



Sherando High School Band Boosters Booster Meeting Minutes 4/5/23

Meeting called to order at 7:00pm

Attendance

President	Sam Kilkus	x
Vice President	Phil Benson	x
Secretary	Adam Stein	x
Treasurer	Sandy Smith	x
Recorder	Liz White	x
Communications	Sandi Cadd	x
Logistics	Jaime Haines	
Volunteer Coordinator	John Mark Jones	x
Advancement	Meghan Pachas	
Uniforms	Catherine Dodrill	x
Member-at-Large	Ciara Ray	
Member-at-Large	Danielle Simpson	x
Band Director	Joel Cosner	x
Color Guard Instructor	Kayla Wright	x
Percussion Instructor	Scott Kittrell	x

Budget Update

See attached budget reports that follow these minutes.

Agenda

- Welcome!
- Bookkeeping Discussion and Vote
 - Phil provided a quick overview and explained why we needed the bookkeeper position and went over some of the responsibilities of the role.
 - Danielle Jones asked some questions about this and expressed interest in the Treasurer position.
 - Phil passed out papers for a quick YES/NO vote and then collected them.
 - Liz White counted the votes and it was announced the bookkeeper position was approved.
- Treasurer's Report - Sandy Smith
 - It was reported that we had around \$10,000 in profit from the Sherando Showcase Indoor Competition.
 - Sandy also mentioned that a few checks to the tour company for the NY trip have not cleared yet, so the P/Ls are a little off.
- Current Committee Updates
 - Advancement/Fundraising
 - Touch A Truck - Sandy Smith
 - 23 Vehicles have confirmed their participation
 - A few food vendors are confirmed as well
 - Waiting to hear about a helicopter. Noelle Callas will reach out to a contact of hers to see if they would be willing to participate.
 - Sandy is asking others to recommend other "trucks" who might be willing to participate.
 - It was brought up to use the red band trailer, with kid safe touchable/playable instruments, this is a band event after all!
 - HundredX - Adam Stein
 - As of now 47 people have signed up for HundredX.
 - Adam went over the highlights of the program and encouraged us all to participate. If 100 people complete all 75 opinions, the band would get \$15,000. Just imagine if each of those people were able to get one friend to also do all 75 opinions. That dollar value would double. This is an easy way for the band to make a lot of money.

- Indoor competition - Kayla Wright
 - Sherando Showcase Debrief
 - Thanks to all who supported the event. Received positive feedback from judges about hospitality and directors. They are looking forward to Sherando hosting another competition.
 - Joel shared a message from Clarke County HS director, with a positive message about his experience at the Showcase.
 - 680 paid spectators
 - Almost 2000 people came to the competition
 - made around \$10,000 in profit
 - \$3,350 in sponsorships.
 - 350 unique visitors to the digital program website
 - Sherando Showcase Open Feedback
 - Signage was great
 - Might be good to have someone helping direct groups from the parking lot into the school.
 - We liked the updated flow of travel to maximize group queueing into the gym.
 - Need for more bathrooms or possible dressing rooms
 - Suggestion to somehow use aux gym as percussion tarp folding location
 - We may need to have printed schedules available.
 - Provide guides for all units, whether required or not
 - It was noted that many bus drivers asked for passes into event. No comp offered that. Each school is required to use one of their volunteer passes or purchase a pass for drivers, if they want to watch the competition. Kayla will ask AIA to make this more clear in the general guidelines for next year.
 - Feel free to message Kayla directly with any additional feedback/suggestions!

- Other
 - Adam Stein added a reminder from the scholarship committee that Scholarship Applications are due April 20, 2023.
 - All District Jazz @ SHS - Joel Cosner
 - Middle and High Schools will be participating, totalling about 55 students. There will also be 8 band directors and 2 guest conductors.
 - Dinner will be served from 5:30PM - 6:30PM
 - Concert at 7:00PM
 - We will need parent help to serve dinner.
 - We would like to also set up a small director/conductor hospitality area in the guard room with drinks, snacks, coffee, etc.

- Nominations and elections for the 2023-24 Board are in May.
 - Please encourage people to run for any position.
 - We want to encourage everyone who is interested in being on the board to get nominated at the May 3, 2023 Booster meeting. You can be nominated by others or you can nominate yourself.
 - We want everyone to know they can be involved in this process.

- Important Dates
 - Scrip orders due 2nd and 4th Monday
 - April 13-15 - New York, New York!
 - April 20 - Scholarship Application Deadline
April 20 - All District Jazz @ SHS
 - April 22 - Guard Clinic, 9am-3pm
 - April 24 - Leadership Applications Due/Drum Major Auditions
 - April 27, 28, 29 - All VA Band
 - May 2 - Guard Apple Blossom Rehearsal, 3-4pm / HundredX Ends
 - May 3 - May Booster Meeting (Nominations), 7pm
 - May 5, 6 - Apple Blossom Parades! (See Calendar)
 - May 8, 9 - Drumline Auditions, 3-5pm

- Percussion Report
 - Indoor equipment has been listed for sale.
 - Old harnesses were listed for sale. They have been sold for \$1500. Should be picked up this week.
 - Fall Drumline auditions will be May 8 and 9, kids have the audition materials.
 - Scott will present a full year budget at the next booster meeting.
 - Scott will also be listing other overstock percussion items for sale.

