

**SARASOTA MILITARY ACADEMY
BOARD OF DIRECTORS
Tuesday August 30, 2022**

- Call to Order
- Pledge of Allegiance
- Special Guests
 - 2022-2023 Regimental Commander; Cadet Colonel Akiel Reyes-Melendez
 - Student Success Center; CEO Education Foundation, Jennifer Vigne
- Approval of the Minutes-Tab 1
 - June 21, 2022
- CEO Report Tab 2
 - HR: Out of Field Approval for SY 2022-2023
- Head of School Report – SMA Prep Tab 3
 - Athletic Director Report
 - Faculty Representative
 - SMA-CPT Leslie Smith
- Head of School Report – SMA High Tab 4
 - Athletic Director Report
 - MSG Teddy Grace
 - Faculty Representatives for SY 2022-2023
 - SMA-CPT Bryan Burns, SMA-CPT George Barbaresi
- SAI Report Tab 5
- Treasurer's Report Tab 6
 - Monthly Financial Report
- SMA Foundation, Inc. Report Tab 7
- Committee Report
 - Nominating Committee
 - Long-Range Planning Committee
 - PTCC Committee Report
- Chairperson's Report
- New Business
 - Board Terms
 - By-Laws
 - BOD Matrix/Selection Criterion
 - BOD Self-Evaluation Tool

- Old Business
- Public Comment
- Meeting Adjournment

Sarasota Military Academy

BOARD OF DIRECTORS

ANNUAL MEETING MINUTES

21 JUNE, 2022

Board of Director Members' Attendance

Present:

Thomas J. McElheny, EdD, CAPT, USMC (Ret), Chair
Mr. Peter Skokos, Interim Vice Chair
Ben Knisely, COL USA (Ret), Secretary
Ms. Tessa Suplee, Lt Col, USAF (Ret)
Mr. Richard Swoope, LTC (Ret)
Mr. Jim Tollerton

Howard G. Crowell, Jr., LTG USA (Ret), Chair, SMA Foundation Inc.

Mr. Herb Jones, Vice Chair, SMA Foundation Inc. (Virtual)
Mr. Rafael Robles, Executive Director, SMA Foundation Inc.
Ms. J. Allison Archbold, Trustee, SMA Foundation Inc. (Virtual)

Absent: Mr. Scott Lempe, LTC, USA (Ret), Vice Chair; Dr. Brian Crupi, LTC, USAR;
Ms. Erica Gregory, Lt Col, USAF (Ret); Ms. Linda Long; Ms. Cynthia West, RN Lt, USA
(Ret); SMA-LTC Abby Williams, Assistant Head of High School; SMA-LTC Caitlin West,
Assistant Head of High School; MAJ Becky Morris, Assistant Head of Middle School;
SMA-LTC Lisa Currie, Assistant Head of Middle School; SMA-MAJ Leslie Smith, Athletic
Director, Middle School

SMA Administrative Staff in Attendance:

SMA-COL Christina Bowman, Chief Executive Officer
MAJ Clarence Arrington, Senior Army Instructor (Virtual)
SMA-LTC Steve Kok, Director of Finance
SMA-COL Frederick Fout, Head of High School
MSG Teddy Grace, (Ret) Athletic Director, JROTC Instructor (Virtual)
SMA-COL Tom Vara, Head of Middle School

Guests in Attendance: SMA-MAJ Michael Finley, Music/Arts Department Chair, High
School

Location: SMA High School

The chair called the meeting to order at 2:49 pm.

Mr. Jim Tollerton gave an invocation and Chair Thomas McElheny started the Pledge of Allegiance.

Chair Tom McElheny formally welcomed Mr. Richard Swoope to the board. Mr. Swoope introduced himself as twenty-seven years active duty in the United States Army where he retired in 2006 to become a JROTC instructor in Hillsborough County. He stated that he is currently working with Veteran Affairs as Deputy Director of Emergency Management and sits with the Congressman and interview team for West Point candidates.

Chair McElheny discussed the focus points with short-term priorities of: 1). Fiscal Health; 2). School Grade; 3). FTE Increase Trend. He stated to remove new business from today's agenda for another date.

Chief Executive Director Report: SMA-COL Christina Bowman stated the annual conflict of interest needs to be reviewed and approved. She discussed the staff surveys from the district to be positive for class culture but wanted more process and procedures and the student surveys showed 69% like SMA with 59% want to continue. SMA-COL Bowman mentioned inquiring with c/COL Akiel Reyes on the major goals this year for Regimental Staff in which he replied him wanting more students who want to be here and to continue to tell friends along with an increase in the 75% for college and career.

