



Finance & Operations Committee Meeting Transcript

October 4, 2018

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 Thursday, October 4, 2018,
6 commencing at 9:32 a.m., at 3150 S.W. 3rd Avenue, 8th
7 Floor, Conference Room A, Miami, Florida 33129. The
8 meeting was called to order by Kenneth C. Hoffman,
9 Chair.

10 Committee Members

11 Kenneth C. Hoffman, Miami Coalition of
12 Christians and Jews
13 Steve Hope, At-Large Board Member
14 Dr. Magaly Abrahante, Miami-Dade Public Schools
15 Mark Trowbridge, Coalition of the Chambers of Commerce
16 Representative Nicholas Duran,
17 Miami-Dade Legislative Delegation
18 Shanika Graves, Assistant County Attorney
19 Leigh Kobrinski, Assistant County Attorney

20 STAFF:

21 Imran Ali
22 Carol Brogan
23 Donovan Lee-Sin
24 Elisa Agostinho
25 Juana Leon
26 Juliette Fabien
27 Lori Hanson
28 Muriel Jeanty, Clerk of the Board

1 STAFF (continued):

2 Sabine Dulcio

3 Vivianne Bohorques

4 William Kirtland

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1 PROCEEDINGS

2 (Recording of the meeting began at 9:32
3 a.m.)

4 MR. HOFFMAN: Okay. Let's call the meeting
5 to order. It's 9:32 a.m. So, I want to welcome
6 everybody here to the meeting. And this is my last
7 meeting as treasurer, because as many of you know or
8 most of you know, Steve will be taking over commencing
9 with the next meeting.

10 I had the pleasure of sitting in on his
11 interview, which was a little bit awkward because he was
12 the only candidate for the job.

13 MR. HOPE: Is that good or bad?

14 MR. HOFFMAN: Well, I felt the same way for
15 the chair interview but put that aside. But I think
16 you're in capable hands, and I'll certainly plan on
17 being here with you to make sure that Steve is up to
18 snuff. But we're looking forward to having Steve
19 chairing these meetings.

20 Do we have any public comment?

21 MS. JEANTY: No public comment.

22 MR. HOFFMAN: Okay. So, our first order of
23 business is approval of minutes of the August 30th
24 meeting. They're in tab #2. Do I hear a motion to that
25 effect?

1 MR. DURAN: So moved, Duran.

2 MR. HOFFMAN: And a second?

3 MR. HOPE: Second, Steve Hope.

4 MR. HOFFMAN: Okay. Anybody have any
5 questions, comments?

6 (NO VERBAL RESPONSE.)

7 MR. HOFFMAN: All right. All those in
8 favor?

9 (WHEREUPON, the Board members all responded
10 with "aye".)

11 MR. HOFFMAN: Opposed?

12 (NO VERBAL RESPONSE.)

13 MR. HOFFMAN: Motion carries. We have seven
14 resolutions today, so we'll just dive right into them, I
15 think. The first one is Resolution 2019-A,
16 authorization to enter into a service agreement with
17 Actors' Playhouse at the Miracle Theatre Inc., for
18 co-production and presenting sponsorship of the Young
19 Talent Big Dreams talent search, in an amount not to
20 exceed \$50,000.00 for a term of 12 months, commencing on
21 October 1, 2018, and ending on September 30, 2019.

22 Do I hear a motion to that effect?

23 MR. HOPE: Motion, Steve Hope.

24 DR. ABRAHANTE: Second.

25 MR. TROWBRIDGE: I have a recusal.

1 MR. HOFFMAN: Second by Magaly. Any
2 recusals?

3 MR. TROWBRIDGE: Trowbridge.

4 MR. HOFFMAN: Any discussion?

5 MR. ALI: We have a video.

6 MS. BOHORQUES: We have a video showing some
7 highlights.

8 MR. HOFFMAN: Okay. Let's watch the video.

9 (THEREUPON A VIDEO WAS PLAYED.)

10 MR. HOFFMAN: Okay. This is one of those
11 resolutions where I'm never quite sure why the Finance
12 Committee is taking it up because it's very
13 programmatic, but I'm happy to take it up because it's
14 such a great program.

15 And for those of you who have not been to
16 any of the either auditions or the finale of the program
17 should definitely make an attempt to do so this year.

18 Any other questions or discussion?

19 (NO VERBAL RESPONSE.)

20 MR. HOFFMAN: All those in favor?

21 (WHEREUPON, the Board members all responded
22 with "aye".)

23 MR. HOFFMAN: Opposed?

24 (NO VERBAL RESPONSE.)

25 MR. HOFFMAN: The motion carries

1 unanimously. Our second resolution is 2019-B,
2 authorization to enter into a third and final agreement
3 with Schermer Creative Group, Inc., an agency selected
4 from the 2016-2019 vendor pool for the purpose of
5 providing six videos for the 2019 Champions for Children
6 awards ceremony, for an amount not to exceed \$30,000.00,
7 and for regular and ongoing English/Spanish translation
8 services being provided by the agency for \$8,000.00, in
9 a total amount not to exceed \$38,000.00, for a term of
10 12 months commencing on October 1, 2018, and ending on
11 September 30, 2019.

12 Do I hear a motion to that effect?

13 MR. TROWBRIDGE: I'll move it, Trowbridge.

14 MR. HOFFMAN: Could you repeat the
15 resolution? Any second?

16 MR. HOPE: Second, Steve Hope.

17 MR. HOFFMAN: Steve Hope, okay. Any
18 recusals?

19 MR. TROWBRIDGE: Are the folks from Schermer
20 here?

21 MS. AGOSTINHO: She had a commitment, but
22 she will be at the Board meeting on the 22nd should
23 anyone has any questions. And if anyone has any
24 questions now, I will do my best to address them.

25 MR. HOFFMAN: Okay. Any discussion or

1 questions?

2 (NO VERBAL RESPONSE.)

3 MR. HOFFMAN: Okay. All those in favor?

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

6 MR. HOFFMAN: Opposed?

7 (NO VERBAL RESPONSE.)

8 MR. HOFFMAN: The motion carries
9 unanimously. Next resolution is 2019-C, authorization
10 to release a request for proposals for print services
11 for Parenting Our Children, The Children's Trust's
12 monthly parenting newsletter, for a total amount not to
13 exceed \$55,000.00.

14 Do I hear a motion to that effect?

15 MR. HOPE: Motion, Steve Hope.

16 MR. TROWBRIDGE: I'll second it.

17 MR. HOFFMAN: Thank you.

18 MR. TROWBRIDGE: I have a question. So, the
19 \$55,000.00 is the annual?

20 MR. HOFFMAN: Hold on a second. Any
21 recusals?

22 (NO VERBAL RESPONSE.)

23 MR. TROWBRIDGE: It was just so short --

24 MR. HOFFMAN: It was pretty quick on that.
25 I believe so, but Vivianne could confirm that.

1 MS. BOHORQUES: Yeah.

2 MR. HOFFMAN: And is this comparable to what
3 we paid last year?

4 MS. BOHORQUES: Yes.

5 MR. TROWBRIDGE: How many did we print?

6 MS. AGOSTINHO: We printed about 22,000 hard
7 copies both in English and Spanish and Creole, and then
8 we also do (indiscernible) which goes out to another
9 30,000.

10 MR. HOFFMAN: Any other questions or
11 comments?

12 (NO VERBAL RESPONSE.)

13 MR. HOFFMAN: Okay. All those in favor?

14 (WHEREUPON, the Board members all responded
15 with "aye".)

16 MR. HOFFMAN: Opposed?

17 (NO VERBAL RESPONSE.)

