

L.I.F.E ACADEMY
5100 Tice Street, Fort Myers, FL 33905
Monday, November 21, 2016
Board of Directors Meeting

Mission of the Board of L.I.F.E. Academy:
is to graduate students with the skills necessary for optimum independent living
and supported employment.

AGENDA

I.	Call to Order	Michael McKinley	4:00 pm
II.	Approval of Minutes August 1, 2016 (Pg. 2)	Michael McKinley	4:02 pm
III.	Approval of Financials: a. July 2016 (Pg. 3) b. August 2016 (Pg. 7) c. September 2016 (Pg. 11) d. October 2016 (<i>sending later</i>)	Cindy Crippen	4:04 pm
IV.	NEOLA Policies Approval	Michael McKinley	4:10 pm
V.	2016-2017 Strategic and Operational Goals (Pg. 16)	Lynn Pottorf	4:12 pm
VI.	SWOT Analysis (Pg. 19)	Lynn Pottorf	4:15 pm
VII.	Principal Update (Pg. 20)	Lynn Pottorf	4:18 pm
VIII.	Public Comment on Agenda Items	Open	4:21 pm
IX.	New Business	Michael McKinley	4:22 pm
X.	Next Board Meeting – Monday, February 6, 2017	Michael McKinley	4:23 pm
XI.	Adjournment	Michael McKinley	4:25 pm

Call in Option: If you would like to attend the meeting through conference call, please dial **877-658-5107** and then enter **PIN 916027#**. Please let Connie know that you will be attending via conference call at 239-995-2106 ext. 2226 or e-mail at connieminton@goodwillswfl.org.

GOODWILL L.I.F.E. ACADEMY
5100 Tice Street, Fort Myers, FL 33905
Board of Directors

Monday, August 1, 2016

4:00 p.m.

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- | | |
|-------------------------|---|
| Call to Order | Mr. Michael McKinley called the meeting to order. |
| Present | Mr. Hugh Kinsey
Mr. Bryan Lanzilotta (<i>phone</i>)
Mr. Michael McKinley
Ms. Cindy Crippen
Mr. Richard Evanchyk

Ms. Connie Minton
Ms. Lynn Pottorf
Mr. Fred Richards
Mr. Doug Stewart |
| Minutes Approval | Mr. Michael McKinley made a motion to approve the minutes of the June 6, 2016 meeting as written. Mr. Hugh Kinsey approved, Mr. Bryan Lanzilotta seconded. Motion carried. |
| Financial Review | Ms. Crippen presented the financials of January, May and June 2016. |
| Approval | Mr. Hugh Kinsey made a motion to approve all financials as presented. Mr. Bryan Lanzilotta seconded. Motion carried. |
| Policies and Procedures | The NEOLA policies and procedures were discussed. |
| Approval | Mr. Hugh Kinsey made a motion to adopt the NEOLA policies and procedures as presented. Mr. Bryan Lanzilotta seconded. Motion carried. |
| Principal Update | Ms. Pottorf stated she is having difficulties finding good teachers. The main reason is not being competitive enough. She is down one teacher now but because of class sizes, she will need two.

Ms. Pottorf stated the Musical Theater Summer Camp was a big success and they stayed within budget. There were 11 students for each of the two camps. The family members were very impressed and \$733 was collected in video sales and donations which most was used to purchase a speaker system. |
| Board Nomination | Mrs. Lucinda Kelley was nominated as a new Board member. |
| Approval | Mr. Bryan Lanzilotta made a motion to approve Mrs. Kelley's nomination, Mr. Hugh Kinsey seconded. Motion carried. |
| Public Comment | Ms. Cathy Speer said she looked at the website and was very impressed and was glad to sit in on the meeting. |
| New Business | Ms. Cathy Speer was introduced as the newly appointed Goodwill Industries of SWFL, Inc. Board member and was here to observe the meeting. |
| Next Board Meeting | The next Board meeting will be held on Monday, November 7, 2016 at 4:00 p.m. |
| Adjourned | A motion was made and passed to adjourn the meeting at 4:40 p.m. |

Goodwill LIFE Academies of SW
Balance Sheet
JUL 31, 2016

ACCT NO	DESCRIPTION	<u>Year To Date</u>
	Assets	
100-1112-0000-000	Cash SunTrust-Operating Fund	13,689.39
100-1130-0000-000	Revenue Receivables	11.60
100-1131-0000-000	Revenue Recv Capital Outlay	653.00
100-1133-0000-000	AR - Goodwill Foundation	33,585.53
100-1230-0000-000	General Fund Prepaid Expenses	2,137.62
	Total Assets	50,077.14
	Liabilities	
100-2100-0000-000	Accrued Items	19,803.08
100-2120-0000-000	Accounts Payable	23,448.88
	Total Liabilities	43,251.96
410-2700-0000-000	Fund Balance	637.36
	Excess Revenue over Expense	6,187.82
	Total Fund Balance	6,825.18
	Total Liabilities and Fund Balance	50,077.14