SMA-COL Bowman discussed the parent survey held by the PTCC was overall positive within the challenging curriculum and easy access to the counselors at the high school with mention of improvements to electives being offered, additional homework and increase of parent involvement at the middle school. She discussed the enrollment numbers for the 2022-23 school year in which Mr. Swoope inquired as to the trend on withdrawals.

Motion to Approve the 10 May, 2022 Minutes:

Mr. Tollerton moved to approve the 10 May, 2022 minutes; COL Ben Knisely seconded the motion and the board unanimously approved.

Mr. Tollerton moved to approve the board meeting calendar as amended for 2022-23; Mr. Peter Skokos seconded the motion and the board unanimously approved.

SMA Head of School Report, Middle School: SMA-COL Tom Vara provided a read-ahead report. He discussed a successful promotion ceremony and well attendance from middle and high school students for the Memorial Day Parade. SMA-COL Vara commended SMA-CPT Kathy Simon on a job well done with substitutes, SMA-CPT Beth Harris with transportation, SMA-MAJ Lisa Currie with testing, and SMA-CPT Tina Hodges and MAJ Becky Morris with enrollment. He stated enrollment is in a better position than last year at this time. SMA-COL Vara discussed the hiring of staff for the open positions is going well. COL Knisely inquired as to the process of teachers receiving their certification within 36 months of hire in which Mr. Tollerton stated the SMA Foundation may be able to assist with scholarships for teachers.

SMA Middle School Athletics Report: N/A

SMA Head of School Report, High School: SMA-COL Fred Fout provided a read-ahead report. He discussed a successful Memorial Day Parade turnout as well with students from both campuses. SMA-COL Fout mentioned the new hires for the open positions including a new Business Entrepreneurship class required for all freshmen and sophomores that will tie into the JROTC financial curriculum for eleventh grade. He stated hitting the acceleration rate on school grade within the AP classes and passing of the exam as well as the ASVAB test. SMA-COL Fout reported an increase in AP classes to 160 students from 132 the year before. COL Knisely and Mr. Skokos inquired as to data on Dual Enrollment and achieving their Associates as well as college admissions compared to other high schools in which SMA-COL Fout replied that he will compile data and report at next meeting. Mr. Swoope stated to make the connections with ROTC scholarships. SMA-COL Fout introduced MSG Teddy Grace as the new Athletic Director.

SMA HS Athletics Report: N/A

SAI/Commandant's Report: MAJ Clarence Arrington provided a read-ahead report.

Staff Representatives: N/A

Media Report: N/A

Treasurer's Report: SMA-LTC Steve Kok provided a read-ahead report and balance sheets per campus along with projected FTE count. Mr. Tollerton inquired as to the ESSER funds in which SMA-LTC Kok replied that SMA will receive funds for two additional fiscal years. Mr. Tollerton recommended to consolidate columns to include the profit and loss and depreciation. Chair McElheny commended SMA-LTC Kok, SMA-COL Bowman and team for all efforts to a positive proposed budget.

Mr. Tollerton moved to approve the proposed budget for the 2022-23 fiscal year; Mr. Skokos seconded the motion and the board unanimously approved.

Chair McElheny stated for Mr. Tollerton and Mr. Skokos to research further for a better understanding of the proposed versus actual budgets.

PTCC Report: N/A

Foundation: Mr. Rafael Robles provided a read-ahead report. He welcomed and introduced new foundation trustee, Ms. J. Allison Archbold to the board. Mr. Robles discussed his financial dashboard to include unrestricted and restricted funds that have been allocated to Raiders, Rifle, Drill, Athletics and Music programs. He mentioned the upcoming gala set for March 25th and currently forming a committee of members with unique strengths. COL Knisely inquired as to the process on how funds are requested through the foundation in which Mr. Robles replied that most funds come through the Flanzer Matching Program and grant requests are submitted and foundation board approves. Mr. Robles mentioned a golf tournament set during the same week as the gala and still determining date and course. Ms. Tessa Suplee

recommended Sara Bay Country Club as they have reached out and offered their assistance.

Long-Range Planning Committee Report: Mr. Tollerton stated that the committee will be working with Chair McElheny and SMA-COL Bowman on a presentation for next board meeting.

COL Knisely moved to approve the minutes of the Long-Range Planning Committee; Mr. Tollerton seconded the motion and the board unanimously approved.

