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Kingsman Academy Public Charter School
Board of Trustees Meeting – June 25, 2026
By Videoconference

Board Members present:
Steve Messner, Chair (by videoconference)
Maggie Daley (by videoconference)
Isa Stokes (by videoconference)
Wendy Jeffires (by videoconference) - joined at 7pm

Board Members not present:
Toloria Gant (by videoconference)
Vickie Masseus (by videoconference)
Tameka Harris (by videoconference)
Indra Chalk, Vice Chair (by videoconference)
Arthur Rogiers (by videoconference)
Julia Bloom-Weltman (by videoconference)
Wendy Jeffires (by videoconference)

Staff Present:
Kennesha Kelly, Executive Director (by videoconference)
Jessica Tolston, Special Projects Coordinator (by videoconference)
Jennifer Fotherby, Director of Strategic Initiatives (by videoconference)
Erin Kupferberg, Director of Research, Data, and Strategy (by videoconference)

Others Present:
Deanna Kimball (Vertex Education)
Kate Aufiero (Vertex Education)

Welcome:
The meeting was called to order at 6:07 p.m. by Chair Steve Messner, he welcomed everyone and provided an overview of the agenda.

Approval of Minutes:
- **Boardchair, Steve -** No quorum - could not vote
    - Motion by:
    - Seconded:

Financials:
- Deanna from Vertex presented the May 2026 Financials
    - Strong financial performance continues.
    - Increases in SpEd revenue based on enrollment.
    - Additional funds from OSSE to offset transportation costs and the Verizon roof easement.
- Jennifer Fotherby presented the FY27 Budget Updates

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    - Following the approval of the preliminary budget at prior meeting several important developments have further shaped our FY27 budget estimate.
    - USPFF base rate increased from 2.55% to 3.8%
    - Residential Quest Program - Quest program now authorized by PCSB, the revised budget now includes the additional per-pupil revenue, as well as estimated program costs.
    - The updated budget continues to reflect Kingsman's overarching goal of creating organizational sustainability.
- Deanna from Vertex: Changes & Impacts since April
    - Quest Residential Program Approved: New program expenses, additional per-pupil revenue to support costs
    - FY2027 DC Council Budget increases UPSFF base rate: Higher per-pupil revenue anticipated in FY27
- Deanna from Vertex: KPI Overview
    - Positive Gross Margin above PCSB recommendation
    - Days of cash on hand will increase over last year
    - Debt services requirements will be met
    - Overall Kingsman Financial situation is stable and healthy
- Deanna from Vertex: Enrollment
    - Schools enrollment cap is 320 but actual enrollment is higher - Kingsman is not paid for students above 320 on the General Ed side. On the SpEd side Kingsman served more students with higher level of SpEd services which resulted in the true up payment we discussed last meeting.
      The school's efforts to bring services in-house and to provide SpEd services through hiring rather than contracting out is really reflected here.
- Deanna from Vertex: FY2026 Year End Forecast as of May 2026:
    - In total the revenue when compared to the budget is expected to be significantly higher, at the same time expenses have also increased beyond what was initially budgeted, and that makes sense because more students with higher levels of need are being served. Having lower income compared to the budget reflects the deliberate decisions that are being made to reinvest the additional funds back into the school's priorities.
- Jennifer Fotherby presented the FY27 preliminary budget:
    - All updates that were made are Quest Program related
    - There is still a lot that is underway in terms of partnerships and locations but we have put in there all of the real costs that we know and what was presented to PCSB and then incorporated into our much more detailed coding system.
    - Some of the shifts have to do with hiring clinical staff vs contracted clinical staff. One of those staff members that is independent and licensed will be

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traveling with the Quest program, and then also within each of the non-travel programs. This also allows us to submit for Medicaid reimbursement for licensed clinical staff.

Board Chair Steve inquired about the difference between FY26 days of cash to FY27 & FY28 days of cash.
Jennfier Fotherby explained that there were some deferred maintenance and also purchasing of vans which have been on the budget, will finally be coming to fruition.

- Deanna from Vertex: Close out Summary
    - Kingsman has really taken advantage of this year, which was really strong financially to invest in students, staff, prepare for Quest, and strengthen the organization. All of this is being done while maintaining the historically strong liquidity, & positive operating results.
    - Next steps is to submit the budget by July 14, 2026

Approval of FY27 Revised Budget:

- **Boardchair, Steve - *Motion:*** No quorum

Kennesha Kelly: We will send out a Docusign for vote - all 9 board members must sign

- Motion by: N/A
- Seconded: N/A

Executive Director, Kennesha Kelly - Introduced new staff member Jessica Tolston, who comes from EdOps and did a lot of back office operational work for us. She will continue this work as well as some other special projects.

Procurement

- Presentation of Multiple Vendor Procurement Contracts by Kennesha & Jessica
    - Kingsman is getting better at contract negotiations ensuring we are getting the best prices to the most competitive rates.
    - Kingsman also makes sure there is a termination clause in every contract. 30-60 days we can walk away (either side) with no hard feelings.
    - Kingsman ensures the company is licensed to do business in DC, that there are no federal or local requirements that the company already has in place, and that they are insured.
    - Kingsman checks references
    - Any vendor who doesn't use our independent contract agreement, Kingsman's legal council reviews the vendor contract agreement.
    - Kingsman is getting better at renewing vendors because we are finding the people we need to get the job done will. We get the most competitive rates for the highest quality services.

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- Did a high level review of the new FY27 vendors that are associated with the new Quest program.
- Kennesha Kelly presented a conflict of interest contract C&S Cleaning Solutions is owned by Carolyn Frezzell our Director of Operations. The building is cleaner than it's ever been since July 2012. This vendor also gives our students an opportunity to work after school. So kids with disabilities are getting employment opportunities and opportunities to remain a part of the school in ways other vendors promise but have not delivered on. Because she is in a Director role in the school we annually have to vote on a conflict of interest.

**Note: If the board approves us to move forward with a vendor and we decide to go a different direction we will let the board know.*

Approval of Multiple Vendor Procurement Contract:

- **Boardchair, Steve - *Motion:*** No quorum - could not vote.
  - Motion by: N/A
  - Seconded: N/A

The meeting adjourned at 7:21 p.m.

[redacted]

Signature

10/14/2026 | 12:00 PM EDT

Date

Secretary

Title