

Crossroads Charter Schools

September Town Hall Board Meeting

Date and Time

Monday September 23, 2019 at 5:30 PM CDT

Location

816 Broadway Blvd. Kansas City, MO

Agenda

I. Opening Items

Opening Items

- A. Record Attendance and Guests
- B. Call the Meeting to Order
- C. Approve Minutes

Approve minutes for August Board Meeting (Board Retreat) on August 17, 2019

II. Financials

Advisory

- A. August Financial Report
- B. August Check Register

III. Educational Excellence

- A. Crossroads Strategic Plan
 - Tysie McDowell, Co-Founder & Chief Academic Officer
 - Kirsten CPA Principal
 - Lindsay Quality Hill Principal
 - Karis Central Street Principal
 - Courtney Cheif Operating Officer
 - Dean Co-Founder & Executive Director
- B. Charter School Funding Equity
- C. SPED Plan
- **D.** Q&A

IV. Closed Session

A. Pursuant to RSMo.610.021(1)

V. Closing Items

A. Adjourn Meeting

Coversheet

Approve Minutes

Section:
Item:
C. Approve Minutes
Purpose:
Approve Minutes

Submitted by:

Related Material: Minutes for August Board Meeting (Board Retreat) on August 17, 2019



Crossroads Charter Schools

Minutes

August Board Meeting (Board Retreat)

Date and Time

Saturday August 17, 2019 at 9:00 AM

Location

816 Broadway Blvd. Kansas City, MO

Trustees Present

B. Sweetman, D. Yoder, G. Valdovino, J. Williams, P. Crawford, R. Cattelino, R. Moore

Trustees Absent

D. Charity

Trustees who arrived after the meeting opened

D. Yoder, P. Crawford

Guests Present

C. Hughley, D. Johnson

I. Opening Items

A. Record Attendance and Guests

B. Call the Meeting to Order

B. Sweetman called a meeting of the board of trustees of Crossroads Charter Schools to order on Saturday Aug 17, 2019 at 9:06 AM.

C. Approve Minutes

- J. Williams made a motion to approve minutes from the July Board Meeting on 07-22-19 July Board Meeting on 07-22-19.
- R. Cattelino seconded the motion.

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

II. Financials

A. July Financial Report

July is a month without a lot of details because school is just starting Should know more about student body by October

B. July Check Register

Random review by Ron and no irregularities

- R. Cattelino made a motion to approve July check register.
- J. Williams seconded the motion.

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

C. TIF Bridge Loan Approval

D. Yoder arrived.

Crossroads received TIF funding for improvements at Thayer and Quality Hill

This is a bridge loan until we can receive funding from the TIF early Spring because work is completed and vendors need to be paid

The loan is a 9-month loan

Collateral for the loan is a CD that pays interest and lowers our overall interest rate Can draw down funds as we need

- R. Moore made a motion to approve resolution for Commerce Bridge Loan.
- R. Cattelino seconded the motion.

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

Roll Call

- G. Valdovino Aye
- R. Cattelino Aye
- R. Moore Aye
- P. Crawford Absent
- D. Charity Absent
- J. Williams Abstain
- D. Yoder Aye
- B. Sweetman Aye

D. Land Option Extension

We have option to purchase land at 9th and Washington

Extended until March 31, 2020

This is second extension and they have removed option to extend further

They waived option renewal fee

\$1 million for 36,000 sq ft.

- P. Crawford arrived.
- J. Williams made a motion to approve second amendment to purchase option agreement.
- R. Cattelino seconded the motion.

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

III. Closing Items

A. Adjourn Meeting

- R. Cattelino made a motion to adjourn the meeting.
- R. Moore seconded the motion.

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

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 9:26 AM.

Respectfully Submitted,

C. Hughley

Coversheet

August Financial Report

Section: II. Financials

Item: A. August Financial Report

Purpose: FYI

Submitted by:

Related Material: CCS - Monthly Presentation - August 2019.pdf



August 2019 Financials

PREPARED **SEPTEMBER 2019** BY



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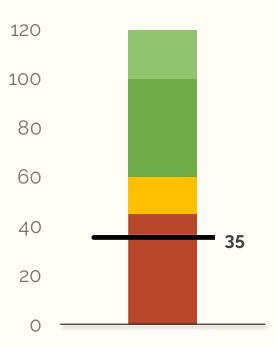
- Key Performance Indicators
- Forecast Overview
- Cash Forecast
- Forecast History
- Appendix: Financials

