INDEMNIFIED PARTIES FROM AND AGAINST ANY AND ALL LOSSES TO THE FULLEST EXTENT PERMITTED BY APPLICABLE LAW, INCLUDING, WITHOUT LIMITATION, TO THE EXTENT OF THE ACTS OR OMISSIONS OF THE LESSEE PARTIES' NEGLIGENT OR WORSE CONDUCT. THIS INDEMNIFICATION SHALL SURVIVE THE EXPIRATION OR EARLIER TERMINATION OF THIS AGREEMENT.**

**(b) TO THE FULLEST EXTENT NOT PROHIBITED BY LAW, LESSOR'S LIABILITY, IF ANY, SHALL BE LIMITED TO THE VALUE OF RENTAL FEES AND ALL OTHER AMOUNTS PAID BY LESSEE AND RECEIVED BY LESSOR UNDER THIS AGREEMENT FOR THE EQUIPMENT AND/OR SERVICES, AND LESSOR SHALL HAVE NO LIABILITY TO LESSEE OR ANY THIRD-PARTY FOR ANY INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES WHETHER BASED ON CONTRACT, TORT (INCLUDING NEGLIGENCE), STRICT LIABILITY OR OTHERWISE.**

**13. EVENTS OF DEFAULT; REMEDIES.** Each of the following shall constitute an "Event of Default": (1) failure by Lessee to make any payment within ten (10) days after its due date; (2) failure by Lessee to perform any other obligation under this Agreement, and the continuance of such default for ten (10) days after written notice thereof by Lessor to Lessee; (3) any material misrepresentation or false statement of fact by Lessee; (4) the loss, theft, damage, destruction or the attempted sale or encumbrance by Lessee of any of the Equipment; or (5) Lessee's dissolution, termination of existence, discontinuance of business, insolvency, or the commencement of any bankruptcy proceedings by or against, Lessee. Lessee acknowledges that any Event of Default will substantially impair the lease value of the Equipment hereof. Upon the occurrence of any Event of Default, Lessor may, without notice, exercise one or more of the following remedies: (1) declare all unpaid payments under this Agreement to be immediately due and payable; (2) terminate this Agreement as to any or all items of the Equipment; (3) take possession of the Equipment wherever found, and for this purpose enter upon any premises of Lessee and remove the Equipment, without any liability to Lessee; (4) direct Lessee at its expense to promptly prepare the Equipment for pickup by Lessor; (5) proceed by appropriate action either in law or in equity to enforce performance by Lessee of the terms of this Agreement or to recover damages for the breach hereof, including attorneys' fees and any other expenses paid or incurred by Lessor in connection with the repossession of the Equipment; (6) apply the security deposit specified in this Agreement ("Security Deposit") to payment of Lessor's costs, expenses and attorney fees in enforcing the terms of this Agreement and to indemnify Lessor against any damages sustained by Lessor; and/or (7) recover the replacement cost of any Equipment which Lessor is unable to repossess.. Lessor's waiver of any Event of Default shall not constitute a waiver of any other Event of Default or of any term or condition of this Agreement. No right or remedy referred to herein is intended to be exclusive and each may be exercised concurrently or separately and from time to time. In the event of repossession, Lessee waives any bond posting requirement.

Lease Terms and Conditions, Rev. 07/01/2022

*Thank you for contacting Mobile Modular.*

Mobile Modular is a division of McGrath RentCorp.  
536404, 04-13-2023 06:01 AM prod

www.mobilemodular.com  
Page 7 of 7



# Coversheet

## April Financials Update

**Section:** II. Finance Meeting Topics (2023-2024 Budget)  
**Item:** B. April Financials Update  
**Purpose:** FYI  
**Submitted by:**  
**Related Material:** Mar 2023 Seaside Financial Board Pack.pdf  
Mar 2023 Seaside Report.xlsm

