

**Arizona School for the Arts
Executive Committee Notes
September 12, 2018 – 8:00am**

| <i>Present: (voting members in bold)</i> | | | | | |
|---|---|--------------------------------------|----------|--|----------|
| Javier Cárdenas, President | P | Anthony Dietz, Vice President | P | Carlos Contreras, Sec/Treasurer | P |
| John Snider, Finance Committee Chair | P | Ed Novak, Past President | P | | |
| Leah Fregulia, Head of School/CEO | P | | | | |
| Agenda Item | Minutes: | | | | |
| Priorities this Year | <p>President Javier Cárdenas called the meeting to order at 8am. Reiterating the first priority this year as being fundraising, he asked for feedback regarding the annual meeting discussion around fundraising goals for the Board. Tony liked the idea of a “stretch gift” for all members rather than a set amount. He also mentioned the idea of the bar graph showing the mean giving levels for last year and anonymous representation of individual Board member giving. This could be a good tool for goal setting. The EC agreed that setting higher amounts to be a member of the EC or any required buy in was not reflective of ASA commitment to inclusion and diversity. Ed asked if we could give the parents a fundraising goal. Tony explained that he is going to host a parent salon in home and encouraged others to do the same to help connect with and activate parents.</p> <p>The opportunity to refinance our 2008 bonds with the Charter Impact Fund was discussed. John and Leah had a kick off call yesterday and will be filling the application out over the next week. If we move forward with them, we will need to get a Standards and Poor Rating which would involve a school visit. The Board should be present for the visit if possible. We would not receive the terms for the refi until November, and no commitment letter will be signed prior. There could be a \$125,000-\$150,000 annual saving to ASA if we refi.</p> <p>The PIDA is putting the 207 E McDowell building up for sale and we will no longer be able to use the parking lot after Sept. 30. The school is planning for this and in discussion with neighborhood developers, the Church, and the Library for possible parking lot use.</p> <p>The EC reviewed the September meeting agenda and approved.</p> <p>Alyssa Crocket of True North joined the meeting with Marion Donaldson, Development Director, at 8:30am. She presented her proposal to conduct a Readiness/Feasibility Study and a Fundraising Plan for ASA and responded to questions. She and Marion departed at 8:55.</p> <p>Javier reminded the EC that the Board had tasked the EC with accepting the proposal after the interview. He asked for a motion to accept. Ed Novak moved to accept the True North Proposal. John asked if we had considered other providers. Leah researched three other providers and found that the level of familiarity with ASA, Ms. Crockett’s experience with Capital Campaigns in our neighborhood (Xavier’s Performing Arts Center), and the cost associated with her proposal were all highly favorable toward True North.</p> <p>The Board voted unanimously to accept the True North Proposal. (Cárdenas, Dietz, Contreras, Snider and Novak voting in favor).</p> <p>The Meeting adjourned at 9:00am.</p> | | | | |
| Bond Refinance | | | | | |
| IDA Parking | | | | | |
| September Meeting Agenda | | | | | |
| Questions - True North | | | | | |
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Additional Comments: