



Finance & Operations Committee Meeting Transcript

May 9, 2019

1 THE CHILDREN'S TRUST FINANCE AND OPERATIONS
2 COMMITTEE MEETING

3
4 The Children's Trust Finance and Operations Committee
5 Meeting was held on Monday, May 9, 2019, commencing at
6 9:31 a.m., at 3250 Southwest 3rd Avenue, Miami, Florida
7 33129. The meeting was called to order by Steve Hope,
8 Chair.

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10 Committee Members

11 Steve Hope, Chair

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13 STAFF:

14 James Haj, President/Chief Executive Officer

15 William Kirtland, Chief Financial Officer

16 Dr. Magaly Abrahnte

17 Gilda Fernandez

18 Maurice Kemp

19 Nelson Hincapie

20 Javier Reyes

21 Isaac Slaver

22 Shanika Graves, Attorney

23 Ken Hoffman

24 Imran Ali

25 Also Present:

1 Lance Aylsworth, City National Bank
2 Isabel La Cambra, City National Bank
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1 PROCEEDINGS

2 (Recording of the meeting began at 9:31 a.m.)

3 THE CHAIR: We have a quorum, let's begin.

4 Again, I want to thank everyone for attending today's
5 meeting and also thank staff for its continuous
6 support. Do we have any public comments?

7 MS. JEANTY: No, no comments.

8 THE CHAIR: Okay. If we can take a look at the
9 minutes and if we can have a motion. Can I have a
10 motion?

11 MR. SALVER: I'll move it.

12 THE CHAIR: Second, please?

13 MR. HINCAPIE: Second.

14 THE CHAIR: All in favor?

15 (WHEREUPON, the committee members all responded
16 with "aye.")

17 THE CHAIR: Opposed?

18 (NO VERBAL RESPONSE)

19 THE CHAIR: Okay, motion passes.

20 Next, if we can move onto the Investment
21 Banking Status Report. If you recall, at the prior
22 meeting we had talked about how we would maybe
23 reallocate some of the funding's or should we
24 reallocate some of the investment to other banks. I
25 think the CFO came back with some recommendations

1 that Citibank was looking at offering us, I guess, a
2 favorable rate as compared to what was previously
3 offered. So I'll turn it over to the CFO, so that
4 you can --

5 MR. HAJ: Mr. Chair, if I may?

6 THE CHAIR: Oh, I'm sorry the CEO, I'm sorry. I
7 apologize.

8 MR. HAJ: So, at the last Finance Committee, as
9 you recall, the committee asked us to go back and
10 meet with City National. They gave us great rate and
11 then we asked to go to see if we can go higher. So
12 we met with City National. As you know, what we put
13 in front of you last month was a 2.55, so we went
14 back to renegotiate. The committee said above 2.55.
15 So we're pleased, we had a great meeting, we had a
16 great couple of meetings with City National and we
17 ended up at the following to bring back to this
18 committee.

19 City National approved a 12-month CD rate at
20 2.68. They also increased the Money Market Account,
21 which we had talked about the Money Market Account
22 was at a .08, so it was raised to 1.90. We talked a
23 little bit about that they've been a great sponsor
24 for Champions for Children the last couple of years
25 and they were going to increase next year an extra

1 \$10,000 to support Champions for Children. And there
2 was great discussion, too, about what does City do in
3 the community and their involvement in community
4 efforts. So Lance is here and some of his team, and
5 Juan, who's the vice president, is flying in and
6 landing now. I don't think he can make it, but Lance
7 is here with his team, just to speak very briefly
8 about the efforts and what they do in the community.
9 Because I know that was a discussion at the last
10 meeting. So, Lance?

11 MR. AYLSWORTH: Thank you very much for having
12 us. And I brought Isabel La Cambra, who's part of
13 our community development team, manager, right, and
14 director. That being said, we appreciate doing
15 business with you guys and also appreciate sponsoring
16 such a worthy cause. To add a little bit more on the
17 community side, I'll let her speak.

18 MS. LACAMBRA: Good morning, everyone. Thank
19 you for the opportunity. As he said, I'm the CRA and
20 compliance director for City National Bank. And one
21 of the things that Lance asked me to talk about was
22 how we participate in the community with different
23 programs. We have multiple lending products for
24 first time homebuyers. We have a City Smart line of
25 credit for small business. It's all part of the CRA,

1 the Community Reinvestment Act, that, as you know,
2 require banks to help with, meet the credit needs.
3 We also have two dedicated community development
4 bankers that are certified and do over about an
5 average of 70 homebuyer education seminars or
6 workshops. They partner with different community
7 agencies, the community groups. I believe that Lance
8 provided you a summary of our community engagement
9 and it lists all the 50 community organizations that
10 we every year participate with. I don't know if you
11 have that part of your package. I'll be happy to
12 forward it.

13 MR. AYLSWORTH: Right, it was part of the
14 original response to the meeting.

15 MS. LACAMBRA: One of our most recognized and
16 what we're most proud of is we have an outstanding
17 rating for CRA for the last 18 consecutive years. We
18 also are very proud of our partnership with United
19 Way. One out of every four employees is contributing
20 at a leadership level. So that is something that
21 every year we're very proud of and we totally support
22 and will continue to support. As far as how we can
23 partner with Children's Trust in addition to the
24 sponsorships, maybe we could participate in Launch
25 and Learn activities with homebuyer educations, work

1 with your partners. And we're open to any
2 suggestions or any opportunities that you may
3 suggest.

4 MR. AYLSWORTH: We do a lot of financial
5 literacy courses as well for students.

6 MS. LACAMBRA: Yes, we do financial literacy,
7 the three actually. There's three community
8 development lenders that are certified to provide the
9 financial literacy. So they have the certifications
10 and they partner with many agencies and community
11 groups on a monthly basis where we provide the
12 assistance.

13 MR. HAJ: Thank you.

14 MS. LACAMBRA: Any questions, any suggestions,
15 we'll be happy to answer.

16 THE CHAIR: Floors open to committee members.

17 Okay, thank you, ma'am.

18 MS. LACAMBRA: Thank you.

19 THE CHAIR: Okay, I just have a few questions.
20 Are you going to speak on the interest rate or pretty
21 much Jim's introduction is it?

22 MR. AYLSWORTH: He said so, yes. He did such a
23 good job. If you have any questions, please.

24 THE CHAIR: So, the Money Market rate, is that
25 tied to prime, if prime changes, is that money market

1 rate going to change?

2 MR. AYLSWORTH: It's a bank managed rate,
3 however, it is tied to Fed funds, internally. So,
4 it's Fed funds right now has gone up recently in the
5 past few months but has stabilized and may go down
6 depending on the economic environment. That being
7 said, Fed funds right now is 2.5 percent, so Fed
8 funds finds 55 basis points.

9 THE CHAIR: Okay, so if that rate changes --

10 MR. AYLSWORTH: I'm sorry, 60 basis points.

11 THE CHAIR: -- this money market rate will
12 change? And if it goes up the money market -- I'm
13 sorry, if interest rate increases, all rates will
14 also increase?

15 MR. AYLSWORTH: Yes, yes.

16 THE CHAIR: And in the discussion with staff, it
17 was indicated that we have to carry about \$26 million
18 in the account. So, is this interest rate tied to
19 maintaining a minimum balance?

20 MR. AYLSWORTH: It's not tied to maintaining a
21 minimum balance. However, any requirements with
22 regards to certificates of deposits, the standardized
23 rules and regulations applying to that. If you put
24 in a 12-month CD, you know, in order to get out of a
25 12-month CD, there would have to be some sort of

1 breakage. However, in the money market account, it's
2 a completely fluid account, as long as six red D of
3 six withdrawals per month. But it's not linked to
4 any amount.

5 THE CHAIR: Any other questions from the floor?

6 MR. KIRTLAND: Just maybe to speak a little bit
7 further to that comment, was that we've spoken with
8 City National Bank about how to maybe take the \$26
9 million and diversify it amongst the 12-month CD, so
10 that in case there is an instance where breakage
11 might be needed, that we don't break an entire \$26
12 million 12-month CD. Maybe we can tap into a smaller
13 CD. So we might be splitting up the \$26 million into
14 various CDs at that same term with that rate.

15 THE CHAIR: And the one final question: The
16 money market rate and the CD rate also, is that for a
17 specific duration or is it as long as the
18 relationships convene?

19 MR. AYLSWORTH: Well, the 2.68 rate is for 12-
20 month CD. The money market rate, again, fluctuates
21 as the Fed funds rate fluctuates. And so, no, I mean
22 it will fluctuate for duration of the Fed funds rate,
23 I guess, moving up and down.

24 THE CHAIR: Okay, all right. Thank you, sir.
25 If there are no other questions, can we move on to

1 the Lease Extension. I appreciate it, thank you
2 folks.