Chairman: Chair McElheny announced the resignation of board director, Ms. Tessa Suplee. He thanked her for her support and dedication to SMA and SMA-COL Bowman presented her with flowers and the SMA coin.

Old Business: N/A

New Business: N/A

Public Comments: SMA-MAJ Finley stated that he feels blessed to be part of SMA and was proud to see the number of cadets from both campuses who marched in the Memorial Day Parade.

The next board meeting will be on 30 August, 2022 at 2:30pm at the High School campus.

The chairman adjourned the meeting at 4:01 pm.

Dr. Thomas McElheny, Chair

Date

COL Ben Knisely, Secretary

Date

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Dr. Thomas McElheny, Chair

Date

COL Ben Knisely, Secretary

Date

SIS Live.

SIS > Enrollment > View

[Options](#) | [H](#)

Enrollment by Race

Majority/Minority Section

Grade Level	Majority		Minority		Total
	MALE	FEMALE	MALE	FEMALE	
06	66	26	79	29	200
07	55	39	51	51	196
08	56	31	61	31	179
09	54	36	58	43	191
10	63	25	55	37	180
11	45	16	36	44	141
12	48	17	51	31	147
TOTAL	387	190	391	266	1234

A - ASIAN(OLD PACIFIC ISLANDER), Minority

B - BLACK/AFRICAN-AMERICAN, Minority

I - AMERICAN INDIAN/ALASKA NATIVE, Minority

P - NATIVE HAWAIIAN / PACIFIC ISLANDER, Minority

W - WHITE, Majority

Primary Race Section

Grade Level	MALE						FEMALE						Total
	I	A	B	H	M	W	I	A	B	H	M	W	
06		3	10	60	6	66		1	7	18	3	26	200
07		1	4	36	10	55	1	1	4	40	5	39	196
08	1	3	3	52	2	56			2	24	5	31	179
09		2	9	37	10	54			4	37	2	36	191
10		2	13	39	1	63		1	4	30	2	25	180
11		1	4	28	3	45			3	34	7	16	141
12	1	5	3	37	5	48			7	23	1	17	147
TOTAL	2	17	46	289	37	387	1	3	31	206	25	190	1234

OUT-OF-FIELD ROSTER

School: _____ **Sarasota Military Academy**

School Contact: Christina Bowman

School Year: 2022/2023

***List all NEW Out-of-Field teachers, not currently listed on your out-of-field report, on this roster and return to HR/Certification Dept. by August 26, 2022.**

*The instructional staff members shown below are out-of-field for the assignment shown. They have been advised (1) of the out-of-field course requirements and (2) if those requirements are not met they cannot continue in the out-of-field assignment or be assigned to a different out-of-field assignment in the future. See State Board Rule 6A-1.0503 Definition of Qualified Instructional Personnel for specific authority. If a teacher is no longer teaching in an out-of-field subject area this year, please let us know. *Gifted, ASD, ESE and any other subject areas. We are currently tracking ESOL requirements, so those teachers do not need to be listed below.*

[illegible]

Head of School Report
For August, 2022

Enrollment

Grade 6: 200
Grade 7: 196
Grade 8: 179
Total: 575

Campus Life/Events

- 8/3-Teacher training week
- 8/8-6th grade orientation @ 6pm
- 8/9-Basic Training: 6th grade Cadet's orientation: On campus cadets
- 8/10-First day of classes
- 8/10-Formation was conducted on day one
- 8/12-Grade level meeting to discuss expectations
- 8/18-Full campus lockdown drill
- 8/18-Girls volleyball try-outs
- 8/26-Fire Drill
- 8/30-Board of Directors meeting 2:30 @ HS

Cadet Highlights

- Cadets of the Month: Program starts in September

Parent and Community Highlights:

- Orientation for 6th-grade and new parents
- We called several parents to assist their cadets with registration and signing into our school email
- Voicemail messages were sent to parents alerting them of important dates, important information, and directing them to our website

Team Meetings

- 8/9-Prep Administration
- 8/18-New Teacher
- 8/25-Department Chair
- 8/24-School Improvement Plan
- 8/30-Threat Assessment + Safety team

Security:

- Threat assessment team to meet on August 30th
- Safety team reviewed meeting dates for 21-22
- Review of all state mandates has occurred throughout the summer
- Two security drills were conducted with our staff during training week

Attention Items:

- 5 new teaching staff members hired to the Prep
- Daily safety procedures were established and reviewed with our staff
- Lockdown video was shown to all staff

SMA Prep PTCC

The SMA Prep PTCC is currently working with administration to determine what the 2022-2023 calendar and events will look like. We are currently planning several activities for the beginning of the school year.