Key Performance Indicators Crossroads Charter Schools - September Town Hall Board Meeting - Agenda - Monday September 23, 2019 at 5:30 PM Crossroads Charter Schools - September Town Hall Board Meeting - Agenda - Monday September 23, 2019 at 5:30 PM



Days of Cash

Cash balance at year-end divided by average daily expenses

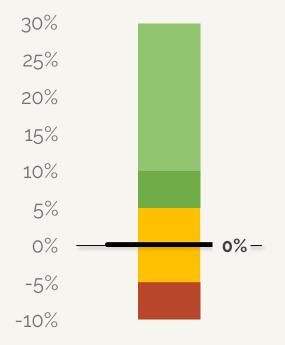


35 DAYS OF CASH AT YEAR'S END

The school will end the year with 35 days of cash. This is below the recommended 60 days, and 2 less day(s) than last month

Gross Margin

Revenue less expenses, divided by revenue

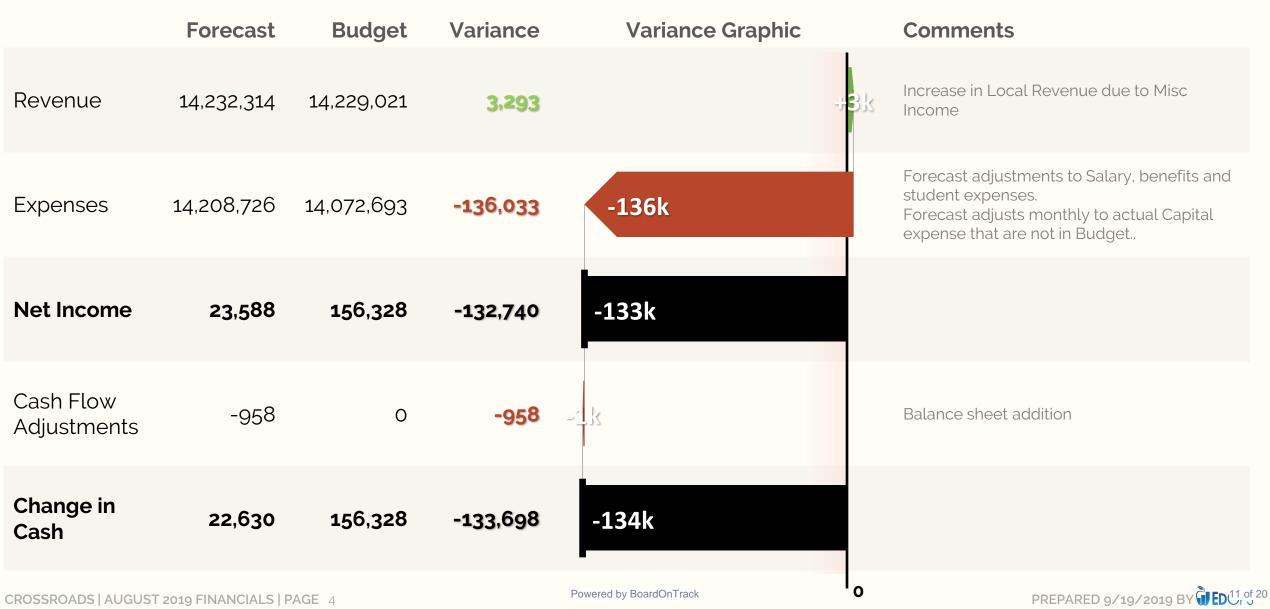


% GROSS MARGIN

The forecasted net income is \$24k, which is \$133k below the budget. It yields a % gross margin.