3 MR. AYLSWORTH: Thank you, very much.

4 MR. HAJ: Thank you. Mr. Chair, as you may
5 recall, this probably was four, five months ago, we
6 had a discussion regarding real estate and one of the
7 directors from this board was to go and renegotiate
8 with United Way to lock in a longer lease so we have
9 a longer runway. So we did renegotiate. It's taken
10 quite some time, but we did renegotiate with United
11 Way for an additional five-year lease. This new
12 lease ends in 2020. So, we've negotiated an
13 extension for five more years to 2025. And the only
14 real difference was the terms on the rate, which were
15 not really much different from what we're doing now.
16 It's a two percent increase, annually, per year, for
17 the five-years. But in year four and five we're
18 going to relook at that depending on marketing
19 conditions. It may go up or it may go down. But we
20 would assume that if it does go up it does not go up
21 more than three percent in year four, five. So year
22 three we'll look at the market and renegotiate with
23 them. So this is for a five-year lease.

24 THE CHAIR: Now, I believe we had discussed the
25 potential for constructing on a new building. Is

1 there an exit clause in the contract?

2 MR. HAJ: There's a 90-day, we wanted to be very
3 transparent with them and they said that they didn't
4 have an issue with 90-days. They even said if you
5 want more time. I said we will know well ahead of
6 time to let you know. But there's a 90-day exit
7 clause.

8 THE CHAIR: Okay, thank you. Any questions from
9 the floor?

10 (NO VERBAL RESPONSE)

11 THE CHAIR: I guess we need a motion to
12 authorize you to -- all right, so motion to authorize
13 CEO to execute contract to extend the lease for a
14 five-year period commencing -- what's the
15 commencement date?

16 MR. ALI: November 2020.

17 MR. HAJ: 2020.

18 THE CHAIR: I'm sorry?

19 MR. ALI: November 2020.

20 THE CHAIR: November 2020 to September 2025.

21 MR. SALVER: So moved.

22 MR. HINCAPIE: I'll second it.

23 THE CHAIR: All in favor?

24 (WHEREUPON, the committee members all responded
25 with "aye.")

1 THE CHAIR: All opposed?

2 (NO VERBAL RESPONSE)

3 THE CHAIR: Motion passes.

4 MR. SALVER: Steve, who's here from the
5 committee? Because when we vote, all I hear is
6 Nelson and me. Is there anyone else?

7 MS. FERNANDEZ: I did.

8 MR. HAJ: There's four.

9 MR. SALVER: Oh okay, yeah, because I can't
10 hear. Speak into the mic. Thank you.

11 THE CHAIR: Okay, so we move onto the Budget
12 Forecasting. On Tuesday, we have conference call
13 with the CFO to discuss the five-year budget
14 projection. So, I'm going to turn the floor over to
15 Jim.

16 MR. HAJ: Mr. Chair, thank you. You have on
17 your tab a Budget Forecast and I don't know if you
18 have a hardcopy. I think it's just on your tab. So,
19 this is not new. For the last year and a half we
20 brought it back at least three times to this
21 committee, the same format. The only thing that
22 really has changed, what we did add, was the last
23 column for the new cycle, just to keep it in board
24 members minds when this cycle turns out. We do have
25 a new cycle and just want to be considerate of the

1 funds, that we're not dropping off services
2 throughout the cycle. So how do we consider service
3 throughout? Also, Ken Hoffman, who is our Chair, and
4 he looked at this, and he had to fly out of town, but
5 he wants to let this committee know that he's also in
6 full support. The plan is working, the plans working
7 successful and if not very successfully where the
8 draw down rate is going at an increasing rate or a
9 more aggressive than we thought. So I'd kind of like
10 to turn it over to Bill just to kind of walk you
11 through this, and we'll continue throughout the year
12 and as the years go on we'll continue bringing this
13 back to you so we can track fund balance as well as
14 our millage rate, et cetera. So, Bill, you can go.

15 MR. KIRTLAND: Sure. As Jim said, this is
16 essentially the same plan as what we've presented
17 before. However, amounts and updated forecasts have
18 been built into this projection. We've spoken with
19 Miami-Dade County's budget management office to
20 inquire with them what they foreseeably estimate the
21 market to grow in the next five-years. So, we've
22 built in some of their projections alongside of our
23 own to reasonably expect what kind of growth. We can
24 see in Miami-Dade County property values through the
25 beginning of the next cycle. Significant reason we

1 wanted to include the new cycle projection also
2 explains why you can see on the chart, the yellow
3 forecasting layered on top of the green forecasting.
4 Originally, the green forecasting was what has been
5 presented to you before. But with wanting to be
6 mindful of at least our goal and which millage rate
7 and level of funding we'd like to obtain by the time
8 we arrive to the new cycle to sustain our current
9 level of funding of our programs, we thought it would
10 be prudent that we look at our fund balance objective
11 to actually grow from the \$21.9 million to the \$29.7
12 million.

