



**The Leadership School**

STUDENT LEADERSHIP AT THE CENTER OF LEARNING

## The Leadership School

### VIRTUAL - TLS June, 25, 2024 Board Meeting

#### VIRTUAL ONLY

Published on June 24, 2024 at 10:23 AM CDT

Amended on June 24, 2024 at 5:43 PM CDT

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#### Date and Time

Tuesday June 25, 2024 at 6:00 PM CDT

#### Location

All board meetings will be conducted virtually during June and July 2024.

<https://zoom.us/j/93648300851?pwd=RnJ0YlFzYy9qeE9vQ3MvR1RvR2JQUT09>

Attendees can still join via Zoom using the link below.

Or the following:

- Meeting ID: 936 4830 0851
- Passcode: TLS2021

Per Missouri Revised State Statute Section 610.021, the Board of Directors may close this meeting for an Executive Session to discuss permissible subjects.

This notice is published at our school site (1785 Pennsylvania Ave Pagedale, MO 63133) and on our website (<https://theleadershipschoolstl.org>).

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#### Agenda

	Purpose	Presenter	Time
<b>I. Opening Items</b>			<b>6:00 PM</b>
<b>A.</b> Call the Meeting to Order		Lennel Hunter	1 m
<b>Mission:</b> The Leadership School exists to grow our students' leadership capacity through earnest engagement in an academically rigorous, culturally relevant, and relationship-oriented environment.			
<b>B.</b> Record Attendance		Kimberly Townsend	2 m
<b>C.</b> Public Comment Section		Lennel Hunter	7 m
<b>II. Action Items</b>			<b>6:10 PM</b>
<b>A.</b> Approve Board Meeting Minutes from May 28, 2024	Approve Minutes	Lennel Hunter	5 m
<b>B.</b> Approve Board Meeting minutes from June 10, 2024	Approve Minutes	Lennel Hunter	5 m
<b>C.</b> Approve May 2024 Monthly Financials	Vote	Lennel Hunter	10 m
<b>D.</b> Approve FY25 Budget	Vote	Courtney Moulder	15 m
<b>E.</b> Approve 2024-25 Board Meeting Calendar	Vote	Lennel Hunter	5 m
Description Schedule of board meetings including <b>committee meetings</b>			
Calendar must be approved by the board prior to June 30, of the current fiscal year. Board may revise the school calendar as often as necessary. Upload revised copies through the Submission Upload button found in Document Center.			
<b>III. Board Business</b>			<b>6:50 PM</b>
<b>A.</b> Introduce potential members	Discuss	Lennel Hunter	5 m
<b>B.</b> Established Closure Reserve Certification	Discuss	Lennel Hunter	5 m
Description			

	Purpose	Presenter	Time	
<p>The Board of Directors certifies that it has restricted \$25,000 of its reserves as the closure fund. The board will reserve \$25,000 annually until the restricted fund reaches \$75,000.</p> <p>Performance Framework: Governance and Reporting                      MCPSC contract: 1.5  <a href="https://mcpsc.mo.gov/media/pdf/104-financial-policies">https://mcpsc.mo.gov/media/pdf/104-financial-policies</a></p> <p>Instructions                      By selecting Certify you acknowledge that the account has been created and there is a plan in place for the required deposits.</p>				
<b>C.</b>	School Leader Evaluation- Certification	Discuss	Lennel Hunter	5 m
<p>Description                      Certification that the board of directors has conducted an evaluation of the school leader within the last 12 months. NOTE- this could be the CEO, ED, Head of School or whatever title the board uses to describe <b>their</b> employee.                      Performance Framework: Governance and Reporting: Holding Management Accountable                      MCPSC Contract: 5.2.4</p> <p>Instructions                      Enter the date of the board meeting that the evaluation was discussed. This should be clear in the board minutes from that meeting. Click the certify box and submit.</p>				
<b>D.</b>	Board Training	Discuss	Lennel Hunter	5 m
<p>Description                      As required by state regulation 20-100. <a href="#">260 Standard 4</a> (page33) board members have participated in board training.                      Performance Framework: Governance and Reporting: Complying with Governance Requirements                      MCPSA Model Policy: Governance G                      Resources  <a href="#">Board Member Training Template update.xlsx</a></p> <p>Instructions                      Using the attached template upload the date in which board members received training relevant to their role as a member of your board. This should be training done within the current fiscal year.</p>				
<b>E.</b>	Organization Annual Registration Update	FYI	Kimberly Townsend	5 m

	Purpose	Presenter	Time
<b>IV. Board Committee Reports</b>			<b>7:15 PM</b>
A. Governance Committee	FYI	Gerren McHam	5 m
B. Finance & Facilities Committee	FYI	Lennel Hunter	5 m
C. Development Committee	FYI	Aaron Williams	5 m
D. School Performance Committee	FYI	Rebecca Langrall	5 m
<b>V. Executive Director Reports</b>			<b>7:35 PM</b>
A. Mrs. Seymour - 2024-25 Student Recruitment & Enrollment	Discuss	Lakeisha Moody Seymour	10 m
B. Ms. Moulder - 2024-25 Hiring Process & Updates	Discuss	Courtney Moulder	10 m
<b>VI. Closed Session</b>			<b>7:55 PM</b>
A. Closed Session	Vote	Lennel Hunter	15 m
			<ul style="list-style-type: none"> <li>• To discuss personnel pursuant to RSMo. 610.021.3, which states: Hiring, firing, disciplining or promoting of particular employees by a public governmental body when personal information about the employee is discussed or recorded.</li> </ul>
<b>VII. Closing Items</b>			<b>8:10 PM</b>
A. Next Steps	FYI	Lennel Hunter	3 m
B. Adjourn Meeting	Vote	Lennel Hunter	2 m

# Coversheet

## Approve Board Meeting Minutes from May 28, 2024

**Section:** II. Action Items  
**Item:** A. Approve Board Meeting Minutes from May 28, 2024  
**Purpose:** Approve Minutes  
**Submitted by:**  
**Related Material:** Minutes for TLS May 28, 2024 Board Meeting on May 28, 2024

DRAFT



**The Leadership School**

STUDENT LEADERSHIP AT THE CENTER OF LEARNING

## The Leadership School

# Minutes

## TLS May 28, 2024 Board Meeting

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### **Date and Time**

Tuesday May 28, 2024 at 6:00 PM

### **Location**

The Leadership School  
1785 Pennsylvania Ave  
Pagedale, MO 63133

All board meetings will be fully in-person.

<https://zoom.us/j/93648300851?pwd=RnJOYIFzYy9qeE9vQ3MvR1RvR2JQUT09>

Attendees can still join via Zoom using the link below.

Or the following:

- Meeting ID: 936 4830 0851
- Passcode: TLS2021

Per Missouri Revised State Statute Section 610.021, the Board of Directors may close this meeting for an Executive Session to discuss permissible subjects.

This notice is published at our school site (1785 Pennsylvania Ave Pagedale, MO 63133) and on our website (<https://theleadershipschoolstl.org>).

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### **Directors Present**

A. Williams (remote), G. McHam, L. Hunter, R. Langrall

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### **Directors Absent**

*None*

### **Ex Officio Members Present**

K. Townsend

### **Non Voting Members Present**

K. Townsend

### **Guests Present**

C. Moulder, L. Moody Seymour

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## **I. Opening Items**

### **A. Call the Meeting to Order**

L. Hunter called a meeting of the board of directors of The Leadership School to order on Tuesday May 28, 2024 at 6:11 PM.

### **B. Record Attendance**

### **C. Public Comment Section**

No public comments

## **II. EdOps Presentation**

### **A. Draft FY25 Budget**

A. Nichols presented the draft FY25 budget for the board's review.

- Discussed major changes from Year 2 to Year 3.
- Budget projects a 16% fund balance at the end of Year 3.
- CSP grant supports the large increase in revenue and expenses.
  - Increase from approx \$2mil to \$4mil budget

## **III. Action Items**

### **A. Approve Board Meeting Minutes from April 30, 2024**

G. McHam made a motion to approve the minutes from TLS April 30, 2024 Board Meeting on 04-30-24.

R. Langrall seconded the motion.

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

## **B. Approve April 2024 Monthly Financials**

G. McHam made a motion to approve the April 2024 financial statements.

R. Langrall seconded the motion.

Chair acknowledged that treasurer, D. Henderson, resigned from the board 2 weeks ago

Chair shared that we are monitoring monthly expenditures.

