



Sherando High School Band Boosters General Membership Meeting Minutes For April 8, 2024

Welcome/Call to Order - Adam Stein - 7:01 p.m.

Attendance (x for present)

President	Adam Stein	x
Vice President	Phil Benson	
Secretary	Stephanie Mangino	x
Treasurer	Danielle Jones	x
Communications	Ciara Ray	x
Logistics	Chris Kilkus	x
Volunteer Coordinator	Melissa Cotton	x
Advancement	Noelle Callas	
Uniforms	Catherine Dodrill	x
Member-at-Large	Susan Gill	x
Band Director	Joel Cosner	x
Color Guard Instructor	Kayla Wright	x
Percussion Instructor	Scott Kittrell	x
Band Instructional Assistant	Sam Kilkus	x

Treasurer Report - Danielle Jones - see attached report.

Danielle Jones said that for March the accounts are \$7,000 in the black - mostly as a result of the Sherando Showcase AIA event, and the accounts for the year are roughly \$26,000 for the year.

Old Business / Committee Updates

Advancement Update

3/23 - 5 Star Auto Spa/Frenchies - no report as of yet

4/13 - Five Guys Spirit Night - 4-8 p.m. The restaurant will do 20% of sales back to the band. Need to go in-person and show the flyer, or mention that you're there for the band for this to count for the band.

2024 Sherando Showcase Totals/Recap - Kayla Wright - Total profit: \$11,076.41 for 2024. Kayla said we hosted over 500 performers in the building and had about 480 paying spectators. There were 34 units this year to last year's 26. Profit was about \$1,000 more than last year - that's if we don't have to pay a custodial expense.

Sam Kilkus noted that the boosters may want to alter signage to make performer entrance areas clearer, too.

Kayla said multiple directors complimented Sherando, saying how great the experience here is. AIA loves us hosting. She also offered invited boosters to offer any feedback to keep improving the event.

Band Director Joel Cosner said we have awesome people, and this event shows it off.

Touch-A-Truck Update - May 18 - Sandy Smith - Have 23 trucks so far. She's still working on getting more, and she doesn't have the helicopter yet. Maddie's Frozen Custard and Josh's Sweets & Eats are scheduled to come. If you have any leads on construction vehicles, etc., let her know. Ciara Ray will put the word out about the events on community social sites.

Golf Tournament Update - May 24 - Guy Curtis - Guy said there are about 11 teams right now, and he hopes for at least 18 teams. He said he would like 27, but with 18, we will still have a good showing. Some volunteers will be needed to help guide teams and sell raffle tickets. IHeartMedia is a sponsor and will run ads promoting the tournament. A lunch sponsor is still needed. He estimates the lunch will cost \$1,500 to \$2,000. If a business can't do much, it can always donate a gift item or a raffle item. He added that if people aren't interested in golfing they can still support the band by buying separate tickets for music later in the evening. Sam Kilkus recommended doing a digital blitz to plug the music, too. Hope to have sponsorships in by the end of the month. Information about playing, sponsorships, and the evening of music with Crosswinds is available at <https://golf.sherandoband.org/>.

Spring Trip 2024 Updates (Toby's Dinner Theater, Columbia, Maryland) - Kids need to turn in permission slips if they haven't already. Students need to report for the trip at 3:30 p.m. on April 12. Show is at 6 p.m.

New Business

HundredX - Fundraiser Kickoff - Adam Stein presented about the fundraiser.

This begins today! Every brand quality review completed earns the band \$1.60 each. Each participant can do a maximum of 75 brand reviews (up to 25 a day.) That's a \$120 value per person. There's over 3,000 brands/companies to review. Each review takes 60-90 seconds. It's SUPER EASY to do - it's the easiest fundraiser of the year. Anyone over the age of 18 can participate. It's pretty straightforward. No identifiable information about participants is shared,

only demographic information. Names will not be sold to the companies using this. Participants will only get communications from HundredX during the month of the fundraiser - and those are just reminders.

Sign up by texting FEEDBACK to 90412. It'll ask if you want your name to be shared with the benefiting organization - please do this. Only the boosters will see this. A link to sign up will be in the newsletter and a separate communication about this fundraiser will go out to the boosters' membership.

