

Lerner Board of Directors
March 14, 2017 Meeting

Present: David Goldman, Andrew Janiak, Norma Gindes, Norah Goldman, Jonathan Blitz,
Jeremy Browner, Lauren Gindes, Jonathan Dayan, Sue Egnoto, Hollis Gauss, Tal Wittle

Absent: Sally Brown, Richard Goldberg, Maia Szulik, Kathryn Wolf

Agenda

1. Consent agenda: changed order: Development first, Finance, then HOS report
2. Tali Weschler has resigned for the Board – has a new ongoing commitment on Tuesday evenings
3. D'var Torah (~~Jonathan Blitz~~)
4. HOS report
5. Development report
 - a. \$72K from Auction
 - b. Special Appeal \$29K
 - c. MM \$12,537
 - d. \$187,333 raised to date for Annual Fund; 9 outstanding gifts of almost \$15K
 - e. Looking to wrap up from auction and then "sweep up" the remaining donors, especially in terms of getting the remaining \$4K to qualify for the full \$15K Leon Levine match
6. Finance policy proposal: what to do with students who go half-time to Hill Center? Investigated what other schools do—no discount and up to 25% discount off of full-tuition. Proposal: 25% discount; family that is an employee can get both tuition remission
 - a. Norah makes motion to set tuition for half-day Hill Center students at 75% of list price. Jonathan Blitz seconds. Passes unanimously.
 - b. Since this is setting a different tuition, school staff can also take tuition remission.
7. First pass at 17-18 budget
 - a. Finance Update: \$81K net income projection (afterschool and summer camp enrollment, \$5K from Judea for wknd rental)
 - b. Bus: take kids from Raleigh to Lerner and also some Hill Center students; bus is on its last legs; also used for field trips; Len the bus driver discovered a 14 passenger van with low mileage (35k) and 2 yrs old and captain chairs with 3 point harnesses; cost \$23K; pays for itself in 5 years; next year 8 students on the bus; what is the safety record for these vans – seems that there is data showing that when van is loaded in the back then prone to turning over – Eric will look into safety issues; what is next size up? Any hybrid vehicles? Fundraise around this? Act now to purchase this van so that we have safe and reliable transportation, not really a downside to this. Plan is to purchase the van.
 - c. Preliminary Budget
 - i. Goals:

1. Use 2016-17 YE forecast as base
 2. Target \$50K surplus to replenish reserves
 3. Capture increased preschool interest
 4. Budget for raises, non-operating expenses, and incremental increases for budget holders (line items)
- ii. Scenario 1: 77 E plus 70 PS = 147 (how confident are we that we will have 77 Elementary school students?)
1. Income \$2,026,000;
 2. Expense \$199,000
 3. Surplus \$36,000
 4. To get close to \$50K surplus need to cut \$15K from professional development (desire to keep PD and find cuts somewhere else); \$5K in non-operating; \$20K miscellaneous
- iii. Scenario 2: 82 E plus 70 PS = 152
1. Income \$2,094,000
 2. Expenses \$2,029,00
 3. Surplus \$65,000
- iv. 5th PS class: \$42K staff + \$10K supplies = \$52K (5 to break even; can bring in 16 kids @ \$10K per head)
- v. Staff investment: \$43K in raises + \$55K in new staff = \$98K
- vi. Consensus that we should look at a proposal from the Development Committee about what it would cost to increase Development revenue. What is ROI.