SMA Prep Faculty Representative: SMA-CPT Leslie Smith

SMAP ATHLETICS REPORT – August

Volleyball –

32 girls attended the Volleyball try outs, with 14 girls making the 2022 team. First year coach, Leila Brown, has D-1 Volleyball experience and is a parent of a former Prep student now a freshman at SMA. Coach Brown is looking forward to a great season. Their first game is September 8th in Englewood.

Golf –

Golf try outs were held on 8/23 and 8/24. 13 students attended the try out. Coach Leslie Smith will begin her 8th season as the Prep golf coach. She is looking forward to a fantastic season. The first golf match is September 12th at Tatum Ridge Golf Links.

***Running Club** – Jackie Sharkey Trecartin will supervise the running club again this year. The club will meet on Tuesday's for 4 weeks and culminate with cross country try outs on October 11th.

**Club setting is a non-competitive environment where all cadets are encouraged to attend/participate. There is no tryout process. Each club provides an opportunity for cadets to showcase their talents, hone their skills, and build positive peer relationships. Clubs are DIFFERENT than out competitive athletic teams.*

Past Week

Volleyball kicked off preseason games 18-19 August. (12 members) Coach Lorene Bauck, & Former Grad and Assistant Coach Brianna Ream

First Volleyball Home Game was 22 Aug

Cross Country underway, first meet 27 August- Coach Alex T.

Golf Tournaments underway, first meet 25 Aug- Coach Brian Cornelius

Next 30 days (Fall Sports)

Volleyball – 5 Home games at the Middle School 6th, 12th, 16th, 20th, 23rd, 27th of September.

Cross Country- 2nd Annual SMA Invitational at SMA Prep, 10 September

Golf – 4 Home meets played at the Meadows 13th, 15th, 20th, 22nd, 29th September.

Budget

Ongoing challenges in funding sports programs. Preliminary budget is complete with this year's current projections to cost approximately \$78,000.

Campaigns

Discount card program. Goal to sell 6000 cards at \$20 each. Net profit to be around \$80,000. Shares split amongst all athletic teams and JROTC support.

Business Sponsorship Program, partnering with SMA Foundation.

Sports Donations ongoing with each sports. Cost for pay to play remains.

MLB Youth Development Foundation Grant – In Process

New items

First ever SMA baseball team being formed. Proposal is available for review.

Two new coaches selected for Boys Basketball

Two New Coaches selected for Girls Basketball

Working on filling boys Soccer coach and Baseball Coach

Challenges being worked:

Facilities are and will continue to be the greatest challenge for SMA high school athletics. This includes both the lack of campus facilities and difficulty in securing off-campus athletic fields. Also, transportation is an ongoing and expensive issue. It is the desire of the athletic department to provide our students a complete high school experience.

SARASOTA MILITARY ACADEMY

Senior Army Instructor
801 North Orange Avenue
Sarasota, Florida 34236

29 Aug 2022

MEMORANDUM FOR GOVERNING BOARD, SARASOTA MILITARY ACADEMY
THROUGH EXECUTIVE DIRECTOR OF SCHOOLS

SUBJECT: Significant Activities Report

Significant activities past thirty days:

- Leadership camp –(1st week of Aug)
- New Student Orientation -9 Aug
- Military Ball Preparation-
- 10 Aug Raider tryouts began-22 Aug (roster posted)
- Rifle tryouts ended-26 Aug

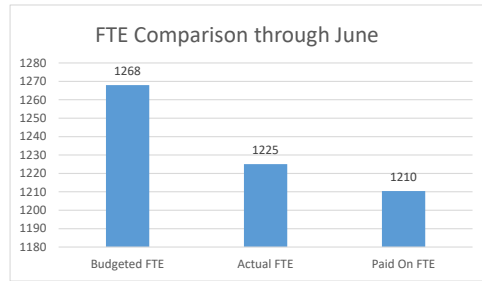
Significant activities next thirty days:

- Drill Team Tryouts begin-6 Sept
- Color Guard (Ducks Unlimited Banquet)-22 September
- Color Guard (Nathan Benderson Park)-24 Sept
- SMA Raider Invitational (Bayside Church)-24 Sept
- University of Florida ROTC visit-28-29 Sept