18 MR. HOFFMAN: None. Motion carries
19 unanimously. Next resolution is Resolution 2019-D,
20 authorization for the expenditure of dues for membership
21 in the Florida Children's Council, Inc. (FCC), in a
22 total amount not to exceed \$132,513.00, for a term of 12
23 months, commencing October 1, 2018 and ending September
24 30, 2019. Do I hear a motion to that effect?

25 MR. HOPE: Motion, Steve Hope.

1 MR. DURAN: Second, Duran.

2 MR. HOFFMAN: Okay. Any recusals?

3 (NO VERBAL RESPONSE.)

4 DR. ABRAHANTE: I have a question.

5 MR. HOFFMAN: Questions, yes.

6 DR. ABRAHANTE: Is this a required
7 membership or option?

8 MR. HOFFMAN: I believe the membership is
9 optional for us to participate. But I think, as I've
10 heard discussions before, we've gotten a lot out of our
11 participation and are one of the really lead agencies
12 involved in the organization. Donovan?

13 MR. LEE-SIN: Sure. Our membership provides
14 us not only with available statewide lobbying on a lot
15 of issues, also it is part of a unified public policy
16 agenda with the rest of the Children's Services
17 Councils.

18 The dues that we are assessed are actually
19 at a discounted rate. The rate that we should be
20 charged is 0.13 times our revenue. We pay 0.12, which
21 gives us a \$15,000.00 discount.

22 MR. TROWBRIDGE: So that's the formula of
23 all the different Councils?

24 MR. LEE-SIN: Correct.

25 MR. TROWBRIDGE: And now that there's a

1 possibility of Gainesville and Alachua County coming on,
2 does that change or is that just --

3 MR. LEE-SIN: Well, that's how we've gotten
4 to the point of having the discount.

5 MR. TROWBRIDGE: Potentially on the November
6 6th ballot.

7 MR. HOFFMAN: Presumably, the overhead won't
8 go up proportionally.

9 MR. TROWBRIDGE: I want to tell the Chamber
10 what a great deal we're getting, because our dues start
11 at \$250.00.

12 MR. HOFFMAN: Okay. Any other questions or
13 discussion?

14 (NO VERBAL RESPONSE.)

15 MR. HOFFMAN: Okay. All those in favor?

16 (WHEREUPON, the Board members all responded
17 with "aye".)

18 MR. HOFFMAN: Opposed?

19 (NO VERBAL RESPONSE.)

20 MR. HOFFMAN: The motion carries
21 unanimously.

22 MR. ALI: Ken, before you go to the next
23 item.

24 MR. HOFFMAN: Yes.

25 MR. ALI: We're going to make a correction.

1 The RFP should be an RFQ. I just wanted to put that on
2 the record.

3 MR. HOFFMAN: You're referring to Resolution
4 2019-C, okay.

5 MS. GRAVES: So, should that be reconsidered
6 to be amended?

7 MR. TROWBRIDGE: We'll make a motion.

8 MR. HOFFMAN: We will entertain a motion.

9 MS. GRAVES: Move to reconsider.

10 MR. HOPE: Motion to reconsider Resolution
11 2019-C.

12 MR. HOFFMAN: As a request for --

13 MS. GRAVES: That you all will approve the
14 reconsideration and then vote to amend it.

15 MR. HOFFMAN: Thank you. Okay. Any
16 comments or questions on the motion for reconsideration?

17 MS. GRAVES: You have to second it.

18 MR. HOFFMAN: A second, I'm sorry.

19 MR. TROWBRIDGE: I'll second the motion for
20 reconsideration.

21 MR. HOFFMAN: Okay. All those in favor of
22 that motion?

23 (WHEREUPON, the Board members all responded
24 with "aye".)

25 MR. HOFFMAN: Any opposed?

1 (NO VERBAL RESPONSE.)

2 MR. HOFFMAN: None, okay. So now we're --

3 MS. GRAVES: So there's a motion to amend
4 Resolution 2019-C to authorize the release of a request
5 for qualifications for print services for Parenting Our
6 Children, The Children's Trust's monthly parenting
7 newsletter, for a total amount not to exceed \$55,000.00.