Name: life baish

Goodwill LIFE Academies of SW
Budget Revenue & Expense Statement
JUL 1, 2016 - JUL 31, 2016 & YTD
Cost Per Student Based on 50

Acct ID	Description	----CURRENT PERIOD----			---YEAR TO DATE---				
		Actual	Budget	Variance Fav/Unfav-	Cost Per Student	Actual	Budget	Variance Fav/Unfav-	Cost Per Student
	REVENUE								
100-3300-0000-000	FEFP Lee Cnty Sch District	45,255.92	42,155.00	3,100.92	905.12	45,255.92	3,100.92	905.12	
100-3354-0000-000	FEFP Transpo	1,358.10	1,300.00	58.10	27.16	1,358.10	58.10	27.16	
100-3397-0000-000	Capital Outlay	653.00	653.00	.00	13.06	653.00	.00	13.06	
100-3491-0000-000	Donations	350.00	.00	350.00	7.00	350.00	350.00	7.00	
100-3494-0000-000	Donations - GW Foundation	.00	4,200.00	4,200.00-	0.00	.00	4,200.00-	0.00	
	Total Revenue	47,617.02	48,308.00	690.98-	952.34	47,617.02	690.98-	952.34	
	EXPENSES:								
	Payroll Wages								
100-4000-5200-120	ESE Teacher	12,889.36	13,981.00	1,091.64	257.79	12,889.36	1,091.64	257.79	
100-4000-5200-150	Classroom Aide	1,892.42	1,820.25	72.17-	37.85	1,892.42	72.17-	37.85	
100-4000-7300-110	Administrator	6,334.76	10,195.00	3,860.24	126.70	6,334.76	3,860.24	126.70	
100-4000-7300-160	Admin Assistants	2,798.88	2,560.00	238.88-	55.98	2,798.88	238.88-	55.98	
100-4000-7800-160	Bus Driver	1,468.31	.00	1,468.31-	29.37	1,468.31	1,468.31-	29.37	
	Subtotal	25,383.73	28,556.25	3,172.52	507.68	25,383.73	3,172.52	507.68	
	Payroll Other								
	Retirement	1,343.33	1,381.00	37.67	26.87	1,343.33	37.67	26.87	
	Social Security	1,937.00	2,185.00	248.00	38.74	1,937.00	248.00	38.74	
	Group Insurance	2,131.16	3,500.00	1,368.84	42.62	2,131.16	1,368.84	42.62	
	Workers Compensation	175.68	483.00	307.32	3.51	175.68	307.32	3.51	
	Unemployment Comp	19.07	286.00	266.93	0.38	19.07	266.93	0.38	
	Subtotal	5,606.24	7,835.00	2,228.76	112.13	5,606.24	2,228.76	112.13	
	Building Maintenance								
100-4000-7400-360	Facility Lease	4,000.00	4,000.00	.00	80.00	4,000.00	.00	80.00	
100-4000-7900-320	Insurance - Umbrella/Bldg Prop	91.03	130.00	38.97	1.82	91.03	38.97	1.82	

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Goodwill LIFE Academies of SW
Budget Revenue & Expense Statement
JUL 1, 2016 - JUL 31, 2016 & YTD
Cost Per Student Based on 50

Acct ID	Description	---CURRENT PERIOD---				---YEAR TO DATE---			
		Actual	Budget	Variance Fav/Unfav-	Cost Per Student	Actual	Budget	Variance Fav/Unfav-	Cost Per Student
100-4000-7900-390	Other Contracted Bldg. Service	105.00	105.00	.00	2.10	105.00	.00	2.10	
100-4000-8100-350	Repairs/Maint	75.00	.00	75.00-	1.50	75.00	75.00-	1.50	
	Subtotal	4,271.03	4,235.00	36.03-	85.42	4,271.03	36.03-	85.42	
	Utilities								
	Subtotal	.00	.00	.00	0.00	.00	.00	0.00	
	Food Service								
	Subtotal	.00	.00	.00	0.00	.00	.00	0.00	
	Transportation								
100-4000-7800-370	Transpo Comm	98.85	105.00	6.15	1.98	98.85	6.15	1.98	
100-4000-7800-460	Transpo Fuel	135.05	.00	135.05-	2.70	135.05	135.05-	2.70	
	Subtotal	233.90	105.00	128.90-	4.68	233.90	128.90-	4.68	
	Instructional								
100-4000-5200-355	Technology & Support Services	24.00	25.00	1.00	0.48	24.00	1.00	0.48	
100-4000-5200-510	Instruct Materials	14.56	175.00	160.44	0.29	14.56	160.44	0.29	
	Subtotal	38.56	200.00	161.44	0.77	38.56	161.44	0.77	
	Administrative								
100-4000-5200-390	Copy/Printing	.00	450.00	450.00	0.00	.00	450.00	0.00	
100-4000-5200-644	Non Capital Comp Hardware	119.79	.00	119.79-	2.40	119.79	119.79-	2.40	
100-4000-7100-310	Legal and Audit Expense	625.00	625.00	.00	12.50	625.00	.00	12.50	
100-4000-7100-315	Professional Fees/3rd Party	747.10	1,142.00	394.90	14.94	747.10	394.90	14.94	