Respectfully,

CLARENCE L. ARRINGTON
MAJ (Retired), U.S. Army
JROTC, Senior Army Instructor

Profit and Loss Pie Charts through June 2022



Income		
3100 Federal Direct	\$	330,149
3200 Federal through State & Local	\$	66,461
3300 Revenue from State Sources	\$	9,264,573
3400 Revenue from Local Sources	\$	4,266,376
3741 Insurance Loss Recovery	\$	8,068

Total Revenue \$13,935,627

Change in Value of Interest rate SWAP **\$373,581**

Total Revenue less SWAP \$13,562,046

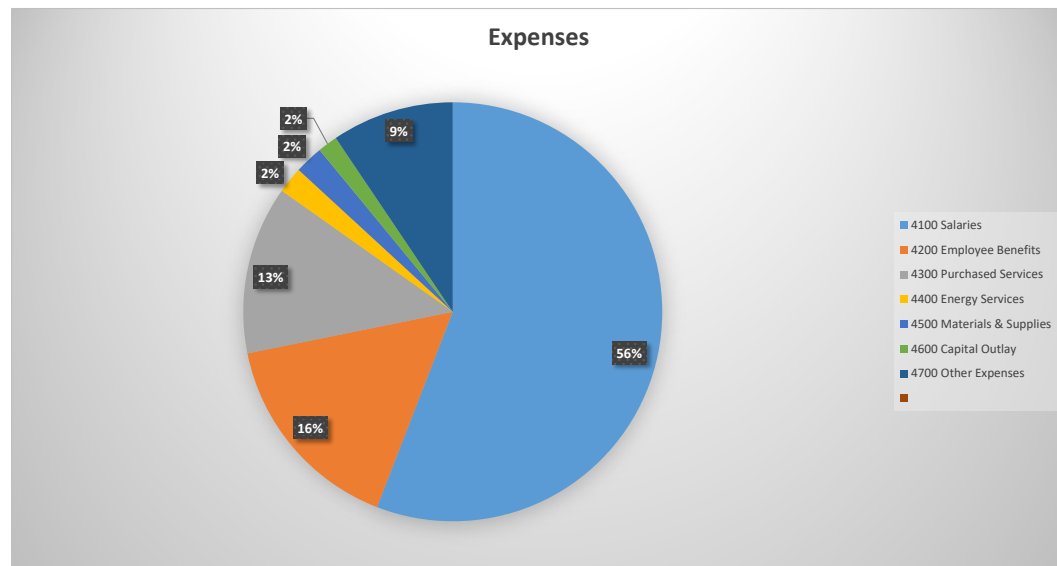
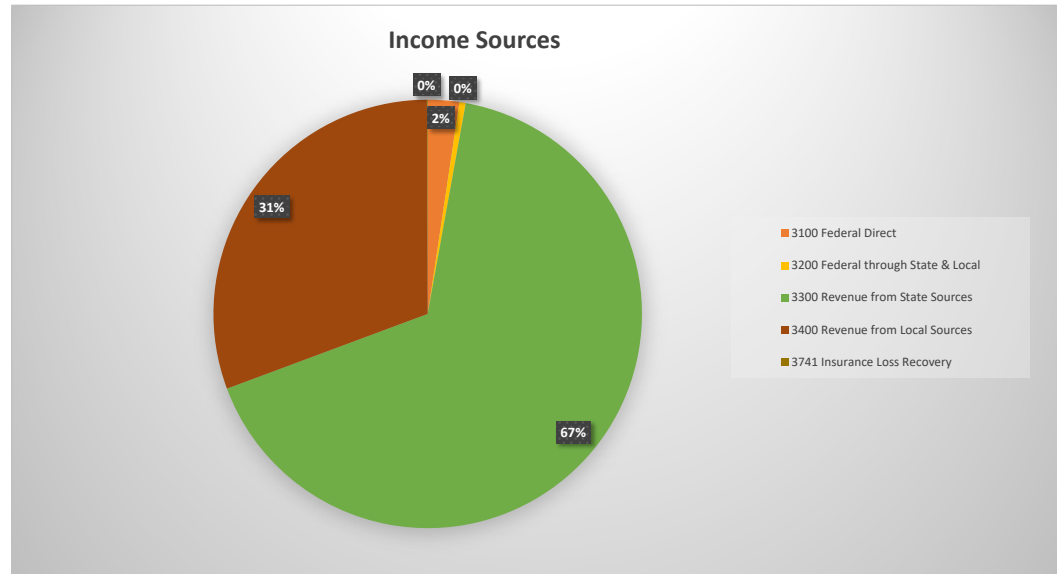
Expenses		
4100 Salaries	\$	7,546,024
4200 Employee Benefits	\$	2,150,913
4300 Purchased Services	\$	1,754,124
4400 Energy Services	\$	274,553
4500 Materials & Supplies	\$	297,211
4600 Capital Outlay	\$	206,161
4700 Other Expenses	\$	1,273,650