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

## **C. Approve revision to Enrollment & Lottery Policy**

K. Seymour discussed the proposed changes to the enrollment and lottery policy to allow employee children to attend TLS even if they reside outside of the boundaries. TLS would be exempt from any and all state funding allocations. K. Seymour does not anticipate a negative impact on the budget, as additional teachers would not be required.

Chair asked questions about the tipping point of needing to add another teacher to cover additional students. Co-EDs asked about adding a clause about the impact. Board asks them to consider how to deal with a large number of potential students. Board recommends that the policy will be reviewed annually and is subject to budget determinations.

The vote will be tabled to the next meeting. K. Seymour will update the policy to address the questions/concerns brought up in this meeting.

## **IV. Board Business**

### **A. Introduce potential members**

Potential board members are not ready to be approved at this time. The board will hold a special meeting Monday, June 10th at 4pm to approve new board members.

### **B. Summer Board Meetings**

Chair offered a suggestion that June and July board meetings are done virtually instead of in person. All board members were in agreement to move them virtual.

### **C. Organization Annual Registration Update**

K. Townsend shared that all next steps had been taken and she will follow up with legal counsel this week to ensure all reports are completed and names are transferred to the new EDs.

### **D. School leader and board succession plans**

L. Hunter discussed the need for transition planning and review proposals from a firm that can support the board to create succession planning.



## **V. Board Committee Reports**

### **A. Governance Committee**

- G. McHam offered a potential board member emeritus status that he would like the board to consider adding to the by-laws for the June meeting.

### **B. Finance & Facilities Committee**

- A new treasurer and committee chair is needed due to Deanne's resignation.
- The modulars will be rotated 90 degrees.

### **C. Development Committee**

- Trivia Night event was successful. Raised about \$6,000
- The committee is planning some summer events and will need support.

### **D. School Performance Committee**

- R. Langrall met with K. Seymour to discuss the NWEA and iReady reports.
- Discussed the importance of having a school library to nurture independent reading
- Discussed creating learning progressions to discuss how to scaffold the grade level expectations, and create more precise targets and assessments.

## **VI. Executive Director Reports**

### **A. Mrs. Seymour - 2024-25 Student Recruitment & Enrollment**

Mrs. Seymour gave a report on student enrollment for 2024-25. The board asked for the report to combine the numbers for returning and new students so that the progress towards 210 students enrolled was more clear.

### **B. Ms. Moulder - 2024-25 Hiring Process & Updates**

C. Moulder shared an update on hiring.

- 4 positions remain open: 3rd/4th Science, 3rd/4th Math, office manager, principal in residence
- Teachers were hired and took another position.

### **C.**

### **Dr. Townsend - Progress towards 2023-24 Goals**

Dr. Townsend reported on the EOY iReady and NWEA Assessment Data. The board asked for a spreadsheet that showed the progress of students who have been enrolled for the last two years.

## **VII. Closed Session**

### **A. Closed Session**

G. McHam made a motion to enter into closed to discuss personnel pursuant to RSMo. 610.021.3, which states: Hiring, firing, disciplining or promoting of particular employees by a public governmental body when personal information about the employee is discussed or recorded.

R. Langrall seconded the motion.

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

#### **Roll Call**

L. Hunter Aye

G. McHam Aye

R. Langrall Aye

A. Williams Aye

No actions were taken in the closed session.

G. McHam made a motion to end the closed session.

R. Langrall seconded the motion.

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

## **VIII. Closing Items**

### **A. Next Steps**

### **B. Adjourn Meeting**

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 8:30 PM.

Respectfully Submitted,

K. Townsend

# Coversheet

## Approve Board Meeting minutes from June 10, 2024

**Section:** II. Action Items  
**Item:** B. Approve Board Meeting minutes from June 10, 2024  
**Purpose:** Approve Minutes  
**Submitted by:**  
**Related Material:**  
Minutes for VIRTUAL - TLS Special Board Meeting June 10, 2024 on June 10, 2024

DRAFT



**The Leadership School**

STUDENT LEADERSHIP AT THE CENTER OF LEARNING

## The Leadership School

# Minutes

VIRTUAL - TLS Special Board Meeting June 10, 2024

VIRTUAL ONLY

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### Date and Time

Monday June 10, 2024 at 4:00 PM

### Location

The Leadership School is inviting you to a scheduled Zoom meeting.

Join Zoom Meeting

<https://us06web.zoom.us/j/93648300851?pwd=RnJ0YlFzYy9qeE9vQ3MvR1RvR2JQUT09>

Meeting ID: 936 4830 0851

Passcode: TLS2021

One tap mobile

+13126266799,,93648300851#,,,,\*9929529# US (Chicago)

+19292056099,,93648300851#,,,,\*9929529# US (New York)

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### Directors Present

A. Williams (remote), G. McHam (remote), L. Hunter (remote), R. Langrall (remote)

### Directors Absent

None

### Ex Officio Members Present

K. Townsend

### Non Voting Members Present

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K. Townsend

### **Guests Present**

C. Moulder (remote), L. Moody Seymour (remote)

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## **I. Opening Items**

### **A. Call the Meeting to Order**

L. Hunter called a meeting of the board of directors of The Leadership School to order on Monday Jun 10, 2024 at 4:00 PM.

### **B. Record Attendance**

### **C. Public Comment Section**

There were no public comments.

## **II. Action Items**

### **A. Approve revision to Enrollment & Lottery Policy**

G. McHam made a motion to approve the revision to the Enrollment & Lottery Policy.  
R. Langrall seconded the motion.  
The board **VOTED** unanimously to approve the motion.

## **III. Board Business**

### **A. Introduce Potential Board Members**

G. McHam made a motion to approve Terrance Curry, Carrie Page and Stephanie Madlinger to join The Leadership School Board of Directors.  
R. Langrall seconded the motion.  
The board **VOTED** unanimously to approve the motion.

### **B. Approve Emeritus Board Member Draft Policy**

Emeritus Board Member Draft Policy presented: Outlines the relationship and support from previous members.

The policy will be emailed to current and new board members.

- access the meetings through Board on Track, K. Seymour will send this over to new board members.

## **IV. Closed Session**

#### **A. Closed Session**

R. Langrall made a motion to enter into closed session to discuss personnel pursuant RSMo 610.021.3, which stated: Hiring, firing, disciplining or promoting of particular employees by a public governmental body when personal information about the employee is discussed or recorded.

G. McHam seconded the motion.

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

#### **Roll Call**

R. Langrall Aye

G. McHam Aye

L. Hunter Aye

A. Williams Aye

New Board members (Terrance Curry, Stephanie Madlinger, Carrie Paige) and Co-Executive Directors joined the closed session.

No actions were taken by the board.

#### **V. Closing Items**

##### **A. Next Steps**

##### **B. Adjourn Meeting**

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 5:00 PM.

Respectfully Submitted,

L. Moody Seymour

# Coversheet

## Approve May 2024 Monthly Financials

**Section:** II. Action Items  
**Item:** C. Approve May 2024 Monthly Financials  
**Purpose:** Vote  
**Submitted by:**  
**Related Material:** TLS - Monthly Presentation - May 2024.pdf  
202405CheckRegisterbyType.pdf



# May 2024 Financials

PREPARED JUN'24 BY





- **Executive Summary**
- **Key Performance Indicators**
- **State Revenue**
- **Forecast Overview**
- **Cash Forecast**
- **Key Forecast Changes This Month**
- **Appendix**
- **Forecast History**

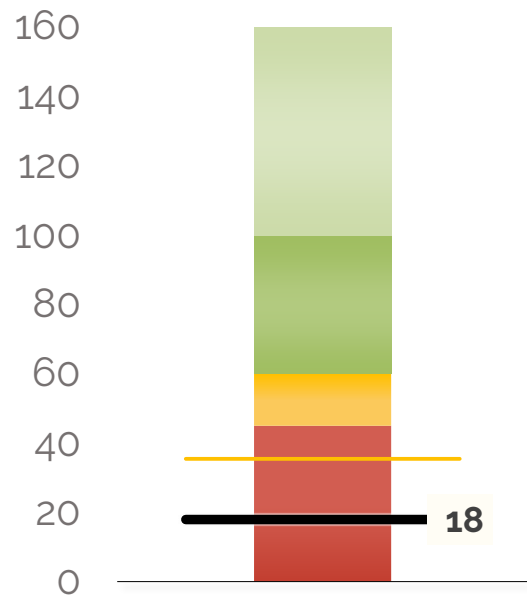
# Executive Summary

- We continue to closely monitor the financial forecast as the fund balance is a vital component of school success.
- The current forecast for year end net income is \$93k, \$110k less than the budgeted net income of \$203k.
- The projected cash balance at year end is \$136k, providing a 5% Fund Balance.
- The FY25 budget is presented to the board for approval.