13 The \$21.9 million, the flat green line, was a --
14 the GFOA best practice to keep two months of
15 operating expenditures in reserve. Now that line
16 represented having reserves in place for our current
17 level of funding of programs. But since we have an
18 outlook to increase our millage, increase our
19 spending, we know that we need to sustain, to grow
20 that fund balance reserve if we have the foresight to
21 fund additional programs four or five years from now.
22 So be that as it may, we -- again, the millage rate
23 that we are applying currently is a roll back rate.
24 The rates that you see are increasing our revenues
25 for the next three years. They are tax increases

1 they will be reported as tax increases. They do not
2 yet return to the half millage rates until we feel
3 that we can sustainably bring down the fund balance
4 and arrive to the goal balance of \$29.7 million at
5 the end of the cycle. However, our spending is not,
6 or I should say, is reflected of half millage
7 spending because it does supplement a half millage
8 rate. So if I were to apply the half millage rate in
9 18, 19, 19, 20 or 20, 21, we still have budgeted
10 expenditures greater than the revenue than that
11 millage rate would yield in any of those market
12 years.

13 So again, we think that this plan, developed by
14 the committee and staff, is a great for offering
15 flexibility and allows us to respond to risks that
16 are unforeseeable at the time, such as if market
17 conditions do change in the next five years. We are
18 monitoring our contracts closely, which are a
19 significant portion of our budget as you can see in
20 the sustained expanded direct services line item is
21 nearly \$140 million of our approximate \$160 million
22 budget per year. So if there's any change in
23 contract utilization, this will significantly change
24 our outlook on how we're ending our fund balance on a
25 year-to-year basis.

1 So again, that is where we think this plan
2 leaves us and we think we're, as Jim said, in a good
3 place now as we monitor our month-to-month
4 expenditures and our current fiscal year, we do see
5 that we are ahead of schedule compared to year-to-
6 date last year on our expenditures, in our rate
7 expenditure. I'll kick it back over to you, Steve.

8 THE CHAIR: Thank you, sir. I just want to open
9 the floor first for discussion.

10 Yes, sir?

11 MR. HINCAPIE: Quick question, so for 22, 23,
12 you're looking at lowering the millage rate?

13 MR. KIRTLAND: Well, it's actually -- it's --
14 it's a lowered rate but it's still tax increase. If
15 you see the green line of \$155 million to \$161. So
16 not -- tax increases are not only reflected in a
17 millage rate increase if the rate draws greater
18 revenues than the previous year. So because the
19 rate, the growth of the market value is greater than
20 what we need the revenues to increase by, it looks
21 like the rate is decreasing but it's still tax
22 increase.

23 MALE VOICE: But it's because of the value of
24 the property?

25 MR. KIRTLAND: Right, the value of the property

1 has grown.

2 THE CHAIR: Yes, sir?

3 MR. SALVER: So, am I reading this correctly,
4 the -- we're projecting at the end of the fiscal
5 year, this year to have the ending fund balance total
6 \$42.5 million?

7 MR. KIRTLAND: Yes, that's correct.

8 MR. SALVER: What was the -- and the prior year?

9 MR. HAJ: 70.

10 MR. SALVER: Was it 70?

11 MR. KIRTLAND: Just above it, 69.6.

12 MR. HAJ: We're getting there.

13 MR. SALVER: So we've accomplished that, I
14 guess, on some level.

15 MR. KIRTLAND: Well, we're in the current fiscal
16 year that's projected in 18, 19. So we're 19, 20, is
17 what we'll be bringing next month for our first
18 preliminary budget presentation. But in monitoring
19 our monthly expenditures, we can see the rate of
20 spending increase from last year. So we'll know
21 closer and closer to the end of the fiscal year if we
22 are hitting that \$42 million target.

23 MR. SALVER: And that's in line with the
24 balances that we discussed last year at this time,
25 more or less?

1 MR. HAJ: Yes, and that goes back. This is --
2 the recommendation was from last year because part of
3 it when we went into the new five year cycle was a
4 two-prong approach. One to go to the roll back rate
5 and then two to put on additional 28 million per
6 year, which is 140 through the five year cycle. So
7 we're spending actually over a half mill rate. The
8 dollar amount. But we're just using fund balance to
9 get us to there.

10 MR. KIRTLAND: Right, because that additional
11 spending was the point that I was trying to make with
12 the first three years of this cycle, being that we're
13 actually spending greater than what the half millage
14 would yield in revenue.

15 MR. SALVER: Right, thank you.

16 THE CHAIR: Question: So we have the plan to
17 require all building which will require an access of
18 \$10 million. Do we anticipate that taking place
19 within the next five years? And, if so, I guess this
20 is a question for the committee, given that that \$10
21 million will deplete or reduce the fund balance
22 significantly, do we envision the need to increase
23 the millage rate prior to 23, 24 to .5? I guess I'm
24 kind of concerned on the committees opinion on that.