Total Expenses \$13,502,636

YTD Net Operating Income \$432,991

Net Operating Income (Net of SWAP) \$59,410

Salaries & Benefits Equal 72 % of Budget



An **Interest Rate Swap** is a type of a derivative contract through which two counterparties agree to exchange one stream of future interest payments for another, based on a specified principal amount. In most cases, interest rate swaps include the exchange of a fixed interest rate for a floating rate.

	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22
Historical Interest Rate SWAP	-78,289	-336,268	380,384	234,516	-216,835	-256,000	225,471	373,581

Sarasota Military Academy

Balance Sheet- by campus

As of June 30, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1110 Cash and cash equivalents	1,947,463
8-1111 Sport Team Bank Accounts	36,448
Total Bank Accounts	\$1,983,911
Other Current Assets	
1215 Due from Foundation - Current	13,977
1220 Due from Other Governments	188,431
1230 Prepays	8,870
Total Other Current Assets	\$211,278
Total Current Assets	\$2,195,189
Fixed Assets	\$18,730,099
TOTAL ASSETS	\$20,925,288
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	\$64,498
Credit Cards	\$52,517
Other Current Liabilities	\$1,047,847
Total Current Liabilities	\$1,164,862
Long-Term Liabilities	\$10,139,799
Total Liabilities	\$11,304,661
Equity	
3010 Invested In Capital Assets, Net	7,883,416
3020 Temporarily Restricted Net Asse	19,927
3030 Unrestricted Net Assets	1,284,295
Net Income	432,990
Total Equity	\$9,620,627
TOTAL LIABILITIES AND EQUITY	\$20,925,288

$\$2,195,189 - \$1,164,862 = \$1,030,327$ Working Capital; May- \$1,032,480; Down \$2,153

Ratio of Assets to Liabilities = $\$2,195,189 / \$1,164,862 = 1.88$; Flat 0.0 from May- 1.88

Sarasota Military Academy

Budget vs. Actuals: FY22 Board Approved Budget - FY22 P&L

July 2021 - June 2022

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
Income			
3100 Federal Direct	330,149	284,302	116.00 %
3200 Federal Through State & Local	66,461	92,184	72.00 %
3300 Revenue from State Sources	9,264,573	8,863,971	105.00 %
3400 Revenue from Local Sources	4,266,376	4,205,770	101.00 %
3741 Insurance Loss Recovery	8,068		
Total Income	\$13,935,626	\$13,446,227	104.00 %
GROSS PROFIT	\$13,935,626	\$13,446,227	104.00 %
Expenses			
4100 Salaries	7,546,024	7,615,197	99.00 %
4200 Employee Benefits	2,150,913	2,255,451	95.00 %
4300 Purchased Services	1,754,124	1,760,403	100.00 %
4400 Energy Services	274,553	216,025	127.00 %
4500 Materials & Supplies	297,211	262,896	113.00 %
4600 Capital Outlay	206,161	285,694	72.00 %
4700 Other Expenses	1,273,650	1,345,131	95.00 %
Total Expenses	\$13,502,636	\$13,740,797	98.00 %
NET OPERATING INCOME	\$432,990	\$ (294,570)	(147.00 %)
NET INCOME	\$432,990	\$ (294,570)	(147.00 %)

3100 Additional Funds through the ERC (Employee Retention Credit) put us at 116%.

3200 Title II and Title IV... We did not submit for as much as we had been allotted. Most will roll over.

4400 Diesel Fuel caused the 27% overage.

Sarasota Military Academy

Profit and Loss - YTD - By Campus

July 2021 - June 2022

	HS	PREP	TOTAL
Income			
3100 Federal Direct	304,448	25,701	\$330,149
3200 Federal Through State & Local	43,144	23,317	\$66,461
3300 Revenue from State Sources	4,987,875	4,276,698	\$9,264,573
3400 Revenue from Local Sources	2,668,664	1,597,711	\$4,266,376
3741 Insurance Loss Recovery		8,068	\$8,068
Total Income	\$8,004,131	\$5,931,495	\$13,935,626
GROSS PROFIT	\$8,004,131	\$5,931,495	\$13,935,626
Expenses			
4100 Salaries	4,251,056	3,294,968	\$7,546,024
4200 Employee Benefits	1,179,829	971,084	\$2,150,913
4300 Purchased Services	1,068,571	685,553	\$1,754,124
4400 Energy Services	112,417	162,137	\$274,553
4500 Materials & Supplies	218,666	78,545	\$297,211
4600 Capital Outlay	99,802	106,358	\$206,161
4700 Other Expenses	841,209	432,441	\$1,273,650
Total Expenses	\$7,771,551	\$5,731,086	\$13,502,636
NET OPERATING INCOME	\$232,580	\$200,409	\$432,990
NET INCOME	\$232,580	\$200,409	\$432,990