# Key Performance Indicators

## Days of Cash

Cash balance at year-end divided by average daily expenses

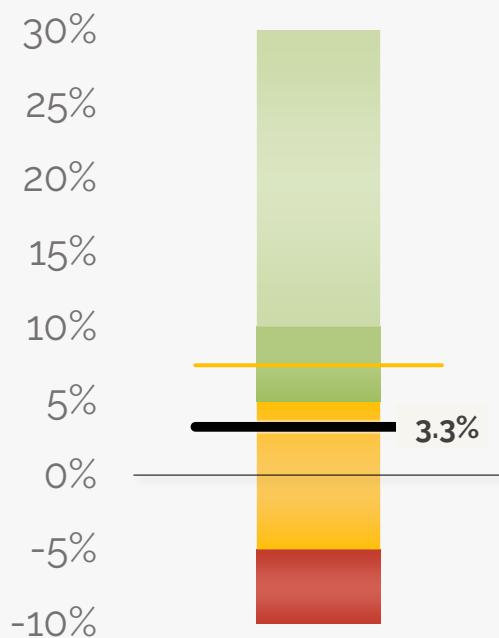


### 18 DAYS OF CASH AT YEAR'S END

The school will end the year with 18 days of cash. This is below the recommended 60 days

## Gross Margin

Revenue less expenses, divided by revenue

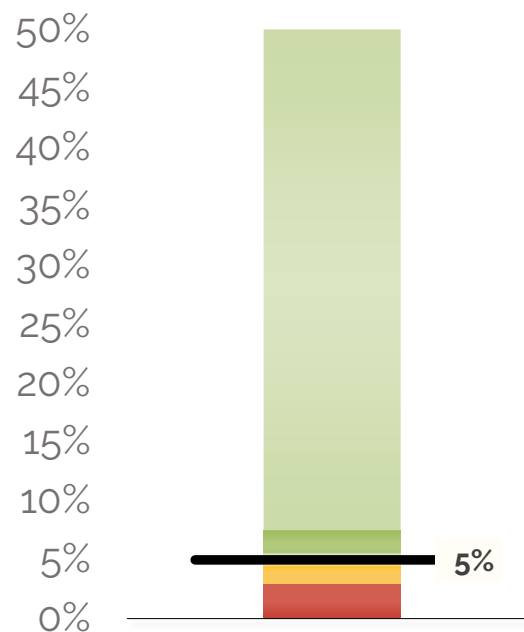


### 3.3% GROSS MARGIN

The forecasted net income is \$93k, which is \$110k below the budget. It yields a 3.3% gross margin.

## Fund Balance %

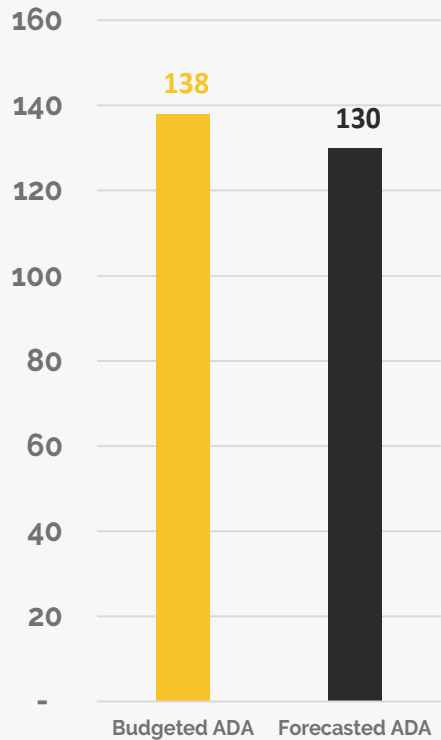
Forecasted Ending Fund Balance / Total Expenses



### 4.98% AT YEAR'S END

The school is projected to end the year with a fund balance of \$137,665. Last year's fund balance was \$44,714.

## Student Expectations



The school now forecasts 130 ADA for SY23-24. The budget target was 138.

## \$60K Less Per-Pupil Funding Than Expected

	Current Forecast	SY23-24 Budget	Difference	Financial Gain / (Loss)
<b>Enrollment</b>	<b>153</b>	<b>144</b>	<b>9</b>	
<b>Attendance</b>	<b>88.0%</b>	<b>92.0%</b>	<b>-4.0%</b>	
<b>Total ADA</b>	<b>130</b>	<b>138</b>	<b>-8</b>	
Regular Term PK	0	0	0	
Regular Term K-12	130	134	-4	-46k
Remedial	0	0	0	
Summer	0	4	-4	-40k
FRL Count	124	114	10	
<b>FRL Weight</b>	<b>21</b>	<b>18</b>	<b>3</b>	26k
IEP Count	0	0	0	
<b>IEP Weight</b>	<b>0</b>	<b>0</b>	<b>0</b>	
LEP Count	0	0	0	
<b>LEP Weight</b>	<b>0</b>	<b>0</b>	<b>0</b>	
WADA	151	156	-5	
Per WADA Payment	9671	9735	-64	
<b>State Aid</b>	<b>\$1.4M</b>	<b>\$1.5M</b>	<b>-\$59,800.5</b>	-60k

# Forecast Overview



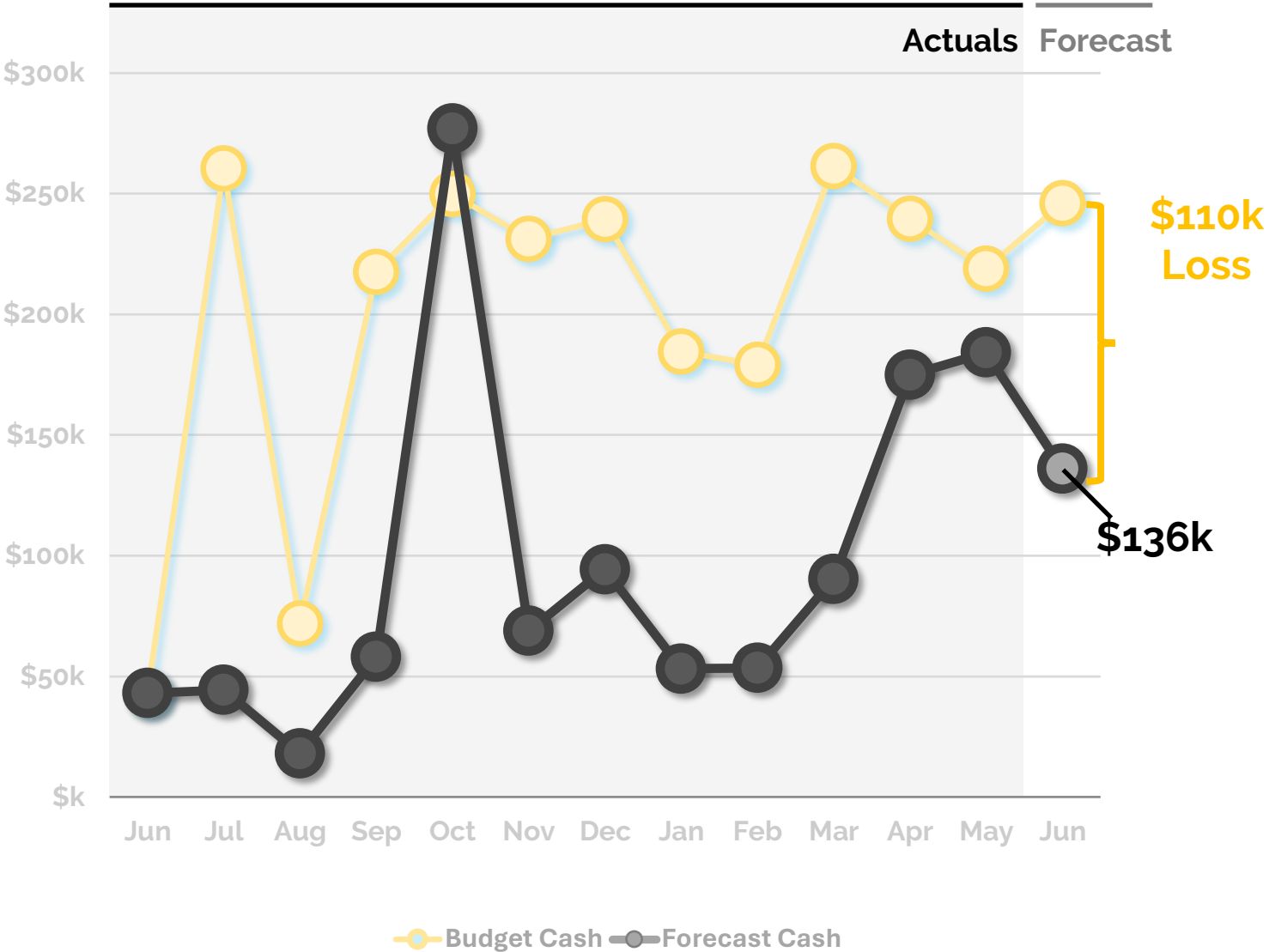
	Forecast	Budget	Variance	Variance Graphic	Comments
Revenue	\$2.9m	\$2.7m	<b>\$121k</b>		
Expenses	\$2.8m	\$2.5m	<b>-\$231k</b>		
<b>Net Income</b>	<b>\$93k</b>	<b>\$203k</b>	<b>-\$110k</b>		