25 MR. SALVER: Can you repeat the first part of

1 the question or the comment?

2 THE CHAIR: So we're going to withdrawal an
3 access of \$10 million for the purchase of the new
4 building or construction of the new building, which
5 will reduce the fund balance by that \$10 million.
6 So, are we comfortable in keeping the fund balance to
7 that low level if the \$10 million is taken out, or do
8 we see a need that the millage rate may need to be
9 increased prior to 23, 24. And I guess I want the
10 committees opinion on that, but also --

11 MR. KIRTLAND: But also I wanted to clarify
12 because I think you had a question. First, about if
13 the \$10 million had been considered in the five year
14 schedule and the answer is no, it has not. Maybe
15 trying to elaborate a little bit about for the
16 discussion purposes, I believe if it is built in to
17 the projection, then I would think that the fund
18 balance that we need to target or aim for needs to be
19 the liquid portion of our fund balance. Meaning,
20 it's property will be included in the fund balance
21 value, but I think the best practice will be to have
22 more liquid fund balance available to support our
23 programs.

24 MR. SALVER: Right, right, because fund balance
25 will be unchanged. Fund balance you're converting

1 cash to a fixed asset. So your fund balance from an
2 accounting standpoint is really not going to change.
3 So now we're talking about just cash flow and equity.

4 THE CHAIR: So I guess the question to the
5 committee would be, do you see a need to even explore
6 the millage rate if that occurs or?

7 MR. SALVER: Me personally, I'm one vote on this
8 committee, and I've always been a very, very strong
9 advocate for the roll back rate and keeping the rate
10 as low as possible. That's always been my position.
11 I'm not a big advocate of advertising that we're
12 increasing taxes, et cetera, et cetera. So you
13 always hear from me that as low as we can make it and
14 do what we're doing, that's basically my position.

15 THE CHAIR: So at this point there's no need to
16 retouch that subject?

17 MR. SALVER: You know, we usually touch around
18 September time and we touch it pretty hard.

19 MR. HAJ: Mr. Chair, I think for the purpose of
20 this year and as we go into trim, I don't think that
21 it will effect this year, because even if we started
22 moving that direction, it would be more than a year
23 before things start really occurring. And that was
24 really the direction of the board, to get us a long
25 runway. United Way has to wait five additional years

1 to 2025. So we can start building this up.

2 THE CHAIR: So it's something we can revisit as
3 we get closer.

4 Yes, sir?

5 MR. HINCAPIE: We just voted on the lease
6 extension, so we're good for --

7 MR. SALVER: Right, it's not like an emergency
8 situation.

9 MR. HAJ: But part of -- and many of you may
10 have not been in the Finance Committee in January,
11 February. I don't remember when we talked about, we
12 talked the lease. And then there was three
13 directives to us: One, renew the lease first so we
14 could have, we have that locked away; then two, look
15 at where the \$10 million and how we can reserve it.
16 And then start looking for a RFP for a realtor to
17 help us through this process. And we really wanted
18 to get the lease locked away before any other
19 movement took place. And at the same time we've been
20 working with the county to see if there's any
21 property in the county that we can use or that we can
22 get some land, that we don't have to purchase the
23 land. We can rebuild on county property and work out
24 some kind of rate. So that's conversations ongoing.
25 So we need about a month or two before we come back

1 and report on that.

2 THE CHAIR: Any further discussion before we
3 move on?

4 MR. SALVER: Just before we move on from that,
5 I'd like to hear from the attorneys. There's nothing
6 in the ordinances that would prohibit us from
7 spending our money on hard assets?

8 MS. GRAVES: No.

9 MR. HAJ: There is -- you cannot borrow, so we
10 would have to pay --

11 MR. SALVER: Pay cash.

12 THE CHAIR: Okay. Moving on to the Resolutions.
13 Resolution 2019-A: Authorization to create a vendor
14 pool of creative professionals and agencies selected
15 through a request for qualifications to provide media
16 and advertising services including branding, creative
17 advertising, graphic design, digital marketing, media
18 buying, video production, public relations, community
19 outreach and event planning, commencing October 1,
20 2019, and ending September 30, 2024.

