



# Sherando High School Band Booster Association

September 3, 2024 Board Meeting Agenda

Call to order: 6:15 p.m.

Attendance: X for those present.

x	<b>President</b>	Adam Stein	x	<b>Band Director</b>	Joel Cosner
x	<b>Vice President</b>	Phil Benson	x	<b>Guard Instructor</b>	Kayla Wright
x	<b>Secretary</b>	Stephanie Mangino	x	<b>Perc Instructor</b>	Scott Kittrell
x	<b>Treasurer</b>	Sam Kilkus	x	<b>Band Assistant</b>	Devon Stein
x	<b>Logistics Coordinator</b>	Justin San Agustin		<b>Bookkeeper</b>	Sandy Smith
x	<b>Volunteer Coordinator</b>	Melissa Cotton			
x	<b>Communications</b>	Ciara Ray			
	<b>Advancement</b>	Noelle Callas (Catherine Dodrill representing)			
x	<b>Uniforms</b>	Jennifer Boycourt			
x	<b>Member-at-Large</b>	Shannon Damron			

## 1. Welcome - Adam Stein

## 2. Treasurer's Report - Sam Kilkus (also see attached figures)

- Band Fee Scholarship Approvals - Three students are awaiting approval and all qualify. Board unanimously approved scholarships for all three.
- We have money at the moment, but we're bringing in less. We're about \$3,000 under fundraising levels in comparison to this time last year. Also, we need to be mindful that we went over budget last year. We do have savings, but that needs to be front-loaded for the following season. Calendar fundraiser money is way down. The calendar fundraiser brought in over \$9,000 last year. This year, after band fees were taken out, we have just over \$2,000 from it. .
- Band fees update - As of yesterday, 106 kids had paid fees. Out of those, 28 of them/their families paid at the parent preview. Seven qualified for scholarships and only 6 have used them. Sam gave out more scholarship applications today.

Thirteen students paid out of their student account (9%). About 10% of kids utilized the calendar fundraiser for their band fees.

- Sam said she will always, always, always urge caution when it comes to spending.
- Sam said she had found an app, Zeffy, through which nonprofits can handle payments without fees. The big negative for this is that it automatically populates a 15% contribution to Zeffy. You can zero out the percentage. Sam asked for board members to check it out, and see what they think about it.

### 3. Old Business - Adam Stein

- Law Abiding Boosters - this relates to investigating getting directors and officers insurance. We're still waiting for additional information about this.
- 2025 Disney Trip Updates - Melissa Cotton - Have had 74 students sign up with the interest form, with more than enough instrumentalists. We have 23 people interested in chaperoning so far. She clarified that kids can't travel separately from the group, chaperones can't stay with their children in the hotel rooms, chaperones can't be separate from the kids on the trip, and chaperones can't travel separately. As a former director at Walt Disney World, she signed a separate contract where she's responsible for everyone on the trip. Everyone also has to observe FCPS travel rules as well. Every chaperone must be with a group of students the entire time there. Disney rules must be followed.
  - Sam Kilkus - it needs to be clear that students need to stay with the group at all times, even if families travel down separately.
  - Melissa - Music must be family friendly and not Disney. She is asking to see if we can play a little Disney music, because it's currently in this year's marching show.
  - Catherine Dodrill - Think the kids will need to be told that there will be special rehearsals for this.

### 4. New Business

- Transportation Expenses Discussion - Sherando High School Principal Karen McCoy is here to clarify issues with transportation budgets for band events.
  - Karen McCoy - firstly, she said thank you to the boosters. She then stated that she had talked to Cosner about making sure when considering competition travel, that we're smart about where the band goes. We're looking at **being smart stewards** of the money we have. She has \$46,000 for the entire school for travel. Last year, band travel used around \$31,000 of that. When she runs out of travel-specific money, she uses general in-house money to fund travel. That's the money that, when it's available, can also buy instruments, etc... But if she keeps dipping into that general funding pool, there's no money left for emergencies. She said in this budget cycle, she's asking for more money for travel from the school division.