**The Seaside School, Inc**  
**Balance Sheet All Funds**  
**March 31, 2023**

	Operating	ESSER Special Revenue	Capital Outlay	Total
<b>Assets and Other Debits</b>				
Cash - Operating - Regions	341,683	-	-	341,683
Cash - Internal - Truist	131,083	-	-	131,083
Cash - Athletic - Regions	24,644	-	-	24,644
Cash - Money Market - Regions	-	-	131,352	131,352
Cash - Prepaid Visa	17,500	-	-	17,500
Petty Cash	100	-	-	100
Accounts Receivable - FEFP	96,102	-	-	96,102
Accounts Receivable - Other	-	93,219	-	93,220
Due from Foundation	153,778	-	-	153,778
Prepaid Expenses	-	-	-	-
Due from Other Funds	93,219	-	177,979	271,198
<b>Total Assets and Other Debits</b>	<b>858,111</b>	<b>93,219</b>	<b>309,330</b>	<b>1,260,660</b>
<b>Liabilities, Fund Equity, and Other Credits</b>				
<b>Liabilities:</b>				
Accrued Salaries	107,989	-	-	107,989
Accrued Payroll Liabilities - Insurance	5,743	-	-	5,743
Accounts Payable	174,508	-	42,000	216,508
Deferred Revenue	-	-	10,759	10,759
Note Payable	-	-	-	-
Due to Other Funds	177,979	93,219	-	271,198
<b>Total Liabilities</b>	<b>466,218</b>	<b>93,219</b>	<b>52,759</b>	<b>612,196</b>
<b>Fund Equity and Other Credits</b>				
Fund Balance	408,059	-	234,371	642,430
Excess (Deficiency) of Revenues - YTD	(16,166)	-	22,200	6,034
<b>Total Fund Equity and Other Credits</b>	<b>391,893</b>	<b>-</b>	<b>256,571</b>	<b>648,464</b>
<b>Total Liabilities Fund Equity and Other Credits</b>	<b>858,111</b>	<b>93,219</b>	<b>309,330</b>	<b>1,260,660</b>

**Revenues, Expenses, & Excess or Deficiency / Budget vs. Actual  
Combined Summary  
Month and Year-to-Date Ending March 31, 2023**

	<u>Revenues &amp; Expenses</u>		<u>Annual</u>	<u>Balance</u>	<u>%</u>
	<u>Current Month</u>	<u>Year to Date</u>	<u>Budget</u>	<u>Remaining</u>	<u>Remaining</u>
<b>Revenues</b>					
FEFP - Walton County School District	322,521	2,902,687	3,440,881	538,194	16%
FEFP - Restricted Capital Outlay	2,621	23,592	25,561	1,969	8%
Teacher Salary Allocation	-	97,112	-	(97,112)	-
Industry Certification Funding	-	-	18,700	18,700	100%
Advance Placement Funding	-	-	10,000	10,000	100%
Florida Teacher Lead Program	-	7,125	7,000	(125)	-2%
School Recognition Funds	-	-	38,680	38,680	100%
Miscellaneous Revenue	1,736	34,325	-	(34,325)	-
Recovery of Prior Year Expense	10,814	21,955	-	(21,955)	-
Transfer Facility Lease	14,000	126,000	168,000	42,000	25%
Sponsor a Teacher	-	-	6,000	6,000	100%
Charter School Capital Outlay	16,500	148,500	198,000	49,500	25%
Ed Securities Facility Grant	-	10,814	-	(10,814)	-
ESSER II	-	63,165	-	(63,165)	-
ESSER III	66,335	130,126	-	(130,126)	-
School Lunch Revenue MS	1,754	16,145	14,500	(1,645)	-11%
School Lunch Revenue HS	-	2,161	1,000	(1,161)	-116%
School Field Trips MS	-	2,435	7,000	4,565	65%
8th Grade Field Trip MS	475	20,191	15,000	(5,191)	-35%
School Field Trips (City/Senior) HS	-	46,768	13,000	(33,768)	-260%
Athletics General	1,089	17,910	-	(17,910)	-
Parent Teacher Gift Collection MS	-	16,585	7,500	(9,085)	-121%
Parent Teacher Gift Collection HS	-	8,236	3,000	(5,236)	-175%
Yearbook Revenue MS	-	-	500	500	100%
Yearbook Revenue HS	-	1,017	500	(517)	-103%
Student Activities MS	1,699	4,576	1,500	(3,076)	-205%
Student Activities HS	-	6,787	11,000	4,213	38%
Transfer from Foundation	-	-	361,253	361,253	100%
Interest and Dividend Income	0	1	-	(1)	-
<b>Total Revenues</b>	<b>439,543</b>	<b>3,708,214</b>	<b>4,348,575</b>	<b>640,361</b>	<b>15%</b>
<b>Expenses</b>					
5100 - Instruction	327,491	1,969,827	2,398,867	429,040	18%
5200 - Exceptional Instruction	14,148	61,814	79,787	17,973	23%
6100 - Student Personnel Services	50,987	239,765	277,976	38,211	14%
6300 - Curriculum Development	-	672	14,880	14,208	95%
6400 - Instructional Staff Training Services	-	5,009	7,000	1,991	28%
6500 - Instructional-Related Technology	9,060	28,030	70,920	42,890	60%
7100 - Board Administration	32,099	100,957	35,700	(65,257)	-183%
7200 - General Administration	4,043	36,390	43,768	7,378	17%
7300 - School Administration	92,723	579,786	729,920	150,134	21%
7500 - Fiscal Services	10,833	67,500	90,000	22,500	25%
7800 - Student Transportation Services	110	3,216	12,074	8,859	73%
7900 - Operation of Plant	7,663	118,091	195,822	77,731	40%
F360 - Capital Outlay	24,814	137,114	168,000	30,886	18%
F435 - ESSER II	66,335	193,291	-	(193,291)	-
9100 - Community Services	5,683	160,719	129,900	(30,819)	-24%
Contingency/Buyback	-	-	93,962	93,962	100%
<b>Total Expenses</b>	<b>645,990</b>	<b>3,702,180</b>	<b>4,348,575</b>	<b>646,395</b>	<b>15%</b>
<b>Excess (Deficiency) Revenues Over Expenses</b>	<b>(206,447)</b>	<b>6,034</b>	<b>(0)</b>		

## Notice

The following file is attached to this PDF. You will need to open this packet in an application that supports attachments to pdf files, e.g. [Adobe Reader](#):

Mar 2023 Seaside Report.xlsm

# Coversheet

## Capital Campaign (Are you Ready Assessment)

<b>Section:</b>	III. Other Business
<b>Item:</b>	B. Capital Campaign (Are you Ready Assessment)
<b>Purpose:</b>	Discuss
<b>Submitted by:</b>	
<b>Related Material:</b>	Sharity Global Are You Ready Assessment (1) (1).pdf



# Are You Ready Assessment©

Major donors want to invest, not donate. They want to know what you will make happen with their money, ensure you know how much your work costs, that you have a team that can pull your plan off, that your board is onboard, and that people they trust are investing too. This tool helps you assess whether these pieces are in place.

## Overview

Sharity specializes in helping nonprofits accelerate their fundraising by using an evidence-based framework. Sharity's Are You Ready© assessment evaluates five essential components that research shows must be in place for major donors to invest in your team and your vision. It results in recommendations that focus on maximizing existing resources, so that your team can be successful immediately and well into the future. Our clients routinely see double-digit increases within 12 to 24 months of addressing these recommendations, some substantially more.

## About us

As successful former nonprofit executives, we are acutely aware of how difficult nonprofit fundraising can be. We help you succeed by bringing that experience to you and your team.

## What we assess

### PLAN



The organization has a clear plan that shows how it will impact the requested donations.

### BUDGET



The estimated budget is adequate to carry out the proposed plan.

### OUTCOMES



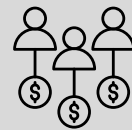
The proposed outcomes are measurable and in alignment with the change that the donors want to see.

### TEAM



The nonprofit has a staff and board capable of carrying out the plan.

### DONORS



There are enough donors of significant means to fund the plan beyond a single investment.