# Cash Forecast

## 18 Days of Cash at year's end

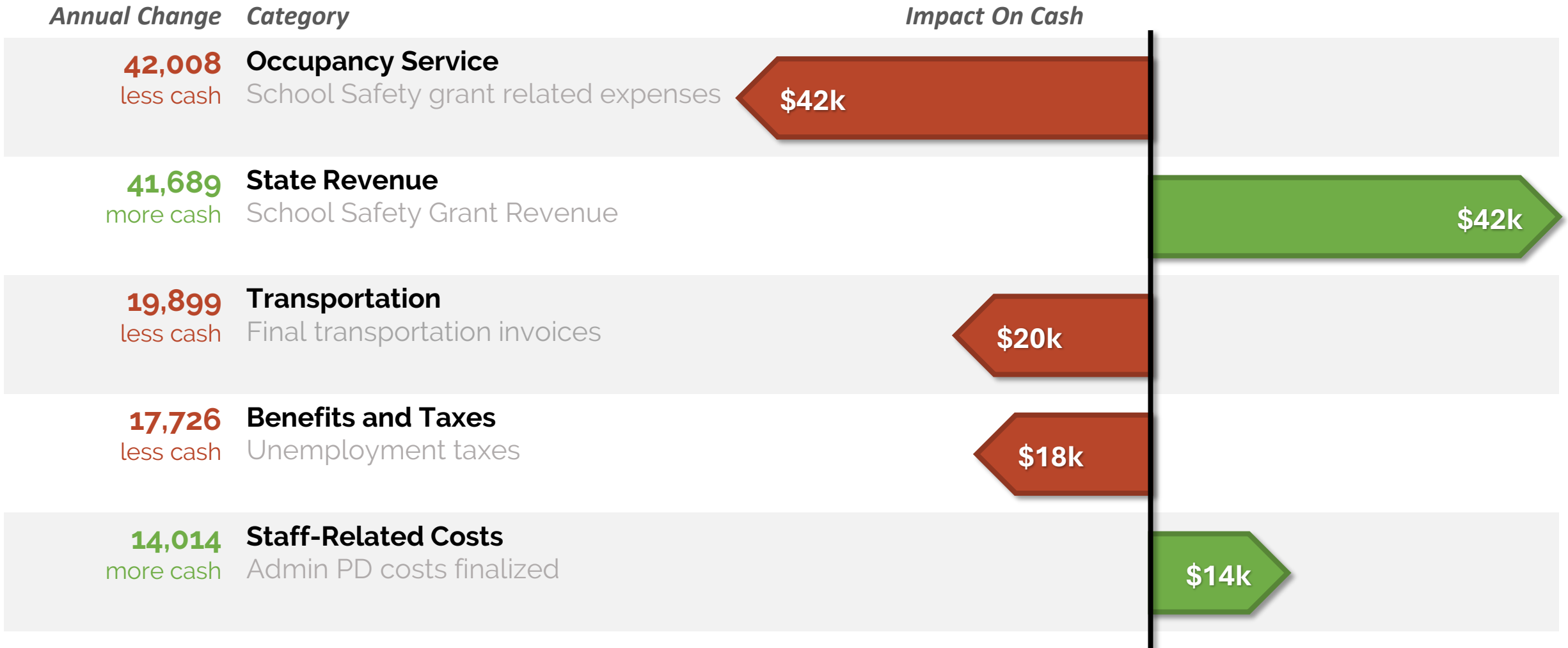
We forecast the school's year ending cash balance as **\$136k**, **\$110k** below budget.

TLS will monitor cash closely and may receive grant funding prior to year end.



# Key Forecast Changes This Month

The May forecast **decreased** the year-end cash expectation by \$15k. *Key changes:*





# QUESTIONS?

Please contact your EdOps Finance Team:

Anne Nichols

[anichols@ed-ops.com](mailto:anichols@ed-ops.com)

816.985.5144

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	<i>Actual</i>	<i>Budget</i>	<i>Variance</i>	<i>Forecast</i>	<i>Budget</i>	<i>Variance</i>	<i>Remaining</i>
<b>Revenue</b>							
Local Revenue	104,783	97,717	7,066	112,331	107,382	4,949	7,548
State Revenue	1,403,541	1,416,428	(12,887)	1,529,641	1,572,424	(42,783)	126,099
Federal Revenue	401,639	353,999	47,639	455,592	424,421	31,172	53,954
Private Grants and Donations	740,401	627,500	112,901	740,401	627,500	112,901	-
Earned Fees	21,879	6,100	15,779	21,879	6,700	15,179	-
<b>Total Revenue</b>	<b>2,672,243</b>	<b>2,501,745</b>	<b>170,498</b>	<b>2,859,844</b>	<b>2,738,426</b>	<b>121,418</b> ①	<b>187,601</b>
<b>Expenses</b>							
Salaries	946,371	1,038,763	92,392	1,040,986	1,133,196	92,210	94,615
Benefits and Taxes	223,028	272,124	49,095	262,869	296,862	33,993	39,841
Staff-Related Costs	164,639	19,583	(145,056)	165,729	20,000	(145,729)	1,090
Rent	213,075	166,188	(46,887)	232,445	181,296	(51,149)	19,370
Occupancy Service	238,978	149,662	(89,316)	255,385	163,268	(92,117)	16,407
Student Expense, Direct	260,489	262,528	2,040	262,039	286,940	24,901	1,550
Student Expense, Food	101,900	91,667	(10,233)	116,845	100,000	(16,845)	14,946
Office & Business Expense	200,418	181,750	(18,669)	228,336	197,313	(31,023)	27,917
Transportation	167,219	143,550	(23,669)	185,434	156,600	(28,834)	18,215
Total Ordinary Expenses	2,516,117	2,325,815	(190,302)	2,750,068	2,535,475	(214,592)	233,950
Facility Improvements	16,825	0	(16,825)	16,825	0	(16,825)	-
Total Extraordinary Expenses	16,825	0	(16,825)	16,825	0	(16,825)	-
<b>Total Expenses</b>	<b>2,532,942</b>	<b>2,325,815</b>	<b>(207,127)</b>	<b>2,766,893</b>	<b>2,535,475</b>	<b>(231,417)</b> ②	<b>233,950</b>
<b>Net Income</b>	<b>139,301</b>	<b>175,930</b>	<b>(36,629)</b>	<b>92,951</b>	<b>202,951</b>	<b>(109,999)</b> ③	<b>(46,349)</b>
<b>Cash Flow Adjustments</b>	<b>1,859</b>	<b>-</b>	<b>1,859</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>(1,859)</b>
<b>Change in Cash</b>	<b>141,159</b>	<b>175,930</b>	<b>(34,770)</b>	Powered by BoardOnTrack <b>2,951</b>	<b>(109,999)</b>	<b>(109,999)</b>	<b>(48,208)</b>