This can raise up to \$10,000 for the band, and the money raised would arrive just in time for the fall marching season. Last year, it earned the band \$7,700. Adam said he would love for that total to be surpassed this year.

Fundraiser ends on May 7. Information is available online at <https://www.sherandoband.org/hundredx-fundraiser/>

Close nominations for Band Booster Board - Will create a ballot to be emailed.

Nominees are:

President:

Adam Stein

Vice President:

Phil Benson

Secretary:

Stephanie Mangino

Treasurer:

Danielle Jones

Sam Kilkus

Communications:

Ciara Ray

Logistics:

Justin San Agustin

Volunteer Coordinator:

Melissa Cotton

Advancement:

Noelle Callas

Uniforms:

Jennifer Boycourt

Member-at-Large:

Shannon Damron

Lora Jarrell

Important Dates - They're all on the band website calendar.

- 4/8 - RaiseRight Orders Due (for physical gift cards)
- 4/8 - HundredX Kickoff
- 4/9 - Sherando Indoor Community Night
- 4/10 - All District Jazz Event - We are hosting. Concerts begin at 7 p.m. in the auditorium.
- 4/12 - Spring Trip
- 4/13 - Five Guys Spirit Night
- 4/13 & 4/20 - Solo and Ensemble Event
- 4/22 - RaiseRight Orders Due (for physical gift cards)
- 5/1 - Band Booster Meeting

Percussion Director Report - Scott Kittrell - Outside of indoor wrapping up, not much to report. He has the floor from this year's indoor competition up for sale and is doing budget planning for next year.

Guard Director Report - Kayla Wright - She said winter season is wrapping up tomorrow. She will go to middle schools soon to recruit, and potentially will set up an Aylor Middle School guard for next year. She said she will still have 8th graders train at Sherando, as she did this year. Training for fall will begin the week of the Shenandoah Apple Blossom Festival. She said she and Band Director Joel Cosner will hopefully finalize some fall music and the show title within the next couple of weeks. She said they will also start fitting for the uniforms in the next week or two. Uniforms for this fall/winter are coming from a company called DPG from Texas. Sam Kilkus - The company has a size chart, too! Kayla said that previous years' props, uniforms, etc. are all up for sale, because the band program is trying to make money before spending any.

Band Director Report - Joel Cosner - He was a District 5 VBODA adjudicator in March and will adjudicate a jazz event in Loudoun County, soon (he's always wanted to adjudicate). He said he is very proud of how the indoor groups represented the program this past weekend at Atlantic Indoor Association Championships in Hampton, Virginia. Our teams are up against groups from all over Virginia, and some from North Carolina, and as a result, our teams are among some incredible competition levels. The teams are on a really good trajectory, he said.

Fall marching show planning has been underway for about a month or so. He's visiting middle schools this week. He said the band is slated to have 45-50 new members next year, but the band itself will probably be around the same size as this year - maybe 5-10 students more.

Adjournment - 7:45 p.m.

Sherando High School Band Boosters

Profit and Loss

March 2024

	TOTAL
Income	
AIA Competition - Host	200.00
AIA - Concessions	3,751.43
AIA - Donations	40.69
AIA - Gift Card Raffle	20.00
AIA - Ticket Sales	7,141.80
AIA - Vendors	147.05
Competition Sponsor	995.15
Total AIA Competition - Host	12,296.12
Band Fee	433.62
Band Trip Payments	1,230.65
Trip Payment Return	-20.00
Total Band Trip Payments	1,210.65
Fundraiser - Winter Calendar 2023	1,257.69
Fundraising	
Golf Tournament	
Golf Tournament - Entrance Fee	899.04
Golf Tournament Sponsor	1,300.00
Total Golf Tournament	2,199.04
RaiseRight/Scrip	376.41
Spirit Wear Sales	87.85
Touch a Truck	
Non-Profit Income	250.00
Total Touch a Truck	250.00
Total Fundraising	2,913.30
Non-Profit Income	146.30
Savings Account Interest	3.25
Total Income	\$18,260.93
GROSS PROFIT	\$18,260.93
Expenses	
AIA - Atlantic Indoor Association	
AIA - Banner	186.08
AIA - Competition Host Fee	3,701.52
AIA Supplies	180.31
Cash to Start	0.00
Concessions	883.00
Director Meals - Hospitality	150.00
Total AIA - Atlantic Indoor Association	5,100.91
Band Trip	2,109.38