21 Can I have a motion, please?

22 MR. REYES: I have to recuse myself from this
23 resolution. Well, I don't know, I'll ask the
24 attorney. I don't have a direct interest in
25 marketing, but it is a family member that owns it, so

1 I just thought I'll say it.

2 MS. GRAVES: Yes.

3 MR. SALVER: I'll move it.

4 MR. HINCAPIE: Second.

5 THE CHAIR: We had your recusal, any discussion?

6 (NO VERBAL RESPONSE)

7 THE CHAIR: All in favor?

8 (WHEREUPON, the committee members all responded
9 with "aye.")

10 THE CHAIR: Opposed?

11 (NO VERBAL RESPONSE)

12 THE CHAIR: Motion passes. Resolution 2019-B:
13 Authorization to create a vendor pool of information
14 technology professionals and agencies selected
15 through a request for qualifications to provide IT
16 services including Infrastructure as a Service,
17 Software as a Service, Security as a Service, Managed
18 Services, Business Intelligence, and Integrated Data
19 Repository, and to prequalify them for potential hire
20 in a subsequent, streamlined procurement process for
21 such services as needed, commencing October 1, 2019,
22 and ending September 30, 2024. Can I have a motion,
23 please?

24 MS. FERRADAZ: I'll move it, Gilda Fernandez.

25 THE CHAIR: Second?

1 MR. SALVER: Second.

2 THE CHAIR: Any recusals? Discussion? All in
3 favor?

4 (WHEREUPON, the committee members all responded
5 with "aye.")

6 THE CHAIR: All opposed?

7 (NO VERBAL RESPONSE)

8 THE CHAIR: Resolution passes. Just one quick
9 question to the attorney. I was told that the
10 duration of the lease should be from September --

11 MR. ALI: From November 2020.

12 THE CHAIR: November 2020.

13 MR. ALI: To October 2025.

14 THE CHAIR: So do we need to do an amended
15 motion?

16 MS. GRAVES: Yes.

17 THE CHAIR: Can you give the amended answer?

18 MR. ALI: November 2020 to October 2025.

19 THE CHAIR: Okay, so the new motion shall state
20 -- I'm sorry.

21 MS. GRAVES: Nelson, can you move to reconsider
22 the motion to authorize the CEO to execute the lease
23 submitted?

24 MR. HINCAPIE: Yeah, I'll move to reconsider
25 whatever Shanika said.

1 MS. GRAVES: Then we need someone to second it.

2 MR. SALVER: Okay, can you just repeat the whole
3 thing, please?

4 MS. GRAVES: So this is a motion to reconsider
5 the motion that authorized the CEO to execute a
6 contract to extend the lease with United Way.

7 MR. SALVER: Okay, so we're going to reconsider
8 it. Okay, I'll move it.

9 MS. GRAVES: No, Nelson moved it. You'll second
10 it.

11 MR. SALVER: I'll second it.

12 MS. GRAVES: And then now the item is being
13 reconsider for an amendment to the dates --

14 MR. SALVER: Well, we didn't vote yet.

15 MS. GRAVES: Oh, you're right.

16 THE CHAIR: All in favor?

17 (WHEREUPON, the committee members all responded
18 with "aye.")

19 THE CHAIR: All opposed?

20 (NO VERBAL RESPONSE)

21 THE CHAIR: Okay.

22 MS. GRAVES: So now this item is being
23 reconsidered for an amendment to the dates of the
24 lease that will be authorized that will be executed
25 by the CEO which are?

1 THE CHAIR: The motion to amend the date to
2 authorize the CEO to execute contract extend the
3 lease five year period commencing November 2020 and
4 ending October 2025. Can I have a motion please?

5 MR. HINCAPIE: So moved.

6 MR. SALVER: Second.

7 THE CHAIR: All in favor?

8 (WHEREUPON, the committee members all responded
9 with "aye.")

10 THE CHAIR: All opposed?

11 (NO VERBAL RESPONSE)

12 MS. GRAVES: Items passed as amended.

13 THE CHAIR: Now I'll turn it over to the CEO,
14 Mr. Haj.

15 MR. HAJ: Thank you, sir. Champions for
16 Children that you will receive an email today
17 regarding the tickets and the date and the parking
18 and everything else for board members. Family Expo
19 September 7th. Summer Youth Internship is underway.
20 I was able to present at the Chamber of Commerce last
21 week. We're sending it out to the Chamber, we
22 emailed it to all the board members. So if you do
23 know organizations who wish to hire interns, please
24 put that out. And if you know students who want to
25 participate, please let people know.

1 The Health Mobile Clinics. Next board meeting,
2 we had funded Health Mobile Clinics the last couple
3 of years and what we wanted to do was bring the
4 Mobile Clinics to the board meeting. So we will send
5 a notice out probably an hour before the board
6 meeting. We're going to have three of the four
7 mobile clinics parked across the street. And we
8 would like to do some type of press conference.
9 We're working on that. So if the board members will
10 come, take a look at the mobile clinics. We have the
11 brand new pediatric clinic that will be there, as
12 well as our vision mobile clinic and oral health
13 clinic. So we'll have three large mobile clinics
14 across the street. And I'm preparing for a press
15 conference. But I think we should highlight the
16 great success and what a benefit these mobile clinics
17 are doing for our community.