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Goodwill LIFE Academies of SW
Budget Revenue & Expense Statement
JUL 1, 2016 - JUL 31, 2016 & YTD
Cost Per Student Based on 50

Acct ID	Description	---CURRENT PERIOD---				---YEAR TO DATE---			
		Actual	Budget	Variance Fav/Unfav-	Cost Per Student	Actual	Budget	Variance Fav/Unfav-	Cost Per Student
100-4000-7100-730	Dues and Fees	.00	50.00	50.00	0.00	.00	50.00	50.00	0.00
100-4000-7100-790	District Admin Fees	1,247.30	1,188.00	59.30-	24.95	1,247.30	1,188.00	59.30-	24.95
100-4000-7300-370	Postage	56.19	70.00	13.81	1.12	56.19	70.00	13.81	1.12
100-4000-7300-390	Advertising	2,295.48	3,202.00	906.52	45.91	2,295.48	3,202.00	906.52	45.91
100-4000-7300-510	Office Expense	227.93	50.00	177.93-	4.56	227.93	50.00	177.93-	4.56
100-4000-7900-370	Communications	534.19	500.00	34.19-	10.68	534.19	500.00	34.19-	10.68
100-4000-7900-510	Custodial Supplies	42.76	100.00	57.24	0.86	42.76	100.00	57.24	0.86
	Subtotal	5,895.74	7,377.00	1,481.26	117.92	5,895.74	7,377.00	1,481.26	117.92
	Total Expenses	41,429.20	48,308.25	6,879.05	828.58	41,429.20	48,308.25	6,879.05	828.58
	NET GAIN(LOSS)	6,187.82	.25-	6,188.07	123.76	6,187.82	.25-	6,188.07	123.76

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Goodwill LIFE Academies of SW
Balance Sheet
AUG 31, 2016

ACCT NO	DESCRIPTION	<u>Year To Date</u>
Assets		
100-1112-0000-000	Cash SunTrust-Operating Fund	9,731.45
100-1130-0000-000	Revenue Receivables	2,663.54
100-1131-0000-000	Revenue Recv Capital Outlay	1,306.00
100-1133-0000-000	AR - Goodwill Foundation	33,585.53
100-1230-0000-000	General Fund Prepaid Expenses	1,926.74
	Total Assets	<u>49,213.26</u>
Liabilities		
100-2100-0000-000	Accrued Items	33,061.24
100-2120-0000-000	Accounts Payable	24,750.29
	Total Liabilities	<u>57,811.53</u>
410-2700-0000-000	Fund Balance	637.36
	Excess Revenue over Expense	(9,235.63)
	Total Fund Balance	<u>(8,598.27)</u>
	Total Liabilities and Fund Balance	<u>49,213.26</u>

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Goodwill LIFE Academies of SW
Budget Revenue & Expense Statement
AUG 1, 2016 - AUG 31, 2016 & YTD
Cost Per Student Based on 50

Acct ID	Description	---CURRENT PERIOD---			---YEAR TO DATE---			Cost Per Student
		Actual	Budget	Variance Fav/Unfav-	Actual	Budget	Variance Fav/Unfav-	
	REVENUE							
100-3300-0000-000	FEFP Lee Cnty Sch District	48,952.74	42,155.00	6,797.74	94,208.66	84,310.00	9,898.66	1,884.17
100-3354-0000-000	FEFP Transpo	1,367.48	1,300.00	67.48	2,725.58	2,600.00	125.58	54.51
100-3397-0000-000	Capital Outlay	653.00	653.00	.00	1,306.00	1,306.00	.00	26.12
100-3474-0000-000	T Shirts	249.00	.00	249.00	249.00	.00	249.00	4.98
100-3477-0000-000	Fundraiser	.00	75.00	75.00-	.00	75.00	75.00-	0.00
100-3479-0000-000	Kitchen Fee	60.00	.00	60.00	60.00	.00	60.00	1.20
100-3491-0000-000	Donations	.00	100.00	100.00-	350.00	100.00	250.00	7.00
100-3494-0000-000	Donations - GW Foundation	.00	20,525.00	20,525.00-	.00	24,725.00	24,725.00-	0.00
410-3451-0000-000	School Lunch	460.50	150.00	310.50	460.50	150.00	310.50	9.21
	Total Revenue	51,742.72	64,958.00	13,215.28-	99,359.74	113,266.00	13,906.26-	1,987.20
	EXPENSES							
	Payroll Wages							
100-4000-5200-120	ESE Teacher	13,717.23	13,981.00	263.77	26,606.59	27,962.00	1,355.41	532.13
100-4000-5200-150	Classroom Aide	7,578.44	5,824.25	1,754.19-	9,470.86	7,644.50	1,826.36-	189.42
100-4000-7300-110	Administrator	6,664.58	6,797.00	132.42	12,999.34	16,992.00	3,992.66	259.99
100-4000-7300-160	Admin Assistants	3,065.44	2,944.00	121.44-	5,864.32	5,504.00	360.32-	117.29
100-4000-7800-160	Bus Driver	6,571.29	5,824.00	747.29-	8,039.60	5,824.00	2,215.60-	160.79
100-4000-7900-160	Custodian	720.50	280.00	440.50-	720.50	280.00	440.50-	14.41
	Subtotal	38,317.48	35,650.25	2,667.23-	63,701.21	64,206.50	505.29	1,274.02
	Payroll Other							
	Retirement	1,388.57	2,170.00	781.43	2,731.90	3,551.00	819.10	54.64
	Social Security	2,926.37	2,727.00	199.37-	4,863.37	4,912.00	48.63	97.27
	Group Insurance	4,201.45	4,540.00	338.55	6,332.61	8,040.00	1,707.39	126.65
	Workers Compensation	507.31	483.00	24.31-	682.99	966.00	283.01	13.66
	Unemployment Comp	77.98	356.00	278.02	97.05	642.00	544.95	1.94
100-4000-5200-310	Contracted Services	1,364.35	1,600.00	235.65	1,364.35	1,600.00	235.65	27.29

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Goodwill LIFE Academies of SW
Budget Revenue & Expense Statement
AUG 1, 2016 - AUG 31, 2016 & YTD
Cost Per Student Based on 50

Acct ID	Description	---CURRENT PERIOD---			---YEAR TO DATE---			Cost Per Student
		Actual	Budget	Variance Fav/Unfav-	Actual	Budget	Variance Fav/Unfav-	
	Subtotal	10,466.03	11,876.00	1,409.97	16,072.27	19,711.00	3,638.73	321.45
	Building Maintenance							
100-4000-7100-320	Insurance - Package Policy	2,493.32	2,340.00	153.32-	2,493.32	2,340.00	153.32-	49.87
100-4000-7400-360	Facility Lease	4,000.00	4,000.00	.00	8,000.00	8,000.00	.00	160.00
100-4000-7400-642	Non Capital Furn/Equip/Fixture	449.99	.00	449.99-	449.99	.00	449.99-	9.00
100-4000-7900-320	Insurance - Umbrella/Bidg Prop	1,054.78	1,100.00	45.22	1,145.81	1,230.00	84.19	22.92
100-4000-7900-390	Other Contracted Bldg. Service	105.00	105.00	.00	210.00	210.00	.00	4.20
100-4000-8100-350	Repairs/Maint	.00	.00	.00	75.00	.00	75.00-	1.50
	Subtotal	8,103.09	7,545.00	558.09-	12,374.12	11,780.00	594.12-	247.48
	Utilities							
	Subtotal	.00	.00	.00	.00	.00	.00	0.00
	Food Service							
410-4000-7600-510	Food Service Supplies	140.20	60.00	80.20-	140.20	60.00	80.20-	2.80
410-4000-7600-570	Food	1,143.27	850.00	293.27-	1,143.27	850.00	293.27-	22.87
	Subtotal	1,283.47	910.00	373.47-	1,283.47	910.00	373.47-	25.67
	Transportation							
100-4000-7800-315	Driver Physicals	75.00	.00	75.00-	75.00	.00	75.00-	1.50
100-4000-7800-370	Transpo Comm	98.43	105.00	6.57	197.28	210.00	12.72	3.95
100-4000-7800-460	Transpo Fuel	2,132.17	2,850.00	717.83	2,267.22	2,850.00	582.78	45.34
100-4000-7800-730	Other Transportation	60.00	.00	60.00-	60.00	.00	60.00-	1.20
	Subtotal	2,365.60	2,955.00	589.40	2,599.50	3,060.00	460.50	51.99

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Goodwill LIFE Academies of SW
Budget Revenue & Expense Statement
AUG 1, 2016 - AUG 31, 2016 & YTD
Cost Per Student Based on 50

Acct ID	Description	---CURRENT PERIOD---			---YEAR TO DATE---			Cost Per Student
		Actual	Budget	Variance Fav/Unfav-	Actual	Budget	Variance Fav/Unfav-	
	Instructional							
100-4000-5200-355	Technology & Support Services	133.68	160.00	26.32	157.68	185.00	27.32	3.15
100-4000-5200-510	Instruct Materials	144.06	175.00	30.94	158.62	350.00	191.38	3.17
	Subtotal	277.74	335.00	57.26	316.30	535.00	218.70	6.33
	Administrative							
100-4000-5200-390	Copy/Printing	719.89	450.00	269.89-	719.89	900.00	180.11	14.40
100-4000-5200-644	Non Capital Comp Hardware	753.84	500.00	253.84-	873.63	500.00	373.63-	17.47
100-4000-7100-310	Legal and Audit Expense	625.00	625.00	.00	1,250.00	1,250.00	.00	25.00
100-4000-7100-315	Professional Fees/3rd Party	1,231.95	1,426.00	194.05	1,979.05	2,568.00	588.95	39.58
100-4000-7100-730	Dues and Fees	.00	240.00	240.00	.00	290.00	290.00	0.00
100-4000-7100-790	District Admin Fees	1,239.30	1,188.00	51.30-	2,486.60	2,376.00	110.60-	49.73
100-4000-7300-310	Other Admin Services	61.25	.00	61.25-	61.25	.00	61.25-	1.23
100-4000-7300-370	Postage	4.18	5.00	.82	60.37	75.00	14.63	1.21
100-4000-7300-390	Advertising	694.16	503.00	191.16-	2,989.64	3,705.00	715.36	59.79
100-4000-7300-510	Office Expense	35.99	50.00	14.01	263.92	100.00	163.92-	5.28
100-4000-7900-370	Communications	537.55	500.00	37.55-	1,071.74	1,000.00	71.74-	21.44
100-4000-7900-510	Custodial Supplies	449.65	200.00	249.65-	492.41	300.00	192.41-	9.85
	Subtotal	6,352.76	5,687.00	665.76-	12,248.50	13,064.00	815.50	244.97
	Total Expenses	67,166.17	64,958.25	2,207.92-	108,595.37	113,266.50	4,671.13	2,171.91
	NET GAIN(LOSS)	15,423.45-	.25-	15,423.20-	9,235.63-	.50-	9,235.13-	184.71

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9/30/2016
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Goodwill LIFE Academies of SW
Balance Sheet
SEP 30, 2016

ACCT NO	DESCRIPTION	<u>Year To Date</u>
		Assets
100-1112-0000-000	Cash SunTrust-Operating Fund	2,530.09
100-1130-0000-000	Revenue Receivables	2,397.17
100-1131-0000-000	Revenue Recv Capital Outlay	1,959.00
100-1133-0000-000	AR - Goodwill Foundation	8,585.53
100-1230-0000-000	General Fund Prepaid Expenses	1,835.71
	Total Assets	<u><u>17,307.50</u></u>
		Liabilities
100-2100-0000-000	Accrued Items	24,308.07
100-2120-0000-000	Accounts Payable	30,020.18
	Total Liabilities	<u><u>54,328.25</u></u>
410-2700-0000-000	Fund Balance	637.36
	Excess Revenue over Expense	(37,658.11)
	Total Fund Balance	<u><u>(37,020.75)</u></u>
	Total Liabilities and Fund Balance	<u><u>17,307.50</u></u>

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9/11/16

Name: lfe balsh

Goodwill LIFE Academies of SW
Budget Revenue & Expense Statement
SEP 1, 2016 - SEP 30, 2016 & YTD
Cost Per Student Based on 50

Acct ID	Description	---CURRENT PERIOD---			---YEAR TO DATE---			Cost Per Student
		Actual	Budget	Variance Fav/Unfav-	Actual	Budget	Variance Fav/Unfav-	
	REVENUE							
100-3300-0000-000	FEPP Lee Cnty Sch District	47,104.33	42,155.00	4,949.33	141,312.99	126,465.00	14,847.99	2,826.26
100-3354-0000-000	FEPP Transpo	1,362.79	1,300.00	62.79	4,088.37	3,900.00	188.37	81.77
100-3397-0000-000	Capital Outlay	653.00	653.00	.00	1,959.00	1,959.00	.00	39.18
100-3441-0000-000	Curriculum Grant	.00	500.00	500.00-	.00	500.00	500.00-	0.00
100-3474-0000-000	T-Shirts	90.00	300.00	210.00-	339.00	300.00	39.00	6.78
100-3477-0000-000	Fundraiser	48.00	75.00	27.00-	48.00	150.00	102.00-	0.96
100-3479-0000-000	Kitchen Fee	.00	120.00	120.00-	60.00	120.00	60.00-	1.20
100-3491-0000-000	Donations	.00	100.00	100.00-	350.00	200.00	150.00	7.00
100-3494-0000-000	Donations - GW Foundation	.00	26,812.00	26,812.00-	.00	51,537.00	51,537.00-	0.00
410-3451-0000-000	School Lunch	354.00	150.00	204.00	814.50	300.00	514.50	16.29
	Total Revenue	49,612.12	72,165.00	22,552.88-	148,971.86	185,431.00	36,459.14-	2,979.44
	EXPENSES							
	Payroll Wages							
100-4000-5200-120	ESE Teacher	13,717.22	13,981.00	263.78	40,323.81	41,943.00	1,619.19	806.48
100-4000-5200-150	Classroom Aide	7,864.84	7,644.25	220.59-	17,335.70	15,288.75	2,046.95-	346.71
100-4000-5200-750	Substitute Teachers	106.05	100.00	6.05-	106.05	100.00	6.05-	2.12
100-4000-7300-110	Administrator	6,664.58	6,797.00	132.42	19,663.92	23,789.00	4,125.08	393.28
100-4000-7300-160	Admin Assistants	2,932.16	2,688.00	244.16-	8,796.48	8,192.00	604.48-	175.93
100-4000-7800-160	Bus Driver	9,273.67	7,644.00	1,629.67-	17,313.27	13,468.00	3,845.27-	346.27
100-4000-7800-750	Substitute Drivers	.00	70.00	70.00	.00	70.00	70.00	0.00
100-4000-7900-160	Custodian	563.00	500.00	83.00-	1,303.50	780.00	523.50-	26.07
	Subtotal	41,141.52	39,424.25	1,717.27-	104,842.73	103,630.75	1,211.98-	2,096.86
	Payroll Other							
	Retirement	1,352.11	2,454.00	1,101.89	4,084.01	6,005.00	1,920.99	81.68
	Social Security	3,142.45	3,016.00	126.45-	8,005.82	7,928.00	77.82-	160.12
	Group Insurance	6,367.45	5,130.00	1,237.45-	12,700.06	13,170.00	469.94	254.00

