

AISU Board of Directors Meeting Minutes  
1:00 p.m., Friday, October 2, 2015  
AISU Board Room (2<sup>nd</sup> Floor Conference Room)

In Attendance: Richard Maxfield, David Chan, B.J. Millar, Diane Johnson, Kent Mohlman, Nyal McMullen, Geoff Davis, Michael Farley, Mark Smith, Nathan Justis, & Steve Findley

- I. Richard Maxfield called the meeting to order at 1:00 p.m.
- II. Approval of Minutes from previous board meeting
  - a. Richard Maxfield calls for approval of the minutes from the last 3 board meetings.
  - b. Votes in favor: Maxfield, Chan, Millar, Johnson, Mohlman, & McMullen (unanimous.)
- III. Nomination and Consideration of New Board Member: Geoff Davis
  - a. David Chan motioned for Geoff Davis to join the AISU board of directors.
  - b. Votes in favor: Maxfield, Chan, Millar, Johnson, Mohlman & McMullen (unanimous.)
  - c. AISU board of directors welcome Geoff Davis as the newest board member.
- IV. Financial Report
  - a. The Annual Financial Report was submitted to the state on October 1, 2015.
  - b. 401K contributions and some staff cuts were made to offset cash flow and budget issues.
  - c. Timing with cash-flow needs
    - i. Most realistic option would be to develop AIS China relationships.
    - ii. Fundraising should still be pursued but is not a viable option for immediate cash flow needs.
- V. AIS China Overview
  - a. The demands for an American education in China have increased.
  - b. More businessmen are looking to develop education in China with American education emphasis.
  - c. We could pursue developing a relationship with parents of our international students who have already shown interest in investment.
- VI. Billboard Status Report Overview
  - a. Mammoth Signs owns the rights to the billboard and the physical signage. They are willing to pay \$150,000 up front or 20% of revenue for lease of the land, which is about \$1200/month.

- b. YESCO wants to purchase the permit; sign and land easement for \$175,000 but the REIT only owns the land at this point.
  - c. B.J. Millar motions for our legal team to review the claims of the billboard rights judgment to see if it would be reasonable to pursue legal action or if not to pursue the sale with Mammoth Signs in the amount of at least \$150,000.
  - d. Geoff Davis seconds the motion.
  - e. Votes in favor: Maxfield, Chan, Millar, Johnson, Mohlman, McMullen & Davis (unanimous).
  
- VII. Lunch Program Overview
  - a. The AISU school lunch program has improved drama since last year. This includes the increased amount of federally sponsored free and reduced lunch programs.
  
- VIII. AIS China Legal Considerations (Joel Wright)
  - a. To avoid any potential conflicts of interest AISU should:
    - i. Consider issuing a RFP for franchising AISU in China
    - ii. Ensure a single source entity
  
- IX. 2014-2015 Academic Performance & School Improvement
  - a. Sage testing is below state average.
  - b. AISU students tested better using the MAP testing
    - i. September 2014 test results for High School and Middle School had an average of two grade levels below.
    - ii. September 2015 test results for High School and Middle School had an average student score of two-grade level improvement average.
  - c. We need to better prepare our students for the SAGE testing i.e. practice tests.
  - d. In compliance with the Utah State Board of Education AISU create a parent school improvement committee with 3 parents. They are required to select an independent consulting group by October 15<sup>th</sup> to help select areas of improvement. The board would prefer using Lindsay Strait as the consultant, if possible.
  - e. The AISU board of directors created a school improvement subcommittee headed by Geoff Davis and Diane Johnson.
  
- X. Adjournment
  - a. Kent Mohlman motioned to adjourn the board meeting.
  - b. B.J. Millar seconded the motion.
  - c. Votes in favor: Maxfield, Chan, Millar, Johnson, Mohlman, McMullen & Davis (unanimous)
  - d. The October 2, 2015 board meeting is adjourned at 3:40 P.M.