18 The other items, I just wanted to give a brief
19 update on the DCF licensing since we had the
20 discussion last week and just let you know where we
21 are. The child care licensing process we developed
22 internally how to assist providers. It really is not
23 a Trust issue, but we want to be partners with the
24 providers to help move this on. So we developed an
25 in-house flowchart of how to monitor DCF licensing.

1 We are working with DCF, meeting with them every
2 other week. And I think we have a great process in
3 place.

4 We also -- I think some of you may have been at
5 our provider meeting that we held right after last
6 board meeting, that we messaged it to providers and
7 now we're sending it to them in different formats so
8 everybody is aware of the pivot from our past
9 practice. And we're also working with our attorneys
10 to add our licensing into the core contract. And I'm
11 pleased to announce that we only had one provider
12 left out of the 300 plus providers we finally -- the
13 last provider did receive the necessary DCF licenses.
14 So with the approval of that one, we're executing a
15 contract.

16 But I just wanted to clarify and make sure that
17 this committee had agreed to is that we did do the
18 pivot, but that we are going to pay this provider
19 under the services rendered at the policy of that
20 time. So timing was a question for me. So I just
21 want to be clear of the direction of this committee,
22 that we have the ability to pay the provider to
23 encourage services for 120 students. And that upon
24 execution of the contract we can retro pay them and
25 then close the door and then move forward in a

1 different direction.

2 THE CHAIR: Does a motion need to apply to that?

3 MS. GRAVES: A motion will be good. Just speak
4 it in the record.

5 MR. SALVER: This is not on the agenda.

6 MS. GRAVES: It's not on the agenda, but this is
7 an ongoing issue. You can add it to the board agenda
8 so the full board will be advised. Because this is
9 something that the full board discussed.

10 MR. SALVER: Yeah, I would recommend that then,
11 it would be advertised.

12 MR. HAJ: Well, this is something that the
13 Finance Committee gave the directive. It was
14 Finance. Last year, last board meeting it was just
15 an FYI that Ken gave, but it was the action of the
16 Finance Committee.

17 MS. GRAVES: But I think the full board should
18 still be apprised of it because otherwise we don't
19 get the input initially, so. And then have the
20 notice requirement also taken care of.

21 MR. HAJ: Okay, but can we get a sense of this
22 board --

23 THE CHAIR: Okay, all right, so motion to
24 authorize the CEO --

25 MS. GRAVES: Well, you don't --

1 THE CHAIR: You don't need a motion?

2 MR. SALVER: You want to -- I guess you just
3 want to gather a consensus.

4 THE CHAIR: Okay so I'm in agreement with paying
5 the agency retro from the commencement of the
6 contract. Open to the floor for your opinion.

7 MR. SALVER: I'm in support of staff.

8 MR. HINCAPIE: Agree.

9 MS. FERRADAZ: Well, I'll support that. Just
10 moving forward, we have a new process and basically
11 it is illegal to operate a daycare center without a
12 license. And we -- our licensing staff actually
13 notifies all the providers well ahead of time that
14 when their license is going to expire. I think it's
15 like 90 days or something. So I think between the
16 notification that the department provides and the
17 additional coordination with the Trust helping them
18 get the paperwork and all that. I'm hopeful that
19 this will not be a problem in the future.

20 MS. GRAVES: Yes. Before we discuss it further,
21 let me check on something based on what you just
22 said, Gilda. And I'll talk to staff before the board
23 meeting about how to proceed.

24 MR. HINCAPIE: Obviously, there's something that
25 we could have helped improve because we created a

1 licensing -- or there's a flowchart. And so while
2 the providers may have gotten notices from DCF,
3 they're in the business of caring for children who
4 need to be cared for so the parents can work. So
5 there's some break down or something because
6 obviously we don't want to do anything that's
7 illegal, but we also don't want to hurt the families
8 that need the children to be cared for. And my, how
9 I see it is, we need to help those childcare centers
10 to become compliant because they were providing
11 essential services to the community. Last thing you
12 want is to just close down a child care center where
13 a family that lives paycheck to paycheck, has to take
14 their kids out, loses their job and then ends up
15 homeless. This is how -- you know, I mean -- this is
16 the type of thing, regulation that we do that hurts
17 families. Sometimes. Not saying -- you know, I
18 don't know --

