



## Apple Playschools Board Meeting Minutes

<b>Date</b>	November 16, 2021
<b>Location</b>	Zoom
<b>Board Attendance</b>	Mike Allering, Lilly Connett, Patricia Alvarez de Fallon, Amanda Bloomfield, Ricky LaFosse, Whitney Tarver, Sam Ashley (Board Fellow)
<b>Staff/Public Attendance</b>	Etta Heisler
<b>Meeting Chair</b>	Etta Heisler
<b>Time</b>	5:45pm – 7:40pm

### Agenda Items:

- 1. Opening Practice (5 Minutes)**
- 2. Approve August Meeting Minutes (5 Minutes)**
  - a. Board vote to approve October 2021 minutes - unanimously approved
- 3. Board follow up from November special session meeting (2 Minutes)**
  - a. Board vote to approve Lauren's nomination to AP Board of Directors confirmed
- 4. Questions about Finance and Board Report (10 minutes)**
  - a. Reviewed and discussed November Board report, including:
    - i. Hiring challenges - no applicants for one open position and interview no-shows
      1. Considering restructuring teacher roles to better reflect responsibilities and potentially aid in recruitment
      2. Applications are still coming in
    - ii. Enrollment numbers remain low but this is intentional for the time being until new teachers are hired
    - iii. Reviewed mold remediation update and quotes

1. Board vote to approve quote amount plus extra expenses for drywall installation - unanimously approved
- iv. Updates to tax consulting and PPP forgiveness processes
- b. Reviewed FY21 Cashflow Projections, 3 Year Projections, October & YTD Financials

#### **5. Headlines from Board Projects (15 minutes)**

- a. Board Recruitment Project (Sam)
  - i. Sam provided an overview of recruitment and onboarding plan, including
    1. Future development of matrix and recruitment strategy report
    2. Expectations and requests for involvement from the board
- b. Ross Consulting Club (Etta)
  - i. Etta shared updates, including
    1. Overview of recent meetings
    2. Interviews are underway
    3. Progress reported on development of new financial tool
    4. Etta will be meeting with club representatives again next week
    5. Overall the program is going very well

#### **6. Identified Issues for Discussion (1 hour 10 Minutes)**

- a. Discussion of Board Standing Committees (tabled)
- b. Discussion of Year-End Fundraising Plan
- c. Provided recap of tuition increase discussion a group of board members had in previous week for full board and continued this discussion
  - i. Reiterated concerns over raising tuition during the contract year
  - ii. Discussed potential for alternative revenue including state aid to support childcare centers
  - iii. Outlined potential options for sliding scale tuition models as well as opt-in and gift approaches for families willing and able to pay more
  - iv. Narrative for fundraising may become less effective when parents are being asked to pay more in tuition already, and this should be the last resort regardless

- v. Proposal moving forward - board members will support fundraising by contacting individual families once costs and target fundraising goals are calculated
- vi. Consensus is to not raise tuition at this time and we will revisit after year's end

**7. Next Steps & Questions (Remaining Time)**

- a. Board will work on google doc to share talking points for family communication and update on tuition increase conversation