Sherando High School Band Boosters

Profit and Loss

March 2024

	TOTAL
Contractors	
Instructors	540.00
Total Contractors	540.00
Fall Show & Season	
Props - Fall	1,500.00
Total Fall Show & Season	1,500.00
Fuel	97.66
Fundraising Expense	
Safe Halloween	243.60
Total Fundraising Expense	243.60
Uniforms	
Concert	147.00
Drill Shoes	557.00
Total Uniforms	704.00
Total Expenses	\$10,295.55
NET OPERATING INCOME	\$7,965.38
Other Expenses	
Office Supplies & Software	30.00
POS Machines	82.45
Vending-items	113.72
Total Other Expenses	\$226.17
NET OTHER INCOME	\$ -226.17
NET INCOME	\$7,739.21

Sherando High School Band Boosters
Profit and Loss
July 2023 - March 2024

	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024	Total
Income										
AIA Competition - Host		181.20							200.00	381.20
AIA - Concessions									3,751.43	3,751.43
AIA - Donations									40.69	40.69
AIA - Gift Card Raffle									20.00	20.00
AIA - Ticket Sales									7,141.80	7,141.80
AIA - Vendors									147.05	147.05
Competition Sponsor						150.00	2,250.00	1,300.00	995.15	4,695.15
Total AIA Competition - Host	\$ 0.00	\$ 181.20	\$ 0.00	\$ 0.00	\$ 0.00	\$ 150.00	\$ 2,250.00	\$ 1,300.00	\$ 12,296.12	\$ 16,177.32
Band Fee	354.49	4,071.58	1,420.29		120.00		120.00	480.00	433.62	6,999.98
Band Shoes - DrillMaster	43.00	1,851.45	168.36							2,062.81
Band Trip Payments								1,346.00	1,230.65	2,576.65
Trip Payment Return									-20.00	-20.00
Total Band Trip Payments	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 1,346.00	\$ 1,210.65	\$ 2,556.65
Equipment & Uniform Sales										
Guard - Equipment Sales		160.00								160.00
Guard - Flag Sales							348.06			348.06
Guard - Uniform Sales	425.00			1,535.00						1,960.00
Wind & Percussion - Uniform Sales							980.00			980.00
Total Equipment & Uniform Sales	\$ 425.00	\$ 160.00	\$ 0.00	\$ 1,535.00	\$ 0.00	\$ 0.00	\$ 1,328.06	\$ 0.00	\$ 0.00	\$ 3,448.06
Equipment Return							19.90			19.90
Fundraiser - Calendar Fall 2023	368.17	6,047.01	2,631.87	120.00						9,167.05
Fundraiser - Winter Calendar 2023				671.64	360.00	851.00	2,150.44	350.00	1,257.69	5,640.77
Fundraising										
Benevity							500.00			500.00
BlackBauld Giving Fund								720.00		720.00
Car Wash	885.00	28.86								913.86
Chipotle							257.37			257.37
Donations		168.51		8.00	44.00		38.46	47.78		306.75
Facebook - Network for Good							50.00			50.00
Firenza								120.00		120.00