Forecast Overview



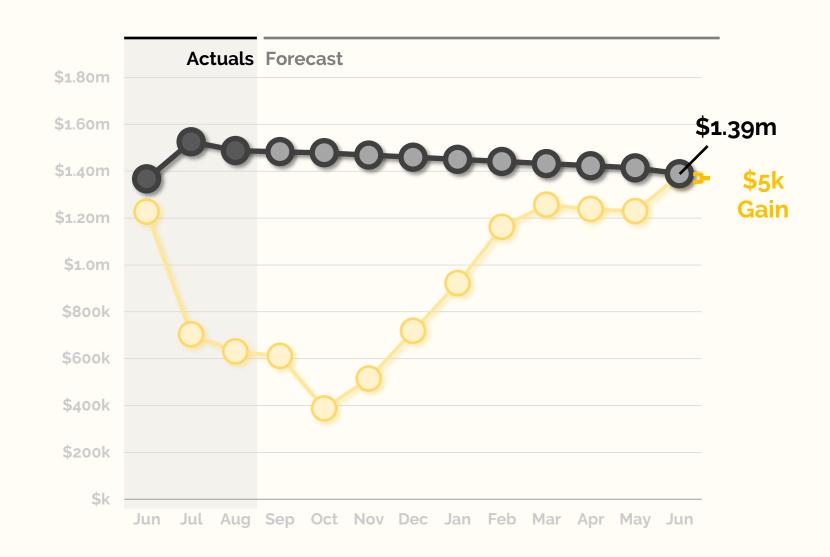


Cash Flow Forecast



35 Days of Cash at year's end

We forecast the school's year ending cash balance as \$1.39m, **\$5k** above budget.



Forecast History of June 30, 2020 Cash Balance Lettory Of June 30, 2020 Cash Balance

Source	Days of Cash at 6/30/20	Change	Description of change
Budget	35		From SY18-19 Budget
Jul	38	3	FY19 cash higher than forecast
Aug	35	-3	Adjustment to Student Direct and Capital Expenses
Sep			
Oct			
Nov			
Dec			
Jan			
Feb			
Mar			
Apr			
May			
Jun			

Crossroads Charter Schools - September Town Hall Board Meeting - Agenda - Monday September 23, 2019 at 5:30 PM Year-To-Date Annual Forecast

	Actual	Budget	Variance	Forecast	Budget	Variance	Remaining
Revenue							
Local Revenue	633,238	168,003	465,235	2,646,740	2,643,447	3,293	2,013,502
State Revenue	1,508,706	1,537,445	(28,739)	10,878,837	10,878,837	0	9,370,131
Federal Revenue	4,889	43,710	(38,821)	706,737	706,737	(0)	701,848
Total Revenue	2,146,833	1,749,158	397,675	14,232,314	14,229,021	3,293	12,085,481
Expenses							
Salaries	920,271	996,729	76,458	6,029,541	5,980,375	(49,166)	5,109,270
Benefits and Taxes	280,750	308,531	27,781	1,781,256	1,851,186	69,930	1,500,505
Staff-Related Costs	13,136	21,833	8,697	131,000	131,000	(0)	117,864
Rent	99,918	94,318	(5,601)	565,905	565,905	0	465,987
Occupancy Service	184,791	194,615	9,824	1,167,692	1,167,692	(0)	982,901
Student Expense, Direct	186,886	415,356	228,470	2,502,138	2,492,138	(10,000)	2,315,252
Student Expense, Indirect	172	48,167	47,995	289,000	289,000	(0)	288,828
Office & Business Expense	154,934	121,365	(33,569)	728,192	728,192	0	573,258
Transportation	10,955	108,701	97,746	652,205	652,205	(0)	641,250
Total Ordinary Expenses	1,851,813	2,309,615	457,802	13,846,929	13,857,693	10,764	11,995,116
Net Operating Income	295,020	(560,457)	855,477	385,385	371,328	14,057	90,366
Extraordinary Expenses							
Interest and Capital Expenses	146,797	35,833	(110,964)	361,797	215,000	(146,797)	215,000
Total Extraordinary Expenses	146,797	35,833	(110,964)	361,797	215,000	(146,797)	215,000
Total Expenses	1,998,610	2,345,449	346,839	14,208,726	14,072,693	(136,033)	2 12,210,116
Net Income	148,223	(596,291)	744,514	23,588	156,328		(124,634)
Cash Flow Adjustments	(26,746)	-	(26,746)	(958)	-		4 25,788
Change in Cash	121,477	(596,291)	717,767	Powered by Boar	dOnTrack,6,328	(133,698)	(98,847)

● REVENUE: \$3K AHEAD

Adjust forecast to include additional miscellaneous revenue receive through August.

2 EXPENSES: \$136K BEHIND

- Salaries adjusted to positions and rates for the year.
- Benefits adjusted to current elections.
- Student expenses adjusted due to timing of FY18 expense.
- Capital actual expense YTD of \$146,797 adjusted. Capital Expenses are not included in the budget.