About 10% of the kids at Sherando are in the band - it's a bigger band than the other high schools. She may be able to ask for some more money from the division at the end of the year, if needed. She wants all organizations within the school to be mindful of transportation spending and for the band to make sure it's going to the best competitions. She will start presenting her requests for school needs to the division in October.

- Kayla Wright said we could adjust - and go to VBODA at Liberty High School instead of Massaponax, because it's closer.
- Karen noted that she plans to ask for a second band instructional aide this coming year, as well, in the coming year's school budget.
- Uniform Needs - Jennifer Boycourt/Adam Stein - Tabled the discussion about bibbers. Conversation prior to tabling covered:
  - Extra Bibbers - 5M & 5 Lg = \$800 plus \$30 shipping
    - Sam - we have \$300 left in the uniform budget total
    - Jennifer - It's more urgent to get a tuxedo jacket for one student (size 56). There are no additional bibbers if we don't buy any new ones. If this has to be tabled, that's fine, but it needs to stay on the radar. We need more mediums and larges.
    - Karen McCoy suggested perhaps asking the choir teacher if they have any additional tuxedo jackets.
    - Sam - note - we need to add a budget line item for concert attire for next year's budget.
    - Adam said to Karen, knowing that you are here and such a supporter, is incredible. "You're always here, cheering us on."
  - Outfits for tag day? Discussion about whether to wear a uniform or show shirts with expected rain. Jennifer Boycourt - with 70% percent chance of rain - have students wear show shirts, not uniforms? So, have kids dress with shirts and then shift to competition uniforms if it's not raining.

**Adjournment - 7:05 pm.**

# Sherando High School Band Boosters

## Profit and Loss

August 2024

	TOTAL
Income	
Band Fee	6,447.50
Band Shoes - DrillMaster	1,290.00
Band Trip Payments	1,006.00
Equipment & Uniform Sales	
Guard - Equipment Sales	750.00
<b>Total Equipment &amp; Uniform Sales</b>	<b>750.00</b>
Fundraiser - Calendar Fall - 2024	2,660.00
Fundraising	
BlackBauld Giving Fund	460.00
Car Wash	47.00
Donations	57.77
HundredX	5,548.80
Parent Preview Raffle	259.00
RaiseRight/Scrip	534.69
<b>Total Fundraising</b>	<b>6,907.26</b>
Pool Party Reimbursement	200.00
Services	132.47
<b>Total Income</b>	<b>\$19,393.23</b>
<b>GROSS PROFIT</b>	<b>\$19,393.23</b>
Expenses	
Band Trip	1,000.00
Contractors	
Marching Coaches	3,675.00
<b>Total Contractors</b>	<b>3,675.00</b>
Fall Show & Season	
Band Camp Meals	1,626.19
Guard - Tape, Poles, Gloves	316.65
Instrument Purchase - Percussion	88.52
Props - Fall	625.30
<b>Total Fall Show &amp; Season</b>	<b>2,656.66</b>
QuickBooks Payments Fees	3.59
Uniforms	
Drill Shoes	1,798.00
Guard	237.75
Guard Shoes	566.30
Make up	170.57
<b>Total Guard</b>	<b>974.62</b>

	TOTAL
Show Shirt	2,461.00
<b>Total Uniforms</b>	<b>5,233.62</b>
<b>Total Expenses</b>	<b>\$12,568.87</b>
NET OPERATING INCOME	<b>\$6,824.36</b>
Other Expenses	
Office Supplies & Software	35.00
POS Machines	79.50
Transaction Fees	
RaiseRight Fee	8.87
Venmo Fees	42.07
<b>Total Transaction Fees</b>	<b>50.94</b>
<b>Total Other Expenses</b>	<b>\$165.44</b>
NET OTHER INCOME	<b>\$ -165.44</b>
NET INCOME	<b>\$6,658.92</b>