Change in Interest Rate SWAP - \$373,581 \$373,581

Net Income for the HS with adjustment for SWAP- -\$141,001

Actual Academy Net Income w/o SWAP \$59,409

4780 Depreciation Expense HS \$268,966 higher than Prep. Brings campuses within \$75K of each other.



FOUNDATION DASHBOARD FY '23



Metrics Analysis with Foundation Performance

July 1, 2022 - July 31, 2022

NET CASH Balance

This is the amount of money on-hand in the Foundation's account. It is a current asset on the Balance Sheet and includes all receipts minus disbursements including the initial deposit at the start of the fiscal year to the present date of this report.

\$427,981

Does NOT Include Receivables

Receivables: \$ 2,500
Donations with Restrictions... \$189,178
Donations without Restrictions...\$238,803



FYTD GIFT REVENUE

Gross Revenue... \$12,676
Expenses... \$16,594
NET Revenue... (\$3,918)

FYTD EXPENSES

Labor \$10,795

TOTAL \$16,594

Grants & Similar
Amounts Paid
\$5,634

Non-Labor \$164

Includes:
Purchased Services;
Materials & Supplies;
Capital Outlay

MONTHLY FINANCIAL OVERVIEW: July

Total Income \$12,676
Expenses \$16,594
NET Income (\$3,918)

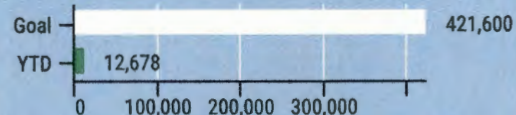
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Non-Labor \$164

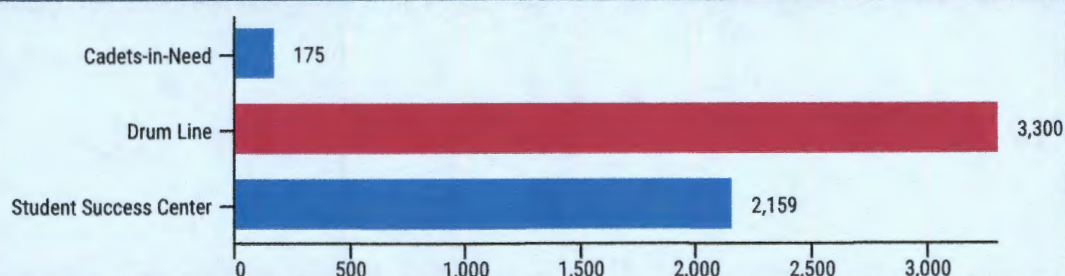
Grants & Similar
Amounts Paid
\$5,634

PERFORMANCE EVALUATION

FUNDRAISING FY GOAL: \$421,600
Percent to GOAL: 3%



\$5,634 GRANT AWARDS





HEATHER KOESTER

Strategic Consultant

Heather is a results driven dynamic professional with analytical and critical thinking skills to help clients achieve success. She is confident, passionate, and determined to leave an impact wherever she goes. Her dedication and thought provoking actions recently won her the LWRBA Rising Star Award and numerous marketing awards for her clients.