3 NET INCOME: \$133K behind

4 CASH ADJ:**\$1K BEHIND** Driven by ...

5 NET CHANGE IN CASH: \$134K BEHIND

	Previous Year End	Current
	6/30/2019	8/31/2019
Assets		
Current Assets		
Intercompany Transfers	0	0
Cash	1,366,542	1,488,018
Accounts Receivable	0	958
Total Current Assets	1,366,542	1,488,977
Total Assets	1,366,542	1,488,977
Liabilities and Equity		
Liabilities		
Current Liabilities		
Other Current Liabilities	-29,264	-55,052
Total Current Liabilities	-29,264	-55,052
Total Long-Term Liablities	0	0
Total Liabilities	-29,264	-55,052
Equity		
Unrestricted Net Assets	1,395,804	1,395,804
Net Income	0	148,223
Total Equity	1,395,804	1,544,026

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QUESTIONS?

Please contact your EdOps Finance Specialist:

Paul Greenwood

paul@ed-ops.com

415-359-3995

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Coversheet

August Check Register

Section: II. Financials

Item: B. August Check Register

Purpose: Vote

Submitted by:

Related Material: CheckRegisterbyType.pdf

Crossroads Charter Schools			Check Register by Type				Page: 1	
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1603865	08/23/2019	Χ		ATT	AT&T			1,068.55
1603866	08/05/2019	Χ		BCBS	BLUE CROSS A	AND BLUE	SHELD OF KANSAS	128,988.33
1603867	08/30/2019	Χ		UNUM	UNUM LIFE INS AMERICA	SURANCE	COMPANY OF	3,222.27
1603868	08/05/2019	Χ		HVH	HISTORIC VIRO	SINIA HOT	EL, LLC	0.00
1603869	08/28/2019	Χ		KCPL	KCP&L			26,518.16
1603870	08/21/2019	Χ		HARTFORD	THE HARTFOR	D INSURA	NCE COMPANY	2,013.50
1603871	08/26/2019	Χ		HANOVER	THE HANOVER	INSURAN	CE CO	7,377.90
1603872	08/14/2019	Χ		GOOGLEF	GOOGLE FIBER	₹		130.00
1603873	08/30/2019	Χ		PAYLOCITY	PAYLOCITY			1,787.23
1603893	08/19/2019	Χ		COMMERCEC	C COMMERCE BA	ANK - COM	IMERCIAL CARDS	14,162.55
1603894	08/16/2019	Χ		HVH	HISTORIC VIRO	SINIA HOT	EL, LLC	32,162.50
1603895	08/19/2019	Χ		COMMERCE	COMMERCE BA	ANK		300,000.00
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1766	08/05/2019	Χ	ANDERKIM	KIM ANDERSON	1,000.00
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73165740	08/08/2019	Χ	JUMPROPE	JumpRope	3,000.00
73165741	08/08/2019	Χ	ISS	ISS FACILITY SERVICES - KC	1,330.83
73165742	08/08/2019	Χ	ISS	ISS FACILITY SERVICES - KC	1,976.99
73165743	08/08/2019	Χ	SHERWINWM	SHERWIN WILLIAMS	308.95
73165744	08/08/2019	Χ	ISS	ISS FACILITY SERVICES - KC	1,141.47
73165745	08/08/2019	Χ	PROJECT	PROJECT LEAD THE WAY, INC	2,400.00
73165746	08/08/2019	Χ	ICE	ICE MASTERS	413.28
73165747	08/08/2019	Χ	BUILKEEP	BUILDING KEEP	415.00
73165748	08/08/2019	Χ	STRASSER	STRASSER TRUE VALUE	38.40
73165749	08/08/2019	Χ	STRASSER	STRASSER TRUE VALUE	16.97
73165750	08/08/2019	Χ	MARTIN	MARTIN FOUNDRY COMPANY, INC	100.00
73165751	08/08/2019	Χ	BUILKEEP	BUILDING KEEP	465.00
73165752	08/08/2019	Χ	RAMAIR	RAM AIR	577.68
73165753	08/08/2019	Χ	PROGRESSIV	PROGRESSIVE ELECTRONICS, INC.	125.00
73165754	08/08/2019	Χ	CWIERAYMON	RAYMOND CWIERTNIEWICZ	2,000.00
73165755	08/08/2019	Χ	GUNDDYLAN	DYLAN GUNDERSON	190.00
73165756	08/08/2019	Χ	BISTCOR	BIST / Cornerstones of Care	175.00
73165933	08/08/2019	Χ	YARDI	YARDI MARKETPLACE	1,403.62
73165934	08/08/2019	Χ	YARDI	YARDI MARKETPLACE	1,313.16
73165935	08/08/2019	Χ	YARDI	YARDI MARKETPLACE	3,156.77
73165936	08/08/2019	Χ	DEFFEN	DEFFENBAUGH DISPOSAL SERV	314.90
73165937	08/08/2019	Χ	DEFFEN	DEFFENBAUGH DISPOSAL SERV	319.62
73165938	08/08/2019	Χ	SIEMENS	SIEMENS INDUSTRY, INC	528.00
73165939	08/08/2019	Χ	THYSSELEV	THYSSENKRUPP ELEVATOR CORP	331.59
73166478	08/08/2019	Χ	ATRONIC	ATRONIC ALARMS INC	108.00
73166479	08/08/2019	X	ATRONIC	ATRONIC ALARMS INC	108.00
73166480	08/08/2019	X	PAYPOOL	PAYPOOL	724.50
73166481	08/08/2019	X	DATAMAX	DATAMAX, INC	1,342.28
73166482	08/08/2019	X	LOPESAU	Saul Lopez	1,950.00
73166483	08/08/2019	X	DONALD	DONALD E MAXWELL, LLC	3,850.00
73166484	08/08/2019	X	EDOPS	EdOps	10,250.00
73166485	08/08/2019	X	CDW	CDW GOVERNMENT	5,791.74
73166486	08/08/2019	X	AMAZON	AMAZON	14,332.99
73175497	08/13/2019	X	OTIS	OTIS ELEVATOR	1,589.58
73175498	08/13/2019	Χ	OTIS	OTIS ELEVATOR	112.79

Crossroads Charter Schools

Check Register by Type

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73175636	08/13/2019	X		YARDI	YARDI MARKETPLACE	80.10
73175637	08/13/2019	X		YARDI	YARDI MARKETPLACE	26.70
73175855	08/13/2019	X		QHA	QUALITY HILL ASSOCIATES LLC	1,100.00
73175856	08/13/2019	Х		AMMICRO	American Micro Digital Document Management	45.00
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73239850	08/21/2019	Х		SMITHEREEN	SMITHEREEN PEST MANAGEMENT	50.00
73239851	08/21/2019	Χ		GRAINGER	GRAINGER	230.14
73239852	08/21/2019	Χ		SCHOLASTIC	SCHOLASTIC INC.	109.00
73239956	08/21/2019	Χ		OMEGA	OMEGA DOOR AND HARDWARE INC.	619.00
73239957	08/21/2019	Χ		OMEGA	OMEGA DOOR AND HARDWARE INC.	1,350.21
73239958	08/21/2019	Χ		CONCENTRA	CONCENTRA	61.50
73239959	08/21/2019	Χ		VEOLIA	VEOLIA ENERGY	69.36
73239960	08/21/2019	Χ		MARIADIC	MARIA DICKSON	220.71
73239961	08/21/2019	Х		KCWATER	KCMO WATER SERVICES DEPARTMENT	32.00
73239962	08/21/2019	Χ		KCWATER	KCMO WATER SERVICES DEPARTMENT	49.37
73239963	08/21/2019	Х		KCWATER	KCMO WATER SERVICES DEPARTMENT	263.76
73239964	08/21/2019	X		KCWATER	KCMO WATER SERVICES DEPARTMENT	8.27
73239965	08/21/2019	Х		KCWATER	KCMO WATER SERVICES DEPARTMENT	7.25
73239966	08/21/2019	Х		UNIVERSITY	UNIVERSITY OF MISSOURI-COLUMBIA AR	50.00
73239967	08/21/2019	Х		KCWATER	KCMO WATER SERVICES DEPARTMENT	324.10
73239968	08/21/2019	X		WALSWORTH	WALSWORTH	2,289.36
73240178	08/21/2019	Х		CONCENTRA	CONCENTRA	246.00
73240179	08/21/2019	X		CONCENTRA	CONCENTRA	61.50
73240180	08/21/2019	X		KCWATER	KCMO WATER SERVICES DEPARTMENT	348.90
73240181	08/21/2019 08/21/2019	X X		GRANDPL	The Grand Hall at Power & Light	1,385.00
73240182 73240183	08/21/2019	X		SEESAW ASSETSERVI	SEESAW LEARNING ASSET SERVICES, INC.	2,022.00 3,600.00
73240184	08/21/2019	X		SOLI	SOLI AND SOLI INC	131.00
73240185	08/21/2019	X		CONCENTRA	CONCENTRA	738.00
73240367	08/21/2019	X		MORIJEN	Jennifer Moriarty	71.92
73240368	08/21/2019	X		SMITALY	ALYSE SMITH	73.15
73240369	08/21/2019	X		ATRONIC	ATRONIC ALARMS INC	131.00
73240370	08/21/2019	Х		MCDOWELL	TYSIE MCDOWELL-RAY	303.00
73240371	08/21/2019	Х		DATAMAX	DATAMAX, INC	2,674.55
73240372	08/21/2019	Χ		ATRONIC	ATRONIC ALARMS INC	18,133.57
73250165	08/26/2019	Χ		STEWBRI	BRITTANY STEWART	274.84
73257811	08/29/2019	Χ		ONTOCOLLEG	ON TO COLEGE	3,500.00
73257812	08/29/2019	Χ		NAVIANCE	NAVIANCE	6,385.00
73257813	08/29/2019	Χ		GRANDVIEW	GRANDVIEW WINNELSON	256.00
73257814	08/29/2019	Х		K12ITC	K12 ITC, INC.	13,312.71
73257815	08/29/2019	Χ		MYBRIDGE	MY BRIDGE	400.00
73257816	08/29/2019	Χ		QUESTER	QUESTER ASSESSMENT INC	209.12
73257817	08/29/2019	Х		PROJECT	PROJECT LEAD THE WAY, INC	1,500.00
73257818	08/29/2019	Х		ISS	ISS FACILITY SERVICES - KC	1,434.60
73257819	08/29/2019	Х		ISS	ISS FACILITY SERVICES - KC	470.26
73257820	08/29/2019	X		ISS	ISS FACILITY SERVICES - KC	2,210.62
73257821	08/29/2019	X		STRASSER	STRASSER TRUE VALUE	92.78
73257822	08/29/2019	X		PROGRESSIV	PROGRESSIVE ELECTRONICS, INC.	84.00
73257823	08/29/2019	X		MCREALTY	MC REALTY GROUP, LLC	8,164.23
73257824	08/29/2019	X		FLEXIBLEDU	FLEXIBLE EDUCATORS SUBERIOR MOVING AND STORAGE	540.56
73257825	08/29/2019 08/29/2019	X X		SUPERIOR SUPERIOR	SUPERIOR MOVING AND STORAGE SUPERIOR MOVING AND STORAGE	230.00 2,070.00
73257826 73257827	08/29/2019	X		SUPERIOR	SUPERIOR MOVING AND STORAGE SUPERIOR MOVING AND STORAGE	432.00
73258023	08/29/2019	X		DEFFEN	DEFFENBAUGH DISPOSAL SERV	319.62
73258023	08/29/2019	X		SMITHEREEN	SMITHEREEN PEST MANAGEMENT	50.00
73258025	08/29/2019	X		DEFFEN	DEFFENBAUGH DISPOSAL SERV	256.84
73258026	08/29/2019	X		SMITHEREEN	SMITHEREEN PEST MANAGEMENT	50.00
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Crossroads Charter Schools				Check Register by Type				Page: 3
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73258264	08/29/2019	Χ		KCTG	DBA KANSAS CIT'	Y TRAN	SPORTATION GROUP	2,976.00
73258265	08/29/2019	Χ		CONCENTRA	CONCENTRA			61.50
73258266	08/29/2019	Χ		EXPLORE	ExploreLearning			2,750.00
73258267	08/29/2019	Χ		QUALITY	QUALITY STAFF L	EASING	INC.	145.50
73258268	08/29/2019	Χ		MEDELLIN	Medellin Landscapi	ing & Ga	ardening	1,128.50
73258269	08/29/2019	Χ		TYLERTECH	TYLER TECHNOLO	OGIES		11,029.94
73258270	08/29/2019	Χ		ARTSASYLUM	The Arts Asylum			10,425.00
73258271	08/29/2019	Χ		FSG FACILITY SOLUTIONS GROUP		192.78		
73258272	08/29/2019	X		KCAV KANSAS CITY AUDIO-VISUAL		16,814.40		
73258520	08/29/2019	X		CHANTELL CHANTELL SMITH		20.20		
73258521	08/29/2019	X		RAMOJON Jonna Ramos		49.58		
73258522	08/29/2019	Χ		LAWRENCE	RENEE LAWRENC	E		103.14
73258523	08/29/2019	X		CANTEMI	EMILY CANTERNA	A		113.16
73258524	08/29/2019	X		GARRCAR	CARLA GARRISO	N		146.68
73258525	08/29/2019	Χ		HIGENE	HI-GENE'S JANITO	DRIAL		20,268.16
73258526	08/29/2019	Χ		TURNER	TURNER CONSTR	RUCTIO	N	69,143.09
73258527	08/29/2019	X		AMAZON	AMAZON			4,355.75
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