

**St. Joseph Catholic Academy
Board of Directors Meeting
December 14, 2020
Webex**

Present: Kyle Vitkus, Peter Specca, Teresa LaMacchia, Beth Bahr, Bruce Varick, Bob Freund, Matthew Rizzo, John Moyer, Susie Harron, Eric Kenesie, Paul Krumrie, Kim Daigle, Kerstin Santarelli

Call to order – Kyle Vitkus 6:06pm

Prayer – Kyle Vitkus

2021/2022 Budget & Tuition Presentation –

Handouts regarding the budget and tuition were provided via email to all board members.

Peter Specca recapped Kim presentation to the operation committee and expressed that there were still some questions and discussions that needed to take place, so the 21/22 tuition and budget were not voted on at the most recent operations committee meeting.

Kim Daigle discussed proposed tuition and increases

- 3k and 4k – increase \$5425.00, \$500 increase
- 5k to 5th grade – \$5125.00, \$200 increase
- Middle school – \$6350, \$300 increase
- H.S. – \$10,900, no increase/no change

Parish discount

Subsidies have been cut in ½ from parish. SJCA discount to parish members cut in half.

Option of providing a \$250 discount per student or max. discount out at \$500 for families with more than two students.

Bus Costs

Consider removing Busing option for IL students

Choice

Roll Over - 10seats at 4K, 9 students at 9th grade

Enrollment

816 current enrollments. 825 projected enrollment for 21/22 yr.

SnSP program

16 working to get two additional

Comments

Does the 825 include families that are leaving? Bob Freund confirmed that does not include recent withdrawals.

If athletics are back to normal in 21/22 should be able to sell athletic passes, etc.

Brock Portilia affirmed the budgeted amount of \$75,000 in contribution from SJCA Endowment Foundation

200,000K from auction has been budgeted

Peter Speca – Just under one million cash loss, when adding in depreciation the loss is 1,700,000. Managed expenses down as aggressively as possible. Utilities are likely high (20%). But may be some relief, staff increase in payroll and other items that may help. Sick day pay out, 16,000 pay out this year. 30,000 in overload left in but could be a soft spot. Maybe change SJCA portion paid of employee health insurance from 80 to 75%.

Kyle Vitkus recommended that it is time to start shopping health insurance among multiple brokers.

Kim stated that insurance claims have been high in the past year which has impacted the rates.

Paul Krumrie – Tuition in 3k and 4k isn't covering the teachers' salaries and benefits. Should reconsider this. Why lose money at this grade?

Kim – Called to compare tuition rates with other like schools

Kyle – 3k and 4k is a loss leader to get students and families in the door. Consistent graduating students from 4k to kindergarten and thru to 5th grade. Drop off appears from 5th to 6th grade and then 8th to 9th Grade.

Bob - This is an accurate picture. All saints is charging \$4200 4k thru 8th grade

Paul – Need to offset losses in 3k and 4k, it's hard to recover that loss, and then never make it up. This is as significant loss.

Kim - Board has recommended keeping increase at 5% and the proposed increase is currently at 10%

Pete – We need to balance this out, and ladder this and do another \$500 next year. This may need to be a 3 – 5-year plan.

Not in the budget a longevity discount which would allow a \$100 tuition credit, in student's Senior year, for each year student attended SJCA. Could benefit everyone. A thank you for keeping your child in our school.

Kyle – plan for the parish discount going away since it continues to go down.

Eric – to bridge the gap, scrap everything, do something like this to make budget break even on P&L. Be upfront with everyone.

Paul – Improve fundraising efforts.

Kyle – Need to improve our fundraising efforts. Understand Eric’s point, however, this drastic of a change and with the President retirement, SJCA would likely lose students.

Eric – Then you could reduce tuition if you want to run at a deficit.

Broke even in 19/20 year because of PPP money.

Paul - Budget based on last year actuals and increase fundraising to close the gap, budget at a lower increase (2-3%) increase.

Goal to set tuition to announce tuition for the upcoming academic year.

Eric and Paul discussion around lowering H.S. to \$9,900.

Paul increase 4k by \$100 or \$200

Cut bussing from IL, can’t financially afford it

Eric percentage of students from IL, down from 33 – 37 % to about 9.4% IL but trickled all the way down to all levels. Bus serve’s all levels and before and after school. H.S. students are from IL. But only a handful ride the bus.

Take the parish discount out and get your tuition below 10,000.

Peter - Proposed not changing H.S. tuition. Do have the reserves to bridge this for a little while.

Susie – 3k and 4k – Sherry May from kids castle commented that St. Joe’s prices for 3k and 4k are on the lower end. Let’s connect with her and others to what are parents willing to pay and what other similar programs in the area are charging.

Peter – Can we do 3k 4k pricing last so Laurie and Kim can circle back and get that info? Report that info. Back via email and either vote that tuition rate by email or quick call. And set other tuition tonight.

Peter Specia motion to approve the below tuition structure, Paul Krumrie seconded the motion. Recommendation that the parish discount be cut in half from \$500 to \$250, and capped at \$500 per family.

Motion passed – all agreed and approved.

- High School - \$10, 900
- Middle School - \$6350
- K – 5th grade - \$5125
- 3K & 4K - TBA

Discount for longevity discount, starting from k5 – no impact to our budget for this year.

Eric - Discussion of Choice qualification and future tuition at future board meeting.

Kyle adjourned meeting – 7:27pm