8 MR. HOFFMAN: Okay. So, do we need another
9 motion at this point?

10 MR. DURAN: So moved, Duran.

11 DR. ABRAHANTE: Second.

12 MR. HOFFMAN: Thank you. Any further
13 questions or comments?

14 (NO VERBAL RESPONSE.)

15 MR. HOFFMAN: Okay. There being none, all
16 those in favor?

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

19 MR. HOFFMAN: Opposed?

20 (NO VERBAL RESPONSE.)

21 MR. HOFFMAN: Okay. The revised motion
22 carries. Thank you. Okay. Onto Resolution 2019-E --

23 MR. TROWBRIDGE: Can I ask one question on
24 the motion for reconsideration. By doing an RFQ, then,
25 you're not necessarily asking for specific pricing. Do

1 you what the not-to-exceed number is or just providing
2 credentials on their ability to deliver?

3 MR. HOFFMAN: Correct.

4 MR. TROWBRIDGE: Okay. Thank you.

5 MR. HOFFMAN: Okay. Resolution 2019-E,
6 authorization to negotiate and execute a contract with
7 CypherWorx, Inc., to utilize its Learning Content
8 Management System (LCMS) for online learning content and
9 reporting. In a total amount not to exceed \$50,000.00,
10 commencing October 1, 2018 and ending September 30,
11 2019. Do I hear a motion to that effect?

12 MR. HOPE: Motion, Steve Hope.

13 MR. HOFFMAN: Okay. Second?

14 MR. TROWBRIDGE: Second, Trowbridge.

15 MR. HOFFMAN: Thank you. Any recusals?

16 (NO VERBAL RESPONSE.)

17 MR. HOFFMAN: Questions or comments?

18 (NO VERBAL RESPONSE.)

19 MR. HOFFMAN: All those in favor?

20 (WHEREUPON, the Board members all responded
21 with "aye".)

22 MR. HOFFMAN: Opposed?

23 (NO VERBAL RESPONSE.)

24 MR. HOFFMAN: None, okay. The motion
25 carries unanimously. Resolution 2019-F, authorization

1 to enter into agreements with the Agency for Healthcare
2 Administration (AHCA) on behalf of three school health
3 providers, to draw down \$4,523,234.00 of Low Income Pool
4 (LIP) funding by providing a local match and reducing
5 the three school health providers' funding awards in a
6 combined total amount of \$2,587,312.00.

7 Do I hear a motion to that effect?

8 MR. HOPE: Motion, Steve Hope.

9 MR. HOFFMAN: Second?

10 MR. DURAN: Second, Duran.

11 MR. HOFFMAN: Any recusals? I don't think
12 this one would have recusals.

13 (NO VERBAL RESPONSE.)

14 MR. HOFFMAN: Any questions or comments?

15 MR. DURAN: I have a question. So, the draw
16 is that the commitment or intergovernmental, I guess it
17 would be called --

18 MR. HOFFMAN: Yes.

19 MR. DURAN: Are we going the 100 percent for
20 each of these organizations? Is that what we're
21 providing or is that pro rata? And I just ask because
22 these organizations not only serve children, they serve
23 an entire population.

24 So, I'm just wondering, are we being the
25 organization providing the 100 percent local match so

1 they can draw down those funds?

2 MS. FABIEN: So, we're not using any
3 additional money. We're using existing dollars
4 allocated for the school health program with their
5 contract. So, technically we are using their own money
6 to draw down. And the target will be children who are
7 close to their families.

8 And, a lot of the items for the children is
9 for the Health Suite that they have. They have a lot of
10 children without insurance so they can provide primary
11 care.

12 MR. DURAN: I get the mission. I'm just
13 curious as to whether or not we're the ones being the
14 100 percent or intergovernmental funding comes to us
15 through that channel.

16 MS. FABIEN: Right.

17 MR. HOFFMAN: It sounds like that's what it
18 is.

19 DR. ABRAHANTE: I have the same question.
20 But on the paragraph of the description of services, the
21 last sentence is, I think, it indicates that the LIP
22 funding, which is what they're doing now, right?

23 MR. HOFFMAN: Yes.

24 DR. ABRAHANTE: Will be used exclusively for
25 the provision of those services for children. So, we

1 are going to have a savings of 2.5 million dollars to
2 our Health Connect because of this drawdown.

3 MR. HOFFMAN: But when we transfer the money
4 and it gets matched, so we're not having an overall
5 savings but --

6 DR. ABRAHANTE: I know.

7 MR. HOFFMAN: Okay. Any other questions?

8 MR. HOPE: Will we have to amend the
9 previous contract?

10 MS. FABIEN: Absolutely. That's where we'll
11 get the money.

12 MR. HOFFMAN: Okay. Any other questions?

13 (NO VERBAL RESPONSE.)

14 MR. HOFFMAN: Okay. All those in favor?

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

17 MR. HOFFMAN: Opposed?

18 (NO VERBAL RESPONSE.)

19 MR. HOFFMAN: None. Motion carries
20 unanimously. And last but not least, Resolution 2019-G,
21 authorization to negotiate and execute a contract with
22 Healthmaster Holdings LLC for a software as a service
23 solution to track school-based health clinic
24 interactions, in a total amount not to exceed
25 \$250,000.00, commencing October 1, 2018, and ending

1 September 30, 2019, with four possible 12-month
2 renewals.

3 Do I hear a motion to that effect?

4 MR. HOPE: Motion, Steve Hope.

5 MR. HOFFMAN: Second?

6 MR. TROWBRIDGE: Second, Trowbridge.

7 MR. HOFFMAN: Thank you. Any recusals?

8 (NO VERBAL RESPONSE.)

9 MR. HOFFMAN: Any questions or comments?

10 MR. TROWBRIDGE: Is this part of our overall
11 sort of Way Forward program with some of our software
12 initiatives?

13 MR. ALI: Yes, we're trying to reduce some
14 costs. We've had this agency we contract with and we
15 bid \$500,000.00, and the new proposal is going to go to
16 two fifty.

17 MR. TROWBRIDGE: Half of that.

18 MR. ALI: Yeah, half of it.

19 MR. TROWBRIDGE: Okay.

20 MR. DURAN: Is this a local vendor or state
21 vendor?

22 MS. FABIEN: (Indiscernible), but they do
23 business in the State of Florida.

24 MR. DURAN: Okay.

25 DR. ABRAHANTE: And one more question. Does

1 this include also tracking of data related to mental
2 health services?

3 MS. FABIEN: Absolutely, yes.

4 DR. ABRAHANTE: Okay, great.

5 MR. HOFFMAN: Okay. Any other questions or
6 comments?

7 (NO VERBAL RESPONSE.)

8 MR. HOFFMAN: All those in favor?

9 (WHEREUPON, the Board members all responded
10 with "aye".)

11 MR. HOFFMAN: Any opposed?

12 (NO VERBAL RESPONSE.)

13 MR. HOFFMAN: None. Motion carries
14 unanimously. And I will turn it over to Vivianne, or
15 actually, let's go directly to Bill to go over the
16 monthly financials.

17 MR. KIRTLAND: Well, it's my pleasure to be
18 in the meeting this morning. I was just taking a look
19 at our ending fund balance as of August 31st, 2018. As
20 many of you might remember when we've been in the
21 discussions of our strategy going forward in the next
22 five years and the next solicitation cycle, a big part
23 of what we'll be monitoring is our fund balance
24 performance on a year-to-year basis.

25 There's a number of variables that can make

1 reaching our goal fund balance somewhat of a moving
2 target over the next five years.

3 But the first item that we wanted to have as
4 a good starting point was our ending -- was an estimate
5 of our ending fund balance as we approach the end of
6 this current fiscal year, which just ended a few days
7 ago.

8 But now we're in the process of closing our
9 books, receiving all of the pending invoices to see
10 where our ending final fund balance will be as of
11 September 30th, 2018.

12 So, when I look at last year and try to
13 estimate the change from August until September, we saw
14 a decrease in our fund balance of 20 million dollars and
15 the change that occurred from August until September of
16 2017.

17 So, if we were to say that that historical
18 performance would occur again this year, then before
19 looking at essentially our fund balance moving from 99
20 million dollars approximately to 79 million dollars
21 approximately, which I believe is exactly the number
22 which we said we would start the beginning fund balance
23 as of October 1st, 2018 into the next five years.

24 So, it looks like we're in the ballpark of
25 what we, you know, if not maybe right exactly there of

1 what we said we would start the next fiscal year in our,
2 you know, the amount of funding that we decided to put
3 into all of our solicitations, it's based on the right
4 starting point.

5 There's some variables that maybe can make
6 this number move. We may have a differential in the
7 amount of outstanding invoices we've still yet to
8 collect from our providers. We know that we've put more
9 money into additional providers for two months, for
10 August and September, so perhaps there's some additional
11 expenses to be recognized.

12 But however, I do think that we have a good
13 basis and we did apply the right methodology when we
14 devised this fund balance drawdown strategy when we
15 began discussing that back in, I think, March of 2018.

16 MR. HOFFMAN: Anything else on the financial
17 report here you should bring to our attention?

18 MR. KIRTLAND: No.

19 MR. HOFFMAN: Any questions for Bill?

20 (NO VERBAL RESPONSE.)

21 MR. HOFFMAN: Okay. Imran or Vivianne, do
22 you want to take the rest of Jim's agenda?

23 MR. ALI: The CEO report, you have contracts
24 under twenty five thousand. We'll be happy to answer
25 any questions. Jim sent an e-mail regarding the

1 commission for the Finance Committee. That helped us
2 achieve, for the seventh year, for the award we got for
3 exceptional auditing practices so, we just wanted to
4 recognize all of you.

5 A reminder, I think you should all have it
6 on your calendar, on the 22nd, there's a Board meeting.
7 We're having a small reception after the Board meeting
8 for Laurie. That will be her last meeting, so we hope
9 all of you can join us.

10 MR. TROWBRIDGE: I know that the Trust can't
11 spend money on food or drink. Do you propose to chip in
12 on that or -- a lot of times, Laurie will do that
13 herself, but I don't think she should do that for her
14 party.

15 MR. HOFFMAN: I asked Jim to get back to us
16 on the plan because --

17 MR. ALI: We have it covered, but if we need
18 your help, we'll certainly ask you.

19 MR. TROWBRIDGE: I have no doubt that you
20 will.

21 MR. HOFFMAN: Can we roll back to the CEO's
22 report for a second, because I have a question and an
23 observation and maybe my successor should ask the same
24 thing.

25 We have a list of items that promote citizen

1 engagement and leadership, and the only description of
2 what the funds were for are identical. And again, I
3 know some of these programs, I'm not questioning the
4 propriety of the spend, but it seems like they might be
5 different types of programs and the like.

6 And I'm not looking to create a lot of work,
7 but this is not really, to me, a good description of why
8 we're spending -- why we spent that money. Maybe it's
9 to support an after-school program in one case and slots
10 or other things.

11 MR. ALI: We can probably be a little bit
12 more descriptive. But Donovan, do you want to give a
13 description?

14 MR. LEE-SIN: Sure. All of these programs
15 that are on the list are summer programs that we
16 supported one or many components of their summer
17 activities.

18 Typically, when it's one activity, it's
19 supporting academic support for the kids during the
20 summer. These are programs that we don't otherwise
21 fund. They're located in high-need neighborhoods where
22 we don't have an overlap of existing programs.

23 In addition, one of the things I would also
24 note is that these programs also leverage funds from
25 other funders. So, where as on this list of folks, we

1 are investing \$251,000.00, they're bringing \$259,000.00
2 in leverage from other funders to support that
3 programming during the summer.

4 MR. HOFFMAN: Okay. And again, I didn't
5 have any real question about whether the propriety but
6 as much maybe noting sports program funding for, you
7 know, general expenses, something that would give us a
8 description of what we're doing here.

9 DR. ABRAHANTE: And if you look at the
10 public awareness one --

11 MR. HOFFMAN: Exactly.

12 DR. ABRAHANTE: -- they do have it, so
13 something like that.

14 MR. ALI: We can do that in the future.

15 MR. HOFFMAN: Sorry, Imran, so back to you.

16 MR. ALI: The Spooky Symphony, Jim, I think,
17 wanted to mention, I think, this year, we have a change
18 in venue to the Miami-Dade County Auditor um, bigger
19 facility, more parking.

20 MR. TROWBRIDGE: I hope my dressing room is
21 up to par.

22 MR. HOFFMAN: We needed a larger venue to
23 accommodate the demand.

24 MR. TROWBRIDGE: My larger ego.

25 MR. ALI: And just a reminder, November the

1 5th, they're having a Dave Lawrence book signing.

2 MR. TROWBRIDGE: Yeah, we're doing it
3 jointly between our Chamber and City National Bank. So,
4 we have purchased 140-150 books which we are currently
5 storing.

6 And I want to say that that's going to be at
7 6:00 or 7:00. I have a conference call tomorrow with
8 City National to go through the final details, but it
9 will be in Coral Gables in their Coral Gables branch on
10 Le Jeune. So, I think the next step is the invitation
11 that's going to be sent. Mr. Lawrence is very grateful
12 for our contribution.

13 MR. ALI: That's it.

14 MR. HOFFMAN: That's it. Thank you.
15 Anybody else have anything they would like to add?

16 (NO VERBAL RESPONSE.)

17 MR. HOFFMAN: Okay. Meeting adjourned.

18 (Whereupon, at 10:00 a.m., the meeting was
19 adjourned.)
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REPORTER'S CERTIFICATE

STATE OF FLORIDA:

COUNTY OF MIAMI-DADE:

I, Fernando Subirats, Court Reporter and Notary Public in and for the State of Florida at Large, do hereby certify that I was authorized to and did report the proceedings in the above-styled cause; that the foregoing pages, numbered from 1 to 25, inclusive, constitute a true and complete record of my notes.

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

Dated this 29th day of October, 2018.



Fernando Subirats
Court Reporter

#	\$8,000.00 6:8	2017 19:16	13:10 17:1	3:3,5 24:18
#2 3:24	0	2018 4:21 6:10 8:23 13:10 16:25 18:19 19:11,23 20:15	30,000 8:9 30th 3:23 19:11 31st 18:19	ability 13:2 about 8:6 23:5 ABRAHANTE 4:24 9:4,6 12:11 15:19,24 16:6 17:25 18:4 23:9,12
\$	0.12 9:20 0.13 9:20	2019 4:21 6:5,11 8:24 13:11 17:1	5	Absolutely 16:10 18:3
\$132,513.00 8:22	1	2019-A 4:15	5th 24:1	academic 22:19
\$15,000.00 9:21	4:21 6:10 8:23 13:10 16:25	2019-B 6:1	6	accommodate 23:23
\$2,587,312.00 14:6	100 14:19,25 15:14	2019-C 7:9 11:4,11 12:4	6:00 24:7	achieve 21:2
\$250,000.00 16:25	10:00 24:18	2019-D 8:19	6th 10:6	activities 22:17
\$250.00 10:11	12 4:20 6:10 8:22	2019-E 12:22 13:5	7	activity 22:18
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