content: life board; layout life board

Goodwill LIFE Academies of SW
Budget Revenue & Expense Statement
SEP 1, 2016 - SEP 30, 2016 & YTD
Cost Per Student Based on 50

Acct ID	Description	---CURRENT PERIOD---			---YEAR TO DATE---			Cost Per Student
		Actual	Budget	Variance Fav/Unfav-	Actual	Budget	Variance Fav/Unfav-	
100-4000-5200-310	Workers Compensation	637.62	483.00	154.62-	1,320.61	1,449.00	128.39	26.41
	Unemployment Comp	84.57	394.00	309.43	181.62	1,036.00	854.38	3.63
	Contracted Services	4,651.38	3,000.00	1,651.38-	6,015.73	4,600.00	1,415.73-	120.32
	Subtotal	16,235.58	14,477.00	1,758.58-	32,307.85	34,188.00	1,880.15	646.16
	Building Maintenance							
100-4000-7100-320	Insurance - Package Policy	829.61	779.00	50.61-	3,322.93	3,119.00	203.93-	66.46
100-4000-7400-360	Facility Lease	4,000.00	4,000.00	.00	12,000.00	12,000.00	.00	240.00
100-4000-7400-642	Non Capital Furn/Equip/Fixture	.00	.00	.00	449.99	.00	449.99-	9.00
100-4000-7900-320	Insurance - Umbrella/Bldg Prop	412.28	450.00	37.72	1,558.09	1,680.00	121.91	31.16
100-4000-7900-390	Other Contracted Bldg Service	105.00	105.00	.00	315.00	315.00	.00	6.30
100-4000-8100-350	Repairs/Maint	.00	125.00	125.00	75.00	125.00	50.00	1.50
	Subtotal	5,346.89	5,459.00	112.11	17,721.01	17,239.00	482.01-	354.42
	Utilities							
	Subtotal	.00	.00	.00	.00	.00	.00	0.00
	Food Service							
410-4000-7600-510	Food Service Supplies	62.37	60.00	2.37-	202.57	120.00	82.57-	4.05
410-4000-7600-570	Food	1,185.20	970.00	215.20-	2,328.47	1,820.00	508.47-	46.57
	Subtotal	1,247.57	1,030.00	217.57-	2,531.04	1,940.00	591.04-	50.62
	Transportation							
100-4000-7800-315	Driver Physicals	.00	.00	.00	75.00	.00	75.00-	1.50
100-4000-7800-370	Transpo Comm	99.69	105.00	5.31	296.97	315.00	18.03	5.94
100-4000-7800-460	Transpo Fuel	3,224.61	2,850.00	374.61-	5,491.83	5,700.00	208.17	109.84

content: life board; layout life board

Goodwill LIFE Academies of SW
Budget Revenue & Expense Statement
SEP 1, 2016 - SEP 30, 2016 & YTD
Cost Per Student Based on 50