① REVENUE: \$121K AHEAD

② EXPENSES: \$231K BEHIND


③ NET INCOME: \$110K behind

# Monthly Financials

Income Statement	Actual											Forecast	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	TOTAL
<b>Revenue</b>													
Local Revenue	0	13,964	17,640	9,615	11,102	7,885	8,490	12,846	7,584	8,280	7,378	7,548	112,331
State Revenue	86,963	6,235	108,113	254,049	87,486	113,306	113,845	116,263	113,748	236,923	166,609	126,099	1,529,641
Federal Revenue	10,450	1,556	0	105,670	33,970	34,425	22,354	16,658	41,086	18,682	116,788	53,954	455,592
Private Grants and Donations	51,784	178,821	128,723	1,000	286	110,671	4,500	505	177,242	81,709	5,160	0	740,401
Earned Fees	672	11	1,125	404	790	88	2,350	5,164	85	10,997	192	0	21,879
<b>Total Revenue</b>	<b>149,869</b>	<b>200,587</b>	<b>255,601</b>	<b>370,738</b>	<b>133,635</b>	<b>266,374</b>	<b>151,539</b>	<b>151,435</b>	<b>339,745</b>	<b>356,591</b>	<b>296,128</b>	<b>187,601</b>	<b>2,859,844</b>
<b>Expenses</b>													
Salaries	57,221	107,211	85,724	74,896	84,186	88,995	86,934	82,624	90,041	105,414	83,127	94,615	1,040,986
Benefits and Taxes	12,512	25,551	21,967	17,554	18,717	19,984	18,664	18,000	19,828	22,634	27,617	39,841	262,869
Staff-Related Costs	980	0	18,150	27,875	16,457	1,786	27,642	977	54,374	200	16,196	1,090	165,729
Rent	19,370	19,370	19,370	0	19,370	19,370	38,741	19,370	19,370	19,370	19,370	19,370	232,445
Occupancy Service	30,853	24,234	17,710	12,653	26,876	14,584	6,447	22,666	15,354	9,125	58,478	16,407	255,385
Student Expense, Direct	3,639	44,452	28,204	10,499	78,989	14,358	11,954	-2,973	943	64,178	6,246	1,550	262,039
Student Expense, Food	0	0	7,262	13,680	24,138	6,842	6,703	17,263	13,087	0	12,924	14,946	116,845
Office & Business Expense	19,912	13,825	20,118	1,855	43,081	18,871	3,878	2,044	38,311	24,337	14,187	27,917	228,336
Transportation	8,935	0	0	0	10,321	37,811	0	0	43,030	17,657	49,466	18,215	185,434
<b>Total Ordinary Expenses</b>	<b>153,422</b>	<b>234,643</b>	<b>218,505</b>	<b>159,012</b>	<b>322,135</b>	<b>222,601</b>	<b>200,963</b>	<b>159,971</b>	<b>294,338</b>	<b>262,916</b>	<b>287,610</b>	<b>233,950</b>	<b>2,750,068</b>
Operating Income	-3,553	-34,057	37,096	211,726	-188,500	43,773	-49,423	-8,536	45,407	93,675	8,518	-46,349	109,776
<b>Extraordinary Expenses</b>													
Facility Improvements	0	0	0	0	0	0	0	0	0	9,750	7,075	0	16,825
<b>Total Extraordinary Expenses</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>9,750</b>	<b>7,075</b>	<b>0</b>	<b>16,825</b>
<b>Total Expenses</b>	<b>153,422</b>	<b>234,643</b>	<b>218,505</b>	<b>159,012</b>	<b>322,135</b>	<b>222,601</b>	<b>200,963</b>	<b>159,971</b>	<b>294,338</b>	<b>272,666</b>	<b>294,685</b>	<b>233,950</b>	<b>2,766,893</b>
<b>Net Income</b>	<b>-3,553</b>	<b>-34,057</b>	<b>37,096</b>	<b>211,726</b>	<b>-188,500</b>	<b>43,773</b>	<b>-49,423</b>	<b>-8,536</b>	<b>45,407</b>	<b>83,925</b>	<b>1,443</b>	<b>-46,349</b>	<b>92,951</b>
Cash Flow Adjustments	4,868	7,878	2,750	7,195	-19,577	-18,283	8,297	8,812	-8,494	551	7,862	-1,859	0
<b>Change in Cash</b>	<b>1,314</b>	<b>-26,179</b>	<b>39,846</b>	<b>218,921</b>	<b>-208,077</b>	<b>25,491</b>	<b>-41,126</b>	<b>276</b>	<b>36,913</b>	<b>84,476</b>	<b>9,304</b>	<b>-48,208</b>	<b>92,951</b>
Ending Cash	44,358	18,179	58,025	276,946	68,869	94,360	53,233	53,509	90,422	174,898	184,202	135,994	

	<i>Previous Year End</i>	<i>Current</i>	<i>Year End</i>
<b>Assets</b>			
Current Assets			
Cash	43,043	184,202	135,994
Total Current Assets	43,043	184,202	135,994
<b>Total Assets</b>	<b>43,043</b>	<b>184,202</b>	<b>135,994</b>
<b>Liabilities and Equity</b>			
<b>Liabilities</b>			
Current Liabilities			
Other Current Liabilities	-1,671	188	-1,671
Total Current Liabilities	-1,671	188	-1,671
Total Long-Term Liabilities	0	0	
<b>Total Liabilities</b>	<b>-1,671</b>	<b>188</b>	<b>-1,671</b>
<b>Equity</b>			
Unrestricted Net Assets	44,714	44,714	44,714
Net Income	0	139,301	92,951
<b>Total Equity</b>	<b>44,714</b>	<b>184,014</b>	<b>137,665</b>
<b>Total Liabilities and Equity</b>	<b>43,043</b>	<b>184,202</b>	<b>135,994</b>

# Forecast History of June 30, 2024 Cash Balance

Source	Days of Cash at 6/30/24	Change	Description of change
Budget	<b>35</b>		From SY23-24Budget
Jul	<b>56</b>	21	No FRT
Aug	<b>34</b>	-22	No July Forecast
Sep	<b>28</b>	-5	ADA decreased by 3
Oct	<b>26</b>	-3	Decrease Per WADA payment. Increased exp with Ops staffing
Nov	<b>22</b>	-4	Lowered state funding due to Prior YR adjustment
Dec	<b>23</b>	1	Reduced salary forecast and donations of forecast
Jan	<b>26</b>	3	Removed staff positions
Feb	<b>20</b>	-7	Forecast increased due to Food Weight, Instuc vendors. Decrease Food claims, ...
Mar	<b>18</b>	-1	Increase Food expenses, Title funds updated, Transportation misc rev added.
Apr	<b>20</b>	2	TOT and CSP funding
 <b>May</b>	<b>18</b>	<b>-2</b>	
Jun			

The Leadership School  
06/13/2024 10:22 AM

**Check Register by Type**

Page: 1  
User ID: SAS

<b>Payee Type: Vendor</b>		<b>Check Type: Automatic Payment</b>			<b>Checking Account ID: 1</b>			
<u>Check Number</u>	<u>Check Date</u>	<u>Cleared</u>	<u>Void</u>	<u>Void Date</u>	<u>Entity ID</u>	<u>Entity Name</u>	<u>Check Amount</u>	
52024166	05/10/2024	X			BAMBOOHR	Bamboo HR	222.00	
52024167	05/06/2024	X			GSUITE	Google Suite	208.33	
52024168	05/20/2024	X			NEXTIVA	Nextiva	1,180.31	
52024169	05/02/2024	X			SCCHARTER	SC Charter - Rent	19,370.42	
52024170	05/17/2024	X			WELLSFARGO	Wells Fargo Vendor	137.98	
52024171	05/13/2024	X			REPUBLIC	Republic Services	763.95	
52024172	05/23/2024	X			LEVEL3	Level 3 Communications, LLC	1,706.58	
52024181	04/30/2024	X			RAPORTECH	Raptor Technologies, LLC	3,478.00	
52024182	04/30/2024	X			WINNINGENT	Winning Entities LLC	1,800.00	
52024183	05/01/2024	X			REFLECTING	Reflecting Change LLC	1,249.96	
52024184	05/08/2024	X			FRESHPALAT	Anthony Foster	12,924.02	
52024185	05/03/2024	X			MIDWESTBNK	Midwest Bank Credit Card	14,766.10	
52024193	05/24/2024	X			GOODETOHE	Goode to the T LLC	2,660.00	
Checking Account ID: 1					Void Total:	0.00	Total without Voids:	60,467.65
Check Type Total:		Automatic Payment			Void Total:	0.00	Total without Voids:	60,467.65