19 MS. FERRADAZ: Well, I don't think -- and the
20 reason --

21 MR. SALVER: I don't get that from James'
22 comments actually. I got quite the opposite. Like
23 we're --

24 MR. HINCAPIE: No, we're helping.

25 MR. SALVER: We're helping all organizations.

1 MR. HINCAPIE: We're insisting --

2 MR. SALVER: It's not a matter of insisting.

3 MR. HINCAPIE: Isaac, the reason why this came -
4 - the reason why we're here is because there was --
5 there were some providers that apparently were
6 providing services without the proper --

7 MR. SALVER: Just didn't have the license.

8 MR. HINCAPIE: Right, so there was a breakdown
9 between -- no, I'm saying we need to continue doing
10 this. What I'm saying is, you know, DCF, and we need
11 to support DCF and work together so that these things
12 don't happen.

13 MS. FERRADAZ: Which is what we're doing.

14 MR. HAJ: We have a plan moving.

15 MR. HINCAPIE: The reason for licensure is to
16 insure that it's a safe environment.

17 MR. HINCAPIE: Absolutely.

18 MS. FERRADAZ: Okay, so we have to make sure
19 that -- of course we want the children served, but we
20 want to make sure they're in a safe environment, that
21 all the people have their background checked, as it
22 should be, you know, all of those things that we
23 check for. We're not just going to say, yes, take
24 care of the children because the parents need to
25 work. We have to make sure that they're cared for in

1 a safe environment.

2 THE CHAIR: Question: Is there anything that
3 Trust staff that's working with the grantee that says
4 90 days before that can kind of maybe work with them
5 to ensure that they're going to be in compliance? Is
6 that --

7 MR. HAJ: Yeah, we have this flow chart and we
8 started putting systems in place to start, you know,
9 DCF does a notification, but also working with them
10 and partnering with them to get through it. And this
11 was also a heavy year. We had -- it was a new five
12 year cycle that a lot of new people coming on board.
13 So, you know, it came in fast and with a lot of new
14 people not really knowing the systems and everything
15 else. So, I do think moving forward this should not
16 be an issue. What we're just trying to correct is
17 this one out provider who we had one set of rules and
18 we just pivoted, and that provider will be out of
19 pocket a hundred and something thousand dollars for
20 services that were actually provided to kids.

21 MR. HINCAPIE: When did we create this flow
22 chart?

23 MR. HAJ: This was within the last month. I
24 mean, we've been doing things all along, but to start
25 moving forward to make sure that this does not happen

1 again, we took steps to working with DCF to try to
2 close this. The real issue is just this one provider
3 that we changed the rule midgame and to how --

4 MR. HINCAPIE: How many kids did the provider
5 serve?

6 MS. FERRADAZ: 120.

7 MR. HAJ: 120.

8 MR. HINCAPIE: 120 kids.

9 MR. SALVER: But does this change -- I mean,
10 they're not going to get closed down are they?

11 MR. HAJ: No. And they received their license.
12 They finally received their license.

13 MR. SALVER: Okay.

14 MS. ABRAHNTE: If I may?

15 THE CHAIR: Yes, ma'am.

16 MS. ABRAHNTE: These kinds of things happen in
17 the school district all the time because rules.
18 Every time there's a legislation session we get new
19 rules and we got to change everything in five days
20 before the new law kicks in. And it's very hard to
21 adhere to the guidelines all the time and we have to
22 make exceptions. And I think as long as this is an
23 exception, and that's what I'm understanding, we
24 should be okay. And just make sure going forward
25 that we follow what needs to be followed.

1 THE CHAIR: Any other items of discussion?

2 (NO VERBAL RESPONSE)

3 THE CHAIR: Okay, meeting adjourned. Thank you.

4 (Whereupon, at 10:10 a.m., the meeting was
5 adjourned.)

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CERTIFICATE OF REPORTER

STATE OF FLORIDA

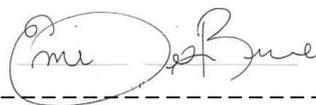
COUNTY OF MIAMI-DADE

I, EMILIE BRAVE, court reporter and Notary Public do hereby certify that the foregoing proceedings were taken before me at the time and place therein designated, and that the foregoing pages numbered 1 through 36 are a true and correct record of the aforesaid proceedings.

I further certify that I am not a relative or employee, attorney or counsel of any of the parties, nor am I a relative of any of the parties' attorney or counsel connected with the action, nor am I financially interested in the foregoing action.

Under penalties of perjury, I declare that I have read the foregoing certificate and that the facts stated herein are true.

Dated this 3rd day of June 2019.



EMILIE BRAVE

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