Acct ID	Description	---CURRENT PERIOD---			---YEAR TO DATE---			
		Actual	Budget	Variance Fav/Unfav-	Actual	Budget	Variance Fav/Unfav-	
				Cost Per Student		Cost Per Student		
100-4000-7800-730	Other Transportation	.00	.00	.00	60.00	.00	60.00	1.20
	Subtotal	3,324.30	2,955.00	369.30-	5,923.80	6,015.00	91.20	118.48
Instructional								
100-4000-5200-355	Technology & Support Services	24.00	25.00	1.00	181.68	210.00	28.32	3.63
100-4000-5200-510	Instruct Materials	570.63	150.00	420.63-	729.25	500.00	229.25-	14.59
	Subtotal	594.63	175.00	419.63-	910.93	710.00	200.93-	18.22
Administrative								
100-4000-5200-390	Copy/Printing	508.33	450.00	58.33-	1,228.22	1,350.00	121.78	24.56
100-4000-5200-644	Non Capital Comp Hardware	.00	500.00	500.00	873.63	1,000.00	126.37	17.47
100-4000-7100-310	Legal and Audit Expense	625.00	625.00	.00	1,875.00	1,875.00	.00	37.50
100-4000-7100-315	Professional Fees/3rd Party	2,659.18	1,577.00	1,082.18-	4,638.23	4,145.00	493.23-	92.77
100-4000-7100-730	Dues and Fees	235.59	.00	235.59-	235.59	290.00	54.41	4.71
100-4000-7100-790	District Admin Fees	1,243.31	1,188.00	55.31-	3,729.91	3,564.00	165.91-	74.60
100-4000-7300-310	Other Admin Services	307.77	300.00	7.77-	369.02	300.00	69.02-	7.38
100-4000-7300-320	Insurance - D & O	2,417.00	2,500.00	83.00	2,417.00	2,500.00	83.00	48.34
100-4000-7300-370	Postage	2.79	5.00	2.21	63.16	80.00	16.84	1.26
100-4000-7300-390	Advertising	472.63	.00	472.63-	3,462.27	3,705.00	242.73	69.25
100-4000-7300-510	Office Expense	.00	100.00	100.00	263.92	200.00	63.92-	5.28
100-4000-7900-370	Communications	1,196.23	1,200.00	3.77	2,267.97	2,200.00	67.97-	45.36
100-4000-7900-510	Custodial Supplies	476.28	200.00	276.28-	968.69	500.00	468.69-	19.37
	Subtotal	10,144.11	8,645.00	1,499.11-	22,382.61	21,709.00	683.61-	447.85
Total Expenses		78,034.60	72,165.25	5,869.35-	186,629.97	185,431.75	1,198.22-	3,732.60

content: life board; layout: life board

Goodwill LIFE Academies of SW
Budget Revenue & Expense Statement
SEP 1, 2016 - SEP 30, 2016 & YTD
Cost Per Student Based on 50

Acct ID	Description	---CURRENT PERIOD---			---YEAR TO DATE---			Cost Per Student
		Actual	Budget	Variance Fav/Unfav-	Actual	Budget	Variance Fav/Unfav-	
	NET GAIN(LOSS)	28,422.48-	.25-	28,422.23-	37,698.11-	.75-	37,657.36-	753.16

FY 2016-2017 Strategic and Operational Goals
L.I.F.E. Academy

STRATEGIC INITIATIVE	OPERATIONAL GOALS TO ACHIEVE STRATEGIC INITIATIVE	COMPLETION DATE	1 st QTR STATUS (COMPLETE/ NOT COMPLETE)	2 nd QTR STATUS (COMPLETE/ NOT COMPLETE)	3 rd QTR STATUS (COMPLETE/ NOT COMPLETE)	4 th QTR STATUS (COMPLETE/ NOT COMPLETE)
<p>Increase learning opportunities for students.</p>	<ol style="list-style-type: none"> 1. Create a storefront and production room for students to stock and manage a store. 2. Seek grants from SWFLGW Foundation for four community-based instruction trips. 3. Provide students with paid work experience and work with grant team to find funding to reduce cost to Goodwill for the experience. 4. Provide 2 training sessions for students to become certified "Safe Staff Food Handlers." 5. Explore the possibilities for expanding the summer camp initiative (Musical Theater) into a program that provides an opportunity for students to do a play during the year or mini performances in the community. 	<p>Dec. 2016</p> <p>Ongoing – 1 per quarter</p> <p>Oct. 2016 Feb. 2017</p> <p>Oct. 2016 Mar. 2017</p> <p>Ongoing</p>				
<p>Research and explore strategies for making GWLA complete with similar programs in order to recruit and maintain staff.</p>	<ol style="list-style-type: none"> 1. Complete a SWOT analysis of the school. 2. Prepare a comparative analysis of Lee schools salaries and GWLA. 3. Reduce the student /teacher ratio to maximize instructional time by hiring another paraprofessional. Safety will be improved because no teacher will ever have the students without a paraprofessional. 	<p>Aug. 2016</p> <p>Nov. 2016</p> <p>Aug. 2016</p>				

