



B.E.S.T. ACADEMY
MINUTES: REGULAR MEETING OF THE BOARD OF DIRECTORS
Saturday, July 20, 2019

A meeting of the Board of Directors (the “**Board**”) of B.E.S.T. Academy (“**B.E.S.T.**” or the “**School**”) was held on Saturday, July 20, 2019, at the Four Points Hotel Pacifico A conference room located at 3888 Greenwood Street, San Diego, CA 92110.

Directors Present:

Patricia Karlin, Ognen Nastov, Michal Alchikh, Edward Singh, Joseph Cipres, Chad Leptich

Directors Absent:

None absent

Also Present:

James Mays, Alex Soriano, Raquel Soriano, Jason Arca, Bryan Farmer, Corey Cavanah, Enriqueta Luquin, Brian Duffy

1. CALL TO ORDER

Patricia Karlin called the meeting to order at 1:06 pm and Jason Arca recorded the minutes. All of the directors were present, and the meeting, having been duly convened, was ready to proceed with the business.

2. APPROVAL OF AGENDA

Motion Passed: Approve agenda. Passed with a motion by Chad Leptich and a second by Edward Singh. All members approved by roll-call vote.

3.. HEARING OF THE PUBLIC

No one from the public had opted to speak.

4 to 6. CLOSED SESSION

There were no matters for a closed session at this time.

7. PLEDGE OF ALLEGIANCE

Led by Patricia Karlin

8. PUBLIC COMMENTS / RECOGNITION / REPORTS

No members of the public had shared any comments.

9.1 B.E.S.T. Academy Marketing Update

Alex shared the location of the Marketing Playbook in the B.E.S.T.'s Marketing Folder. Bryan presented the Playbook created by his marketing company, FormativEd. The website was reviewed. More course information (electives, career pathways, dual enrollment, and social-emotional learning), governing board page, and FAQ page, still need to be added. The first Google campaign was launched yesterday. Accreditation won't occur until after one year. The target student is credit recovery. Facebook and Instagram (#BESTAcademyCS) pages were also created. Members were asked to follow social media pages. Two print flyers have also been developed. The marketing budget is \$3700, which is conservative.

9.3 Current Projects and Operations

Alex shared the location of Benefits Plans in the Human Resources doc. The School will be offering 403b through Vanguard with 100% match for the first 5%, instead of funding pension through STRS. Staff health insurance with dental and vision plans will be offered with various choices. Salaries are competitive and the School recognizes Masters Degrees and allows for University Interns. For incentives, there will be longevity bonuses and achievement bonuses for maintaining 92% or better attendance. Tracking attendance will be through monitoring the online activity of students on the LMS system. Teachers will monitor the times, which are not able to be tampered with. Teachers will monitor the percentage progress and set up appointment times as necessary.

All curriculum will be delivered virtually, except for field trips. Teachers are expected to attend field trips and other live activities. Aides will be assigned to students; not to specific teachers.

B.E.S.T. is in process of being registered as a non-profit. Currently, it has temporary liability insurance of \$1430 through Phil and Nova Casualty, until it becomes a 5013c. Procopio is the law firm being proposed; their services run \$150 per hour, to be used as needed.

James Mays gave a preview of the curriculum products that will be used for instruction. The middle school curriculum is more extensive than most. The high school will get course offerings in foreign languages, guitar, etc., which most online schools don't offer. The biggest differentiator will be an extensive list of elective classes that can lead to industry certification.

Students will start after Labor Day, allowing for more enrollments to occur. When students come in, they take the NWEA placement test to show where they need remediation. Lexia is for ELA. Odysseyware gives students interactive reading instructions and various support tools,

with reports of monitored activities. eDynamics is elective and CTE providers. On their website, you can see what certifications courses they have. Nearpod uses virtual reality to make lessons more immersive. Flocabulary presents lessons through Hip Hop songs, similar to the idea behind Schoolhouse Rock. Dreambox math curriculum uses artificial intelligence to determine remediation that is tailored to them, with results backed by Harvard research. StemScopes science uses 3 Dimension of Learning and the 5 Es, and is on the 3CA adoption list. Uw/i Sci content. ASU Content is for high-performing students; based on the Cambridge model, with some courses eligible for college credit. Edmentum has CTE (Career Technical Education) course for CNA (Certified Nursing Assistant) and may have more offerings later.

Winner's circle is a partner vendor that provides sports training to students, who were previously enrolled in A3 Charter School, which has been forced to close. They have 120-150 middle schoolers, who will be taking PE class and SEL as an athlete. MOU is \$3000 per student; the profit margin will be extremely low. Many kids in Winner's Circle travel for athletic competitions and need non-traditional, independent study program. B.E.S.T. will ensure their academics needs are being met.

For the first year, due to a limited budget, total enrollment should be no more than 200 kids.

9.4 Finance Report

Corey Cavanah of CBO, the company that handles the back office operations, presented the Financial Report. The budget is very organic at this point and needs to be revisited regularly. There are currently no teacher contracts right now, no actual revenues or expenditures. It is difficult to predict the number of students that will enroll during the course of the school year. The School gives an initial estimate to PENSAC for funding, then any overage has to be paid back. ADA funding is ultimately based on attendance, not enrollment.

James Mays and Alex Soriano have been fronting most of the money with personal cash and credit cards, as state funding won't be received until October.

Patricia Karlin announces that items 9.4, 9.5, 9.6, 10.6, 10.9, and 10.15 are being tabled.

10 ACTION ITEMS

10.1 Expense Reports

Moved by Chad Leptich. Seconded by Joseph Cipres. Ayes: all. Nays: none.

10.2 Seed Money

Moved by Edward Singh. Seconded by Joseph Cipres. Ayes: all. Nays: none.

10.3 Curriculum and Learning Support

Moved by Edward Singh. Seconded by Joseph Cipre. Ayes: all. Nays: none.

10.4 School Calendar

Moved by Joseph Cipres. Seconded by Chad Leptich. Ayes: all. Nays: none.

10.5 Employee Benefits

Moved by Patricia Karlin. Seconded by Joseph Cipres. Ayes: all. Nays: none.

10.6 Employee Handbook

Tabled.

10.7 Employee Salary

Moved by Joseph Cipres. Seconded by Edward Singh. Ayes: all. Nays: none.

10.8 Positions

Moved by Joseph Cipres. Seconded by Edward Singh. Ayes: all. Nays: none.

10.9 Student Handbook

Tabled.

10.10 Insurance

Moved by Chad Leptich. Seconded by Joseph Cipres. Ayes: all. Nays: none.

10.11 Winner's Circle MOU

Moved by Joseph Cipres. Seconded by Edward Singh. Ayes: all. Nays: none.

10.12 Precopio MOU

Moved by Chad Leptich. Seconded by Patricia Karlin. Ayes: all. Nays: none.

10.13 CBO MOU

Moved by Joseph Cipres. Seconded by Ognen Nastov. Ayes: all. Nays: none.

10.14 FormativeEd MOU

Moved by Edward Sing. Seconded by Joseph Cipres. Ayes: all. Nays: none.

10.15 Memberships

Tabled.

10.16 Next Board Meetings

Moved by Chad Leptich. Seconded by Joseph Cipres. Ayes: all. Nays: none.

Adjournment

There being no further business to come before the meeting, the meeting was adjourned by unanimous roll-call vote at 3:03 pm.

Respectfully submitted,

Jason Arca,
Recording Secretary