<b>Payee Type: Vendor</b>		<b>Check Type: Check</b>			<b>Checking Account ID: 1</b>			
<u>Check Number</u>	<u>Check Date</u>	<u>Cleared</u>	<u>Void</u>	<u>Void Date</u>	<u>Entity ID</u>	<u>Entity Name</u>	<u>Check Amount</u>	
5002	05/03/2024	X			ANTOHEA	Heather Antoine	400.00	
5004	05/03/2024	X			REIKMOR	Morgan Reiker	200.00	
83027868	05/06/2024	X			BOXWOOD	Boxwood Landscaping	7,300.00	
83147678	05/17/2024	X			MIDWESTEL	Midwest Electric Systems	37,000.00	
83196378	05/30/2024	X			HKWARCHITE	hkw architects	7,075.00	
83196379	05/30/2024	X			STLOUISAME	St Louis American Newspaper	315.00	
83196380	05/30/2024	X			BGG	BGG Gaming Experience	1,800.00	
83196381	05/30/2024	X			MIDWESTERN	Mid-Western Adverstising	170.62	
83196382	05/30/2024	X			ROTOROOTER	Roto Rooter	558.00	
83196587	05/30/2024	X			CINTAS	Cintas Corp	89.59	
83196588	05/30/2024	X			CINTAS	Cintas Corp	89.59	
83196589	05/30/2024	X			CINTAS	Cintas Corp	89.59	
83196590	05/30/2024	X			CINTAS	Cintas Corp	89.59	
83196591	05/30/2024	X			MINUTEMAN	Minuteman Press	89.00	
83196592	05/30/2024	X			CINTAS	Cintas Corp	389.62	
83196695	05/30/2024	X			MIDWESTEL	Midwest Electric Systems	175.00	
83196696	05/30/2024	X			OFFICEESSE	Office Essentials	91.62	
83196697	05/30/2024	X			SPORTSPRIN	Sportsprint	1,164.00	
83196698	05/30/2024	X			SHANDS	Shands, Elbert, Gianoulakis, Giljum Law Firm	722.00	
83197138	05/30/2024	X			PAYPOOL	Paypool LLC	133.16	
83197139	05/30/2024	X			BRADWHITE	Brad White Educational Consulting LLC	7,500.00	
83207687	06/05/2024	X			HOPSKIP	HopSkipDrive, Inc.	3,336.80	
83207688	06/05/2024	X			HOPSKIP	HopSkipDrive, Inc.	2,983.62	
83207689	06/05/2024	X			HOPSKIP	HopSkipDrive, Inc.	3,309.44	
83207690	06/05/2024	X			HOPSKIP	HopSkipDrive, Inc.	950.95	
83207691	06/05/2024	X			HOPSKIP	HopSkipDrive, Inc.	807.80	
83207855	06/05/2024	X			MIDWESTEL	Midwest Electric Systems	175.00	
83207856	06/05/2024	X			FIRSTSTUDE	First Student Bus	34,332.90	
83207975	06/05/2024	X			EDOPS	EdOps	5,795.83	
83207976	06/05/2024	X			BRADWHITE	Brad White Educational Consulting LLC	6,500.00	
83207977	06/05/2024	X			CSD	CSD Insurance Trust	12,730.04	
Checking Account ID: 1					Void Total:	0.00	Total without Voids:	136,363.76
Check Type Total:		Check			Void Total:	0.00	Total without Voids:	136,363.76
Payee Type Total:		Vendor			Void Total:	0.00	Total without Voids:	196,831.41
Grand Total:					Void Total:	0.00	Total without Voids:	196,831.41

# Coversheet

## Approve FY25 Budget

<b>Section:</b>	II. Action Items
<b>Item:</b>	D. Approve FY25 Budget
<b>Purpose:</b>	Vote
<b>Submitted by:</b>	
<b>Related Material:</b>	TLS - SY24-25 Budget.pdf FY25 TLS DRAFT BUDGET_06.20.24.xlsx



# SY24-25 Budget

PREPARED **JUNE 2024** BY

# EdOps

# Executive Summary

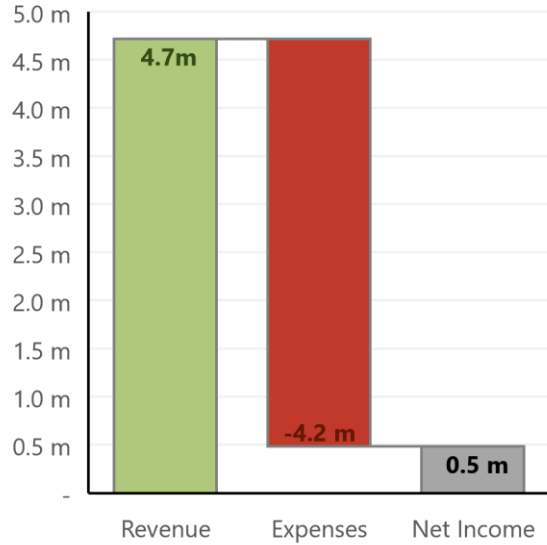
The FY25 budget reflects The Leadership School's financial plan for July 1, 2024-June 2025 fiscal year. The school is required to provide a board approved 1-year budget.

- The FY25 Budget ushers in a new vision for TLS including:
  - \$2M in CSP funding over the next 3 years
  - Revised staffing plan, supported by Federal and local funders
  - School growth adding 4<sup>th</sup> grade level
- The FY25 budget projects a 15% fund balance. **The year-end cash balance is projected to be \$619k, or 53 days of cash.**



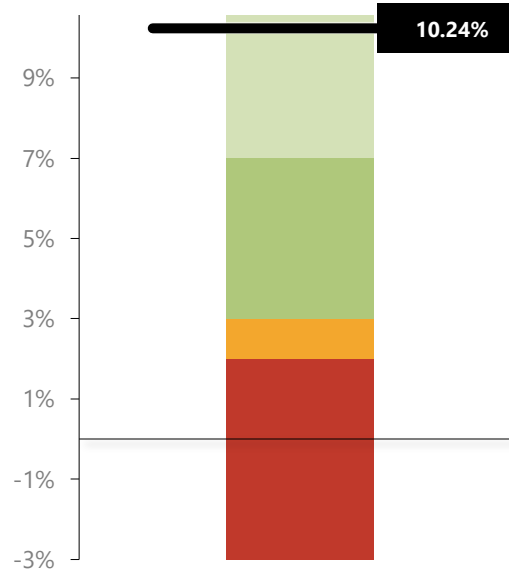
# FY25 Budget KPIs

## NET INCOME



Revenue	4,715,448
Expenses	4,232,499
<b>Net Income</b>	<b>482,950</b>

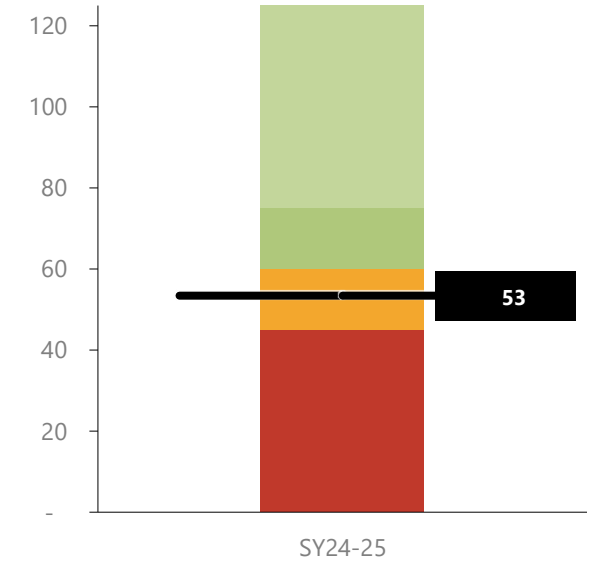
## GROSS MARGIN



Revenue	4,715,448
Expenses	4,232,499
Net Income	482,950
<b>Gross Margin</b>	<b>10.24%</b>

Gross Margin = Net Income / Revenue

## DAYS OF CASH



<b>Starting Cash</b>	<b>135,994</b>
Net Income	482,950
<b>Net Annual Cash Increase</b>	<b>482,950</b>
<b>Ending Cash</b>	<b>618,944</b>

We are predicting 53 days of cash at 6/30/25. This is based upon ending the year with 618,944 in cash.

