



**Beacon**  
College Prep

**Educating for College.  
Empowering for Life.**

**Beacon College Prep**

2750 NW 135<sup>th</sup> Street  
Opa Locka, Florida 33054  
Telephone: 786-353-6109  
Fax 786-583-8677

**MINUTES OF THE BOARD OF DIRECTORS  
BEACON COLLEGE PREP CHARTER SCHOOL  
September 19, 2024**

The Board of Directors for Beacon College Prep Inc. meet on Tuesday, September 19 2024 @ 10:30 am at 2750 NW 135<sup>th</sup> Street Opa-Locka, FL 33054.

**Members Present**

Jeffrey Miller, President  
Octavio Verdeja, Treasurer  
Virginia Akar, Member  
Melissa Krinzman, Member

**Members Not Present**

**Staff & Others Present**

Richard Moreno, Building Hope  
Carlos Gonzalez, Board Liaison  
Sergio Bonilla, School Principal  
Melissa Hernandez, Guest  
Gordon Crozier, Guest

**Call to Order:** Meeting Called to Order @ 10:30 am. Attendance was taken through a roll call; all board members present. Mr. Miller reviewed the meeting's agenda and reviewed the prior board meetings minutes and highlights.

Previous board meeting minutes reviewed and approved.

Mr. Miller welcomed the attendees and informed the Board about the release of school grades over the summer. He emphasized that the school recorded its highest, overall, scores in most proficiency categories. In addition, the school earned its highest overall score, when combining the elementary grades and middle grades. He congratulated the school admin, staff, students, and families. He expressed that it is obvious that the school culture is in sync with mission.

**School Governance & Operations:**

**Enrollment / Marketing:** Mr. Miller stated that the one concern the school currently has is enrollment numbers. The school was unable to stop the trend of declining enrollment that began 5 years ago. The SY24 ended with 435 students and SY25 started with 425 students. Mr. Gonzalez mentioned that at one point this summer, enrollment was at 383, but that a strong end of summer and beginning of school year increased the enrollment to the 425. The goal for the year was 500, so the school needs to continue to work to figure out how to improve its



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enrollment figures. Mr. Verdeja asked how this lower enrollment is affecting the school and its budget. Mr. Gonzalez explained that staffing is the greatest adjustment is needed in staffing. The school staffed itself for 500 students and did not make immediate changes in hopes that enrollment would increase. Thus, the current situation requires an adjustment to staffing. The Board agreed. Mr. Miller also explained that the school's marketing program needs to be adjusted. He stated that increasing parental volunteering will help show the great things happening at the school and they will become the marketing machine. Mr. Crozier presented a map of current enrollment housing location. He showed that a larger than expected amount of enrollment is coming from a greater distance than typical. He also showed that the areas just to the north and northeast of the school were very under-represented. Mr. Gonzalez describes that this is the targeted area for marketing. Mr. Moreno added that there is a very high population density in this area, that he agrees that this should be a focal point.

**Governance:** Mr. Gonzalez presented that a re-branding of the school may be necessary. Something that clarifies a few misconceptions that exists; that Beacon is not a "college", that Beacon is not a private school, and that Beacon is not a quality school. Mr. Miller shared that using the facilities location as a marketing tool is a good idea. That Beacon can add artificial turf to clean up the field area and that the vibrant green will attract attention and will scream "school". He also pointed out that the PE building would do great to advertise and that vibrant colors would pop there. Mr. Miller asked Mr. Gonzalez to get prices on artificial turf and on the wall paint/mural.

Mr. Miller asked Mr. Gonzalez to provide an update on the viability of beginning a Pre-K program at Beacon. Mr. Gonzalez showed that all nearby public and charter schools have pre-K grades included. That this could be making the enrollment of kindergartens more difficult than expected. He also stated that the documentation needed to start a pre-k program was easily obtained via the State website and ready to be completed. Mr. Verdeja stated that he will connect us with contacts he has at the Early Learning Coalition and that he agreed that this is a very good idea. Mr. Gonzalez shared the difference between applying through the charter contract or as a private entity. The board agreed unanimously to move forward as a private entity for the pre-k program and that the target date is the start of next school year or the start of the new calendar year.

Mr. Miller re-introduced the candidate to be included to the Beacon College Prep Governing Board, Lori-Anne Cox. He reviewed her Bio and that she has expressed interest in joining if approved. The board approved, unanimously, to include her as a new member to this Board.

Mr. Gonzalez presented an updated Consulting Agreement that is up for renewal. He showed that the agreement aligned with the roles and responsibilities of the previous agreement and added the new responsibilities approved in previous conversations. Mr. Miller asked that the



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agreement be executed with a 5-year term, instead of the current 1-year term. The Board approved, unanimously, for the 5-year execution of the agreement.

Mr. Gonzalez presented an Employee Share agreement between HIVE Preparatory School and Beacon College Prep K-8. This document was created and reviewed by the school attorney and is designed to provide clear expectations and legal guidance as both schools share staff as both school leaders see fit. The Board approved, unanimously.

**Safety:** Mr. Bonilla shared all of the new updates and addition to the school that are aligned to the school safety laws and requirements. All doors have locking mechanisms that keep the doors locked from the outside at all times. All windows have opaque coverings when needed, all classrooms have safety corners, all exterior gates are locked or manned at all times, clear markings are visible directing visitors to the main office and away from non-allowed areas. In addition, the school provided new furniture for the classrooms, new technology for the teachers, and painted and cleaned the entire campus. Mr. Bonilla said the students were very happy with their new-look school.

**Parent Representative:** Mr. Miller shared that a vote is needed to determine a new Parent Contact / Conflict Resolution representative. Mr. Gonzalez was introduced as the best candidate as he has similar experience with another school. The Board approved unanimously.

**Finances:** Mr. Verdeja presented and reviewed the recently submitted Sy24 Financial Audit. All of the notes from the auditors were positive, with no concerning comments. There was a healthy surplus in revenue, however most of it was aligned to ESSER reimbursements. The inclusion of an increased capital outlay (LCIR) and tax referendum also supported the monthly revenue stream. He also shared that there was an inflated amount at the very end due to the back-pay of the tax referendum funds from the previous, unpaid, years. Mr. Gonzalez shared that the school was running at break-even throughout the final months of the school year and projects a similar result this year. It will take increased enrollment to increase the surplus amounts. But, that the LCIR and the second half of the referendum back-pay will support the school during the lower enrollment years.

The Title 1 Budget was reviewed. Mr. Bonilla shared those funds were aligned with additional staffing that was directly impacting the schools academic and social emotional needs. A small amount of the funds was designated for a community involvement specialist and for parent resources. Budget was approved unanimously.

Mr. Gonzalez presented the SY25 updated annual budget. This budget is adjusted with the new enrollment numbers and shows the budget's impact with the proposed adjustments to staff and expenses. With all of the adjustments, the budget shows a slight surplus while still providing all of the necessities and supplementals all students and staff require.



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**Meeting Adjourned @ 12:05 pm**

*The undersigned hereby certifies that he/she is a Director and/or Officer of Beacon College Prep, Inc, a not-for-profit corporation organized and existing under the laws of the State of Florida, and that the above is a true and correct copy of the meeting minutes of the Board of Directors of said corporation & the individual charter schools sponsored by the said corporation.*

The minutes were adopted by the Board of Directors at a meeting held on TBD.

Beacon College Prep, Inc. A Florida not-for-profit corporation

By:   
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Jeffrey Miller, Board Chairman

Date: March 19, 2024