



The New American Academy Charter School

Minutes

TNAACS Board Meeting

Date and Time

Thursday March 21, 2024 at 5:00 PM

Directors Present

C. Cuellar-Lezcano, H. Hunt, M. Lynch

Directors Absent

C. Kelly, V. McDonald

Guests Present

J. Trani, L. Parquette Silva

I. Opening Items

A. Record Attendance

B. Call the Meeting to Order

C. Approve Minutes

H. Hunt made a motion to approve the minutes from TNAACS Board Meeting on 02-15-24.

M. Lynch seconded the motion.

The board **VOTED** to approve the motion.

II. Finance & Data

A. TNAACS Monthly Financials

Elaine from CSBM reviewed the monthly financials. Current enrollment is 260 students. TNAACS will end the year with just over 7 million in revenue. Current expenses are trending toward 7.2 million. Every month, the school is closing the gap, and without depreciation, it is showing a positive cash flow. From a cash perspective, everything is going well. There are just over 3 million dollars in the bank, and the school has a projected 5 months of cash on hand, approximately 4.8 million. J. Trani brought up the deficit on the summary page, \$109,000. Expenses need to be shaved to decrease or completely remove this deficit. We have been saving in several areas, including school supplies, this year.

B. Schola Agreement

J. Trani shared several bids from different companies that support schools with marketing and recruitment. She emphasized how important recruitment is to revenue. She first shared information about Schola, which we currently use. They have been doing a great job at getting us leads, tracking these leads, matching leads to our school, calling leads, and moving them into our Schoolmint platform to complete an application. We currently pay \$3500 per month for this service. Schola is proposing a 12-month renewal. Jenny is asking the board to approve a 12-month contract but wants to negotiate for a 6-month renewal. The second bid was from Schoolmint, which we currently use as our application dashboard. If we contract with them for marketing and recruitment services, they will engage with families in the local area. They can also collect leads and follow up with them. They can also provide social media posts and then post them on Instagram and Facebook. They will create 40 ads per month, although the amount we pay for is unlimited. They will also create a "microsite" for TNAACS designed by them for us dedicated to recruitment and retention that families are applying or interested will be directed to. Jenny's proposal is that we use both Schola and Schoolmint. Schoolmint offers a 3-month trial. Since there is not a quorum at this meeting the board will reconvene to vote at a later date.

C. The Summer Boost Program and Student Academic Achievement

Jenny shared data about how last year's Summer Boost Summer School program increased academic achievement for the students who participated. The data showed improvement in both ELA and math, but the improvement was higher in math. She also shared how the Summer Boost data related to iReady assessments on the same students. Jenny shared that she has written and submitted a Summer Boost grant for this year, and we are currently waiting to see if we will receive a grant and, if so, for how much.

III. Governance

A. Staffing Updates

Lia Silva shared that the 3rd-grade vacancy has been filled. We have hired an apprentice teacher for the position. He has experience working with several other charter schools, where most of his experience has been in Middle School math and science. He is currently working on his Master's Degree, attending the Relay program. Also, Lisa shared that he volunteers at a nonprofit in his free time and is a beekeeper.

Lisa also shared that one of our second-grade teachers has taken a leave of absence to take care of an ill relative. Currently, we are using a sub from our regular agency who has done a good job with our students. Our goal is to hire a leave replacement.

B. TNAACS & Launch Middle School Partnership Agreement

C. After 4 Bussing Program

L. Silva shared that she and Mr. Macdonald had met with the people from CB TRANS who are proposing to provide door-to-door bussing for TNAACS. A video of this meeting was shared with board members, along with notes and follow-up questions. L. Silva has also been working on reference checks and shared notes about these as well. Since there is no quorum, Lisa proposes to reconvene at a later date to vote on the CB TRANS proposal. A motion was made by H. Hunt and seconded by C. Cuellar.

D. Academic Excellence Committee

This item was tabled

E. Board Evaluation and Goals

Since there was no quorum, this item was tabled.

F. Upcoming Board Professional Development from Board on Track

Upcoming PD opportunities were shared with the board.

IV. 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 6:38 PM.

Respectfully Submitted,
L. Parquette Silva