The forecasted net income is \$482,950 on \$4,715,448 in revenue. This yields 10.24% in gross margin.

# SY25 Budget

## REVENUE

Local Revenue	228,374
State Revenue	2,258,953
Federal Revenue	1,616,621
Private Grants and Donations	609,000
Earned Fees	2,500
<b>Total Revenue</b>	<b>4,715,448</b>

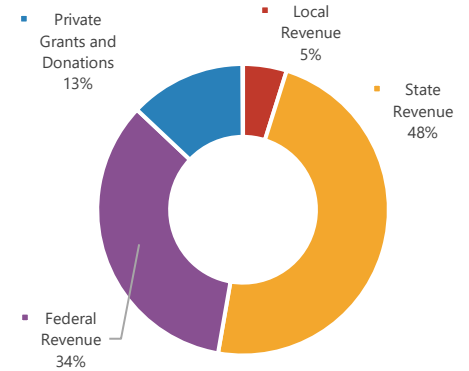
## EXPENSES

Salaries	1,739,390
Benefits and Taxes	478,196
Staff-Related Costs	118,500
Rent	229,938
Occupancy Service	219,375
Student Expense, Direct	681,996
Student Expense, Indirect	272,494
Office & Business Expense	221,610
Transportation	241,000
Interest	30,000
<b>Total Expenses</b>	<b>4,232,499</b>
<b>Net Income</b>	<b>482,950</b>

## REVENUE

We have budgeted **\$4,715,448** in revenue based upon 205 students, and a WADA payment of \$10,300 per student.

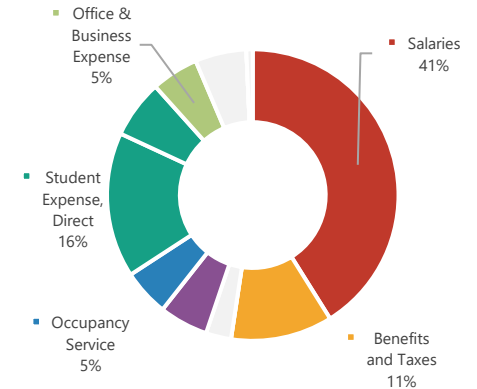
The largest components of revenue are \$2.3m (47.9%) in State Revenue and \$1.6m (34.3%) in Federal Revenue.



## EXPENSES

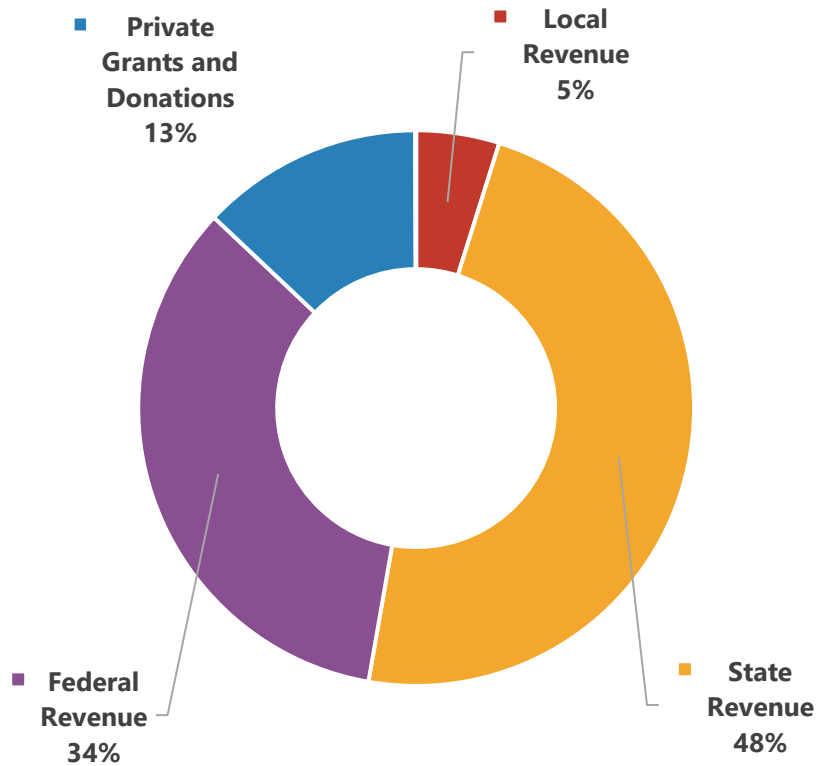
We have budgeted **\$4,232,499** in expenses based on 27 staff

The largest components of expense are \$1,739,390 (41.1%) in Salaries and \$681,996 (16.1%) in Student Expense, Direct.



# Revenue | Overview

## SY25 BUDGETED REVENUE %



## COMMENTS

We have budgeted **\$4,715,448** in revenue for SY24-25, which is \$1.9m more than the amount forecasted for the year before.

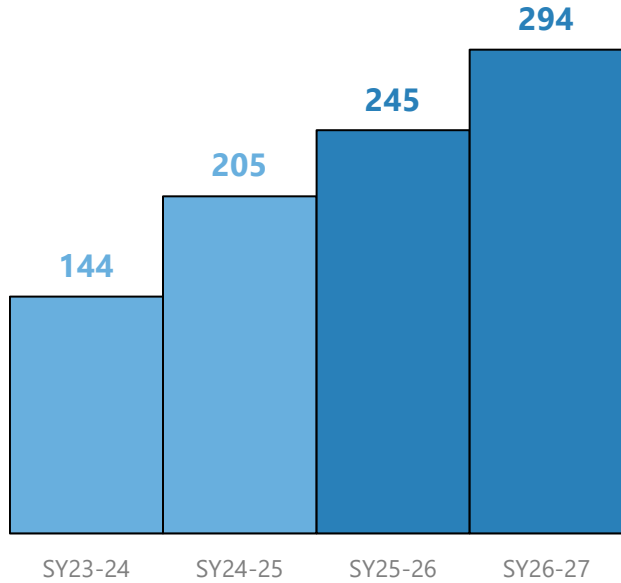
The largest components of revenue are State Revenue (47.9%) and Federal Revenue (34.3%).

Highlighted year-to-year changes:

- \$1.2m increase in Federal Revenue
- \$729k increase in State Revenue
- \$131k decrease in Private Grants and Donations
- \$116k increase in Local Revenue