CONTACT

✉ heathermkoester@gmail.com

☎ 941-539-0621

📍 koesterconsultinggroup.com

EXPERTISE

Impactful Social Media Marketing

Leadership Development

Creative Solution Development

Marketing Strategist

Partnership Development

Strong Community Engagement

VOLUNTEER ROLES

Board Member & VP of Membership

Junior League of Sarasota

Council President & Foundation Trustee

St. Armands Key Lutheran Church

Advisory Board Member

Hope 4 Communities

Academician

XVII World Summit Of Nobel Peace Prize

Board Member

Parenting Matters

LEADERSHIP TRAINING

Gulf Coast Leadership Institute

Gulf Coast Community Foundation

Leadership Manatee

Manatee Chamber of Commerce

Diversity, Equity and Inclusion

University of South Florida

Public Innovator

Harwood Institute

WORK EXPERIENCE

PRESIDENT/ STRATEGIC CONSULTANT

Koester Consulting Group LLC 2015 - Current

- Award winning leadership of 25 -32 consultants over a four-county region, mobilizing success through innovative strategies that resulted in increased reading proficiency in three counties
- Coordinated with 96 programs impacting 9,210 students to increase summer literacy with 55% showing no summer literacy loss
- 820 events in a four year period that drove increased awareness resulting in three years of national recognition for achieving results
- Successfully guided restructuring efforts in accordance with the IRS guidelines to achieve a record-breaking year of filing over 700 tax returns, with more than \$700,000 during COVID years
- Developed project management educational programs that served a two-county program, 8,000 attendees resulting in 20% increased community volunteer engagement to encourage reading
- Notable local nonprofit contracts
 - The Patterson Foundation (5years)
 - United Way Charlotte County (VITA tax restructure)
 - Embracing Our Differences Various projects multiple years

BUSINESS & INDUSTRY COORDINATOR

Manatee School District 2021-2022

- Reimagined communication channels that developed relationships with over 800 new companies increasing 25% more employment opportunities and the creation of a database connecting to over 50 workforce education programs
- Activated board of directors through relationship building and structural improvements creating more engagements that drove three new workforce development programs increasing enrollment

BUSINESS DEVELOPMENT DIRECTOR

Gibraltar Trade Center 2000 - 2015

- Utilized skills learned through training at the Ritz-Carlton for event management excellence that drove sales by 30%
- Built out referral program for lead generation, which grew from \$0 to over \$600,000 in revenue
- Spearheaded design of an online presence including optimized pages that drove sales by 33% and resulted in repeat customers

EDUCATION

PROJECT MANAGEMENT INSTITUTE , NY 2022

Project Management Certification -In Progress

CORNELL UNIVERSITY, NY 2015

Marketing Strategy Certification

NORTHWOOD UNIVERSITY, MI 2000 -2003

Masters of Business Administration - Executive Leadership
Bachelors of Business Administration - International Relations

UNITED STATES ARMY RESERVE 1993 -2001

Public Relations/ Combat Medical Section Sergeant



Parent Teacher Cadet Council

2022/23 Council Members

Staff Representative: SMA-Capt. Marsha Seagrave and SMA-Capt. Samantha Miller
President: Jeannine Signorelli
Vice Presidents: Brenda Canales(HS) and Jeannie Whipple(MS)
Secretary/Grant Coord: Debbie Strah **Merchandise Coord.:** Annamarie Rioux
Treasurer: Liz Bonnett **Calendar/Events Coord.:** Nathalie Knipfer
Social Media Rep.: Karen Medina **Volunteer Coord:** Amanda Huffman
Cadet: Hannah Monahan (HS)

What's New:

- **Welcome Back:** Welcome new PTCC Members [highlighted](#).
- **Social Media and Web Page:**
 - Like Us on FB
 - New look and new merchandise; [Click Here](#)

Event Recap: August

- **Orientation:** 2 Sessions at each campus Spirit wear was a big hit - over \$4,000
- **First PTCC Kick-Off meeting**
 - MS meetings will kick off in September

Upcoming Events:

September

- **Cross Country Meet at MS**
 - Spirit Wear, Fruit, water, drinks and snacks
- **SPIN Night** - High School
- **Scholastic Book Fair:** Middle School
- **Viral Challenge:**
 - HighSchool/Community

October

- **Walk-A-Thon:** Middle School
- **Fundraiser:** Der Dutchman Pie Sales
- **Fall Dance:** Middle School
- **Halloween Treats:** High School/Middle School

Grant and Donation Summary:

Approved Donations:

- **Middle School:** \$15,000 (Turf)
- **HS ESOL Dept.:** Barnes and Noble Gift Card: \$440 (2022 Fundraiser)

Approved by Grant Committee (August):

Proposed Annual Budget = \$5000
(\$500ea per semester)

Location	Requested	Approved
High	1	1
Middle	2	2

Total Amount for: \$1,540

Total approved to date for 2022/23: 3

NOTE: All grants are forwarded to the Finance Dept. for final approval.

Board Expectations

- Support for fundraisers
- New ideas for engaging with parents

Community Engagement

- **PTCC Postcard:** mailed to all students
- **eMail Contacts:** 111
- **Facebook Likes:** 553 (Increase of 30)