FY 2016-2017 Strategic and Operational Goals
L.I.F.E. Academy

STRATEGIC INITIATIVE	OPERATIONAL GOALS TO ACHIEVE STRATEGIC INITIATIVE	COMPLETION DATE	1 st QTR STATUS (COMPLETE/ NOT COMPLETE)	2 nd QTR STATUS (COMPLETE/ NOT COMPLETE)	3 rd QTR STATUS (COMPLETE/ NOT COMPLETE)	4 th QTR STATUS (COMPLETE/ NOT COMPLETE)
<p>Improve revenue generation to L.I.F.E. Academy in order to reduce GW support.</p>	<ol style="list-style-type: none"> 1. Through collaborative coordinated donor engagement activities with Goodwill’s Director of Philanthropy, 5-7 donors will be engaged in potential giving with an estimated donor directed gifts with a minimum of \$7500. 2. Continue to market the school to increase enrollment by working with PR team to upgrade our website, and other social media as that is our greatest source of student inquiries. However, at this time we are accepting students to a wait list until we can acquire a teacher. Capacity is approximately 62-65 with 6 teachers. 3. Continue to speak to applicable local groups (minimum of 5 speaking engagements a year). 4. Continue to participate in District ESE forums. Getting Connected and teachers participate in District ESE workshops and inform others about the school. Invite District leaders to “Lunch with L.I.F.E.” 5. Revisit the summer camp budget to allow for a profit margin and increase program to 3 camps for 2017 summer. 6. Continue to write grants and seek donations for items needed (ex., I-Pads through Chamber grants). Working with grant team to secure funding for theater equipment. 	<p>Ongoing</p> <p>Monthly brainstorming meetings with PR team</p> <p>Ongoing quarterly Mar. or Apr. 17</p> <p>Aug. 16</p> <p>Chamber grants are written quarterly</p>				

FY 2016-2017 Strategic and Operational Goals
L.I.F.E. Academy

STRATEGIC INITIATIVE	OPERATIONAL GOALS TO ACHIEVE STRATEGIC INITIATIVE	COMPLETION DATE	1 st QTR STATUS (COMPLETE/ NOT COMPLETE)	2 nd QTR STATUS (COMPLETE/ NOT COMPLETE)	3 rd QTR STATUS (COMPLETE/ NOT COMPLETE)	4 th QTR STATUS (COMPLETE/ NOT COMPLETE)
<p>Improve security and safety on campus.</p>	<ol style="list-style-type: none"> 1. Restore the phone system's "Help" button. 2. Decrease student/adult ratio to provide more staff available to monitor and respond assuring no teacher is ever alone. 3. Continue all required district drills and all internal drills with GW. 4. Quarterly test the help button and the Walkie-Talkie system. 	<p>Sept. 2016 Aug./Sept. 2016 Monthly Quarterly</p>				

L.I.F.E. ACADEMY

GOODWILL INDUSTRIES OF SOUTHWEST FLORIDA, INC.

STRENGTHS, WEAKNESS, OPPORTUNITIES, AND THREATS (SWOT) ANALYSIS

The SWOT analysis is presented as a grid, comprising of four sections, one for each of the SWOT headings.

<p>STRENGTHS</p> <ul style="list-style-type: none">• Caring, compassionate, professional staff• Nurturing environment• Small, secure, quiet setting• New, well-equipped building• District support• Goodwill support• Paid internships• Participation in Florida Retirement System• Private school environment with no tuition	<p>WEAKNESSES</p> <ul style="list-style-type: none">• Staff compensation package not comparable• Insufficient funding for community-based instruction• Understaffed – compared to district equivalent classes• No other job experience offering other than the paid internships• No job coaches• Long bus rides (need another bus and driver)• No bus monitors• No security staff
<p>OPPORTUNITIES</p> <ul style="list-style-type: none">• The Southwest Florida Goodwill Foundation• Facility rental• Facility sharing (assisting when room is needed)	<p>THREATS</p> <ul style="list-style-type: none">• Loss of Goodwill funding• District compensation package• District union support• District eliminating transportation support

**Goodwill L.I.F.E. Academy
Principal's Update
2016-2017**

- **August 8 – Open House L.I.F.E. Academy**
- **August 10 – First day of school – enrolled 16 new students**
- **August 25 – Presentation - A+1 Tutoring Naples**
- **September 15 – Seniors met with VR Counselor at L.I.F.E. Academy**
- **September 16 – Set Musical Theater summer camp dates for 2017**
- **September 19 – Students begin two week work internship at Goodwill**
- **September 21 – Student performance at Goodwill Plant meeting**
- **September 21 – Speaking engagement - SWFL Safety Coalition**
- **September 23 – Lunch with L.I.F.E. (Family & Goodwill) – Mrs. Ruel's class**
- **September 23 - \$150 donation to theater performances**
- **September 27 – Speaking engagement – Goodwill Store Managers**
- **September 30 – Fall pictures with Life Touch Photography**
- **September 30 – Meeting with Gulf Coast Symphony**
- **October - \$1500 donation from North Fort Myers Rotary**
- **October 5 – Salus Care tour and presentation**
- **October 6 – Attended Principals' meeting at the District**
- **October 11 – Students CBI to Goodwill Boutique to select Fashion Show outfits for Festival of Trees**
- **November 16 – Mrs. Rolighed's class CBI to Publix to shop for luncheon**
- **November 18 – Lunch with L.I.F.E. (Family & Goodwill) – Mrs. Rolighed's class**
- **November 22 – Fall Festival**