# Revenue | State Funding Drivers

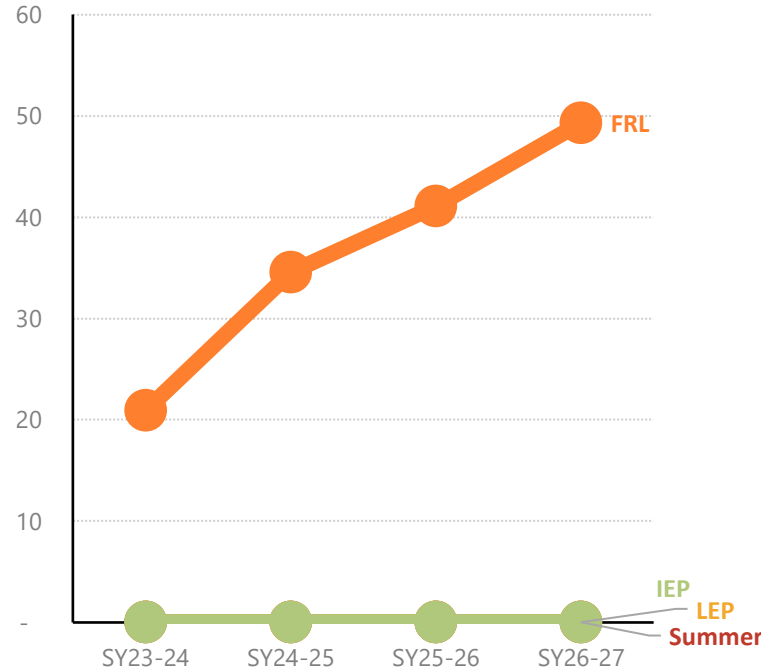
## ENROLLMENT



### ENROLLMENT TRENDS

End of year enrollment anticipates a grade level addition each year

## SPECIAL POPULATIONS



### WADA

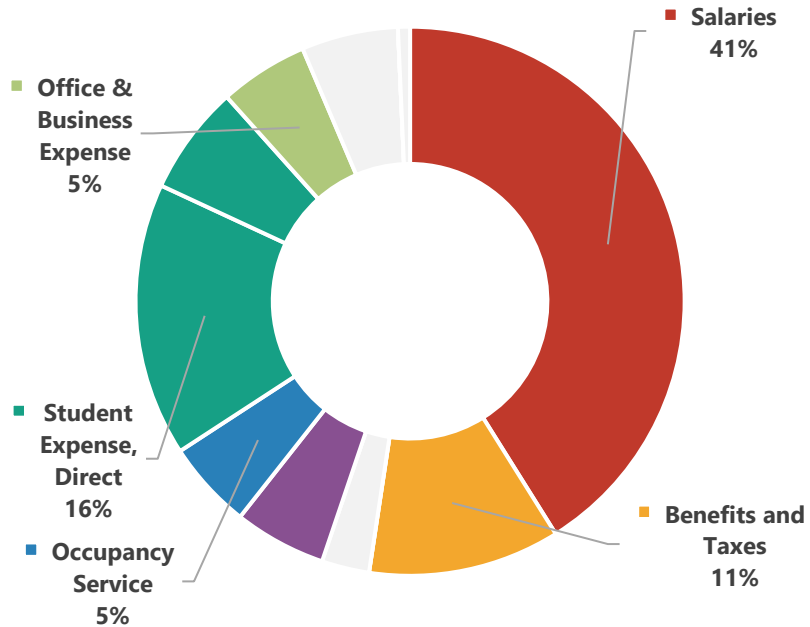
FRL provides additional Weighted ADA for the DESE state aid. Growth is anticipated in FY25 and beyond

	FY 25
End of Year Enrollment	209
Attendance Rate	85%
Regular Term ADA	177
Summer ADA*	0
FRL	35
LEP/SPED	0
WADA	211
Per WADA amount	\$10,300

\*Summer School funded by ESSER funds

# Expenses | Overview

## SY25 BUDGETED EXPENSE %



## COMMENTS

We have budgeted **\$4,232,499** in expenses for SY24-25, which is \$1.5m more than the amount forecasted for the year before.

The largest components of expenses are Salaries (41.1%) and Student Expense, Direct (16.1%).

Highlighted year-to-year changes:

- \$698k increase in Salaries
- \$420k increase in Student Expense, Direct
- \$215k increase in Benefits and Taxes
- \$156k increase in Student Expense, Indirect
- \$56k increase in Transportation
- \$53k decrease in Occupancy Service
- \$47k decrease in Staff-Related Costs

# Appendix | Profit and Loss Changes

Income Statement	SY23-24	SY24-25	Difference	Comments
Revenue				
Local Revenue	112,331	228,374	116,043	Prop C FY24 WADA (150)* \$1,513
State Revenue	1,529,641	2,258,953	729,312	Add 4th Grade; 205 EOY at 85% attendance; 177 ADA
Federal Revenue	455,592	1,616,621	1,161,029	CSP. Summer School and Title allocations
Private Grants and Donations	740,401	609,000	(131,401)	Confirmed local funders
Earned Fees	21,879	2,500	(19,379)	
<b>Total Revenue</b>	<b>2,859,844</b>	<b>4,715,448</b>	<b>1,855,604</b>	
Operating Expense				
Salaries	1,041,097	1,739,390	(698,293)	Includes new staffing model
Benefits and Taxes	262,758	478,196	(215,438)	
Staff-Related Costs	165,729	118,500	47,229	Primarily CSP funded
Rent	232,445	229,938	2,507	Contracted facility rent
Occupancy Service	272,210	219,375	52,835	Includes \$50k facility planning; prior year grant related expenses
Student Expense, Direct	262,039	681,996	(419,957)	CSP funded and \$50k contingency
Student Expense, Indirect	116,845	272,494	(155,649)	Food expense factor student growth
Office & Business Expense	228,336	221,610	6,726	CSP funding operational expenses
Transportation	185,434	241,000	(55,566)	Expanded bus service
Interest	-	30,000	(30,000)	New Loan
<b>Total Expenses</b>	<b>2,766,893</b>	<b>4,232,499</b>	<b>(1,465,606)</b>	
<b>Net Income</b>	<b>92,951</b>	<b>482,950</b>	<b>389,998</b>	



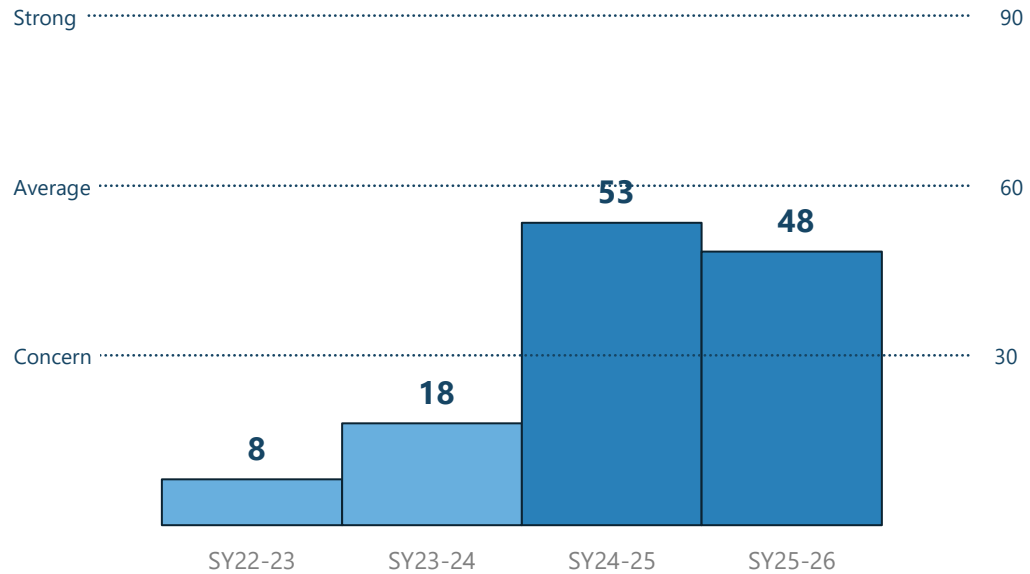
## QUESTIONS?

Please contact your  
EdOps School Finance Manager:

Anne Nichols  
[anichols@ed-ops.com](mailto:anichols@ed-ops.com)

# Days of Cash, In Context

## Historical Context: Days of Cash



### 53 DAYS OF CASH AT YEAR'S END

The budget predicts that we will end the year with 53 days of cash, which is 35 days better than the cash forecast for 6/30/24.



## Notice

The following file is attached to this PDF. You will need to open this packet in an application that supports attachments to pdf files, e.g. [Adobe Reader](#):

FY25 TLS DRAFT BUDGET\_06.20.24.xlsx

# Coversheet

## Approve 2024-25 Board Meeting Calendar

**Section:** II. Action Items  
**Item:** E. Approve 2024-25 Board Meeting Calendar  
**Purpose:** Vote  
**Submitted by:**  
**Related Material:** 00. 2024-25 Board of Directors Meeting Dates.pdf



**The Leadership School**

STUDENT LEADERSHIP AT THE CENTER OF LEARNING

## 2024-25 Board of Directors Meetings

**Date:** Last Tuesday of each month

**Time:** 6:00 pm - 8:00 pm

**Location:**

1785 Pennsylvania Ave

Pagedale, MO 63133

**Via Zoom:**

Meeting ID: 936 4830 0851; Passcode: TLS2021

### Schedule of Monthly Meetings:

- Tuesday, July 30, 2024
- Tuesday, August 27, 2024
- Tuesday, September 24, 2024
- **Tuesday, October 22, 2024**
- **Tuesday, November 19, 2024**
- **Tuesday, December 17, 2024**
- Tuesday, January 28, 2025
- Tuesday, February 25, 2025
- Tuesday, March 25, 2025
- Tuesday, April 29, 2025
- Tuesday, May 27, 2025
- Tuesday, June 24, 2025

### Committee Meetings:

- Finance Committee - Wednesday before the Board Meeting
- Governance Committee -
- Development Committee -
- School Performance Committee -