Golf Tournament										0.00
Golf Tournament - Entrance Fee							663.46		899.04	1,562.50
Golf Tournament Sponsor					150.00	150.00	400.00	930.77	1,300.00	2,930.77
Total Golf Tournament	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 150.00	\$ 150.00	\$ 1,063.46	\$ 930.77	\$ 2,199.04	\$ 4,493.27
GOT Sneakers								152.00		152.00
Homecoming Concessions			777.00	209.71						986.71
HundredX	7,696.00									7,696.00
JB Ice Cream Night	120.00									120.00
Krispy Kreme					4,369.00		24.33			4,393.33
Krispy Kreme Sponsor		388.10		350.00						738.10
Total Krispy Kreme	\$ 0.00	\$ 388.10	\$ 0.00	\$ 350.00	\$ 4,369.00	\$ 0.00	\$ 24.33	\$ 0.00	\$ 0.00	\$ 5,131.43
Merchandise		82.77	646.95	630.33	47.00					1,407.05
Newtown Printers Fundraiser							390.41			390.41
RaiseRight/Scrip	209.11	299.49	475.76	367.75	264.31	395.29	491.60	230.75	376.41	3,110.47
Safe Halloween					200.00					200.00
Admission				1,560.00						1,560.00
Candy Sales				65.00						65.00
Concession				1,190.00						1,190.00
Donations				131.72						131.72
Safe Halloween Sponsor			300.00	640.38						940.38
Total Safe Halloween	\$ 0.00	\$ 0.00	\$ 300.00	\$ 3,587.10	\$ 200.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 4,087.10
Spirit Wear Sales			565.35	116.25			162.90		87.85	932.35
Tag Day			10,518.70	2,810.36		42.00	1,480.00			14,851.06
Touch a Truck	1.11									1.11
Non-Profit Income									250.00	250.00
Total Touch a Truck	\$ 1.11	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 250.00	\$ 251.11
Total Fundraising	\$ 8,911.22	\$ 967.73	\$ 13,283.76	\$ 8,079.50	\$ 5,074.31	\$ 587.29	\$ 4,458.53	\$ 2,201.30	\$ 2,913.30	\$ 46,476.94
Non-Profit Income									146.30	146.30
Savings Account Interest			2.28			2.51			3.25	8.04
Uniforms - TShirts		59.38	514.84	19.52	40.00		267.50	82.50		983.74
Vending						237.00				237.00
Winter - T-shirt Sponsor				750.00	250.00	794.00				1,794.00
Total Income	\$ 10,101.88	\$ 13,338.35	\$ 18,021.40	\$ 11,175.66	\$ 5,844.31	\$ 2,621.80	\$ 10,594.43	\$ 5,759.80	\$ 18,260.93	\$ 95,718.56
Gross Profit	\$ 10,101.88	\$ 13,338.35	\$ 18,021.40	\$ 11,175.66	\$ 5,844.31	\$ 2,621.80	\$ 10,594.43	\$ 5,759.80	\$ 18,260.93	\$ 95,718.56
Expenses										
AIA - Atlantic Indoor Association										0.00
AIA - Banner								186.08		186.08
AIA - Competition Host Fee								3,701.52		3,701.52
AIA Supplies								180.31		180.31
Cash to Start								0.00		0.00
Concessions								883.00		883.00

Director Meals - Hospitality												150.00	150.00							
Total AIA - Atlantic Indoor Association	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	5,100.91	\$	5,100.91				
Band Trip														2,109.38	2,109.38					
Contractors																0.00				
Instructors		1,000.00				3,450.00	2,750.00	90.00			600.00	540.00				8,430.00				
Total Contractors	\$	1,000.00	\$	0.00	\$	3,450.00	2,750.00	90.00	\$	0.00	\$	600.00	\$	540.00	\$	8,430.00				
Fall Show & Season																0.00				
Band Camp Meals				970.19												970.19				
Drill Writing - Fall		3,500.00														3,500.00				
Fall Guard Silks				378.20												378.20				
Guard - Tape, Poles, Gloves		1,086.75		163.55												1,250.30				
Instrument Purchase - Percussion		2,501.93		645.85	424.32	248.90		198.00	159.85							4,178.85				
POC Registration					300.00											300.00				
Pool Party				68.79												68.79				
Props - Fall				1,185.66	168.02							1,500.00				2,853.68				
Tailgate					461.31											461.31				
Total Fall Show & Season	\$	7,088.68	\$	3,412.24	\$	1,353.65	\$	248.90	\$	0.00	\$	198.00	\$	159.85	\$	1,500.00	\$	13,961.32		
Fuel														97.66		97.66				
Fundraising Expense																0.00				
Golf Tournament - Site Deposit						500.00										500.00				
Homecoming																0.00				
Concessions - Homecoming						95.91										95.91				
Cash to Start					200.00											200.00				
Total Concessions - Homecoming	\$	0.00	\$	0.00	\$	200.00	\$	95.91	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	295.91		
Total Homecoming	\$	0.00	\$	0.00	\$	200.00	\$	95.91	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	295.91		
Krispy Kreme - Donut Cost									2,602.50							2,602.50				
Merchandise									787.99							787.99				
Safe Halloween					467.08		134.77					243.60				845.45				
Concessions						278.72										278.72				
Start Up Cash						0.00	200.00									200.00				
Total Safe Halloween	\$	0.00	\$	0.00	\$	467.08	\$	278.72	\$	334.77	\$	0.00	\$	0.00	\$	243.60	\$	1,324.17		
Total Fundraising Expense	\$	0.00	\$	0.00	\$	667.08	\$	874.63	\$	334.77	\$	3,390.49	\$	0.00	\$	0.00	\$	5,510.57		
Indoor Expenses																0.00				
AIA Fee - Indoor Comp Fee									1,287.96							1,287.96				
Choreography											300.00					300.00				
Drill Writing - Guard									1,200.00							1,200.00				
Drill Writing - Percussion									1,000.00							1,000.00				
Guard Prop - Tarp						2,994.60										2,994.60				
Guard Props - Indoor											633.46					633.46				
Indoor Guard Silks								399.20	460.58							859.78				
Music - Percussion				180.00												180.00				
Percussion - Show				1,200.00												1,200.00				
Percussion Floor		1,300.00														1,300.00				
Poles, Gloves, Tape								320.20								320.20				
Total Indoor Expenses	\$	1,300.00	\$	1,380.00	\$	0.00	\$	2,994.60	\$	719.40	\$	3,948.54	\$	933.46	\$	0.00	\$	11,276.00		
Reimbursable Expenses																0.00				
Uncategorized Expense				14.10												14.10				
Uniforms																0.00				
Alterations						325.00										325.00				
Concert									69.44				147.00			216.44				
Drill Shoes				2,007.00									557.00			2,564.00				
Guard		4,987.50														4,987.50				
Guard Shoes				319.60												319.60				
Make up				154.54							134.52					289.06				
Total Guard	\$	4,987.50	\$	474.14	\$	0.00	\$	0.00	\$	0.00	\$	134.52	\$	0.00	\$	0.00	\$	5,596.16		
Show Shirt		2,785.50										1,275.00				4,060.50				
Wind & Percussion Uniform		3,723.90														3,723.90				
Total Uniforms	\$	11,496.90	\$	2,481.14	\$	0.00	\$	325.00	\$	0.00	\$	69.44	\$	134.52	\$	1,275.00	\$	16,486.00		
Total Expenses	\$	20,885.58	\$	7,287.48	\$	2,020.73	\$	7,893.13	\$	3,804.17	\$	7,696.47	\$	1,227.83	\$	1,875.00	\$	10,295.55	\$	62,985.94
Net Operating Income	-\$	10,783.70	\$	6,050.87	\$	16,000.67	\$	3,282.53	\$	2,040.14	-\$	5,074.67	\$	9,366.60	\$	3,884.80	\$	7,965.38	\$	32,732.62
Other Expenses																				
Award Banquet		396.00														396.00				
Insurance		524.00			321.00											845.00				
Office Supplies & Software		30.00	30.00	30.00	30.00	30.00	30.00	30.00	56.94	30.00	30.00					296.94				
Other Business Expenses												127.49				127.49				
POS Machines		82.45	42.45	2.45	106.45	82.45	82.45	82.45	82.45	82.45	82.45	82.45	82.45	82.45	82.45	646.05				
Scholarship		4,000.00														4,000.00				
Taxes & Licenses		6.00						100.85				166.41				273.26				
Vending-Items					76.74							142.00	113.72			332.46				
Total Other Expenses	\$	5,038.45	\$	72.45	\$	430.19	\$	136.45	\$	213.30	\$	112.45	\$	139.39	\$	548.35	\$	226.17	\$	6,917.20
Net Other Income	-\$	5,038.45	-\$	72.45	-\$	430.19	-\$	136.45	-\$	213.30	-\$	112.45	-\$	139.39	-\$	548.35	-\$	226.17	-\$	6,917.20
Net Income	-\$	15,822.15	\$	5,978.42	\$	15,570.48	\$	3,146.08	\$	1,826.84	-\$	5,187.12	\$	9,227.21	\$	3,336.45	\$	7,739.21	\$	25,815.42