- Guard Report
 - Kayla wanted to shout that that two Sherando Seniors won AIA Scholarship Awards at the AIA Championships in Hampton, VA last weekend
 - Kayla will be listing all the chess pieces and winter guard materials for sale soon.
 - She will be hosting a Guard Spin Clinic - Middle / High / College students welcome to participate. Teaming with the Guard Directory at Millbrook, Amy Tucker.
 - The goal this year was to educate the community about the marching arts, which she thinks we did well.
 - Fall guard will be open to 8th graders.

- Director's Report
 - Mr. Cosner shared a recent message with the group from a music professor at JMU. A former Sherando Band member, now a student at JMU was having her original composition being played by the JMU Wind Symphony at the time the message was being sent. Everyone present was touched by this message and

Joel concluded by saying. "Our goal is to create great people first, and then great musicians. We all work together to create this community."

- Sherando Band earned HONOR BAND # 21 in March.
- Pleased with the Sherando Showcase competition and expressed that we showed off the incredible strength of our organization
- Called out the AIA Championships in Hampton, VA from the previous weekend.
- Ready to keep moving the band forward through the remainder of this year!

Meeting adjourned at 8:10pm

Sherando High School Band Boosters

Profit and Loss

March 2023

	TOTAL
Income	
AIA Competition - Host	12,742.00
Band Trip Payments	14,845.28
Fundraising	0.00
Competition Sponsor	250.00
Corporate Sponsor/Donation	226.00
Donations	406.00
Facebook - Network for Good	45.00
RaiseRight/Scrip	269.33
Total Fundraising	1,196.33
Uniforms - TShirts	72.00
Total Income	\$28,855.61
GROSS PROFIT	\$28,855.61
Expenses	
AIA Competition Expense	263.85
AIA Fee	2,975.56
Cash to Start	1,300.00
Concessions	1,032.20
Judges Meals	101.83
Total AIA Competition Expense	5,673.44
Car & Truck	0.00
Golf Cart	1,294.87
Total Car & Truck	1,294.87
Competition Expense	0.00
Show Design	750.00
Total Competition Expense	750.00
Contractors	0.00
Instructors	630.00
Total Contractors	630.00
Fuel	78.53
Instrument & Repair	0.00
Instrument Purchase - Percussion	3,636.58
Total Instrument & Repair	3,636.58
Legal & Professional Services	628.00
Office Supplies & Software	30.00
Props for Competitions	0.00
Guard Prop	196.72
Total Props for Competitions	196.72

Sherando High School Band Boosters

Profit and Loss

March 2023

	TOTAL
Uniforms	0.00
Show Shirt	174.00
Total Uniforms	174.00
Total Expenses	\$13,092.14
NET OPERATING INCOME	\$15,763.47
NET INCOME	\$15,763.47

General Account	\$42,565.18	Student Account	\$6,502.02
Scrip Account	\$ 6,771.45	Retired Students	\$ -
Savings	\$32,184.14	Donated Fee	\$ 300.00

Sherando High School Band Boosters

Profit and Loss

July 2022 - March 2023

	TOTAL
Income	
AIA Competition - Host	12,742.00
Band Fees & Shoes	11,289.96
Band Trip Payments	56,642.29
Equipment Return	90.90
Fundraiser - Calendar	25,294.09
Fundraising	0.00
Alamo Movie	108.87
Amazon Smile	113.50
BlackBauld Giving Fund	3,660.00
Car Wash	1,170.00
Chipotle	261.53
Competition Sponsor	3,345.15
Concessions	763.00
Corporate Sponsor/Donation	9,013.35
Donations	426.00
Facebook - Network for Good	45.00
Krispy Kreme	6,801.51
Newtown Printers Fundraiser	418.40
RaiseRight/Scrip	3,325.42
Safe Halloween	5,408.02
Spirit Wear Sales	611.85
Tag Day	15,487.64
Total Fundraising	50,959.24
Sales of Product Income	2,441.46
Savings Account Interest	3.87
Services	0.08
Uncategorized Income	0.00
Food - Competition	275.00
Total Uncategorized Income	275.00
Uniforms - TShirts	740.00
Total Income	\$160,478.89
Cost of Goods Sold	
Cost of Goods Sold	1,185.00
Total Cost of Goods Sold	\$1,185.00
GROSS PROFIT	\$159,293.89
Expenses	
Advertising & Marketing	1,778.87
AIA Competition Expense	341.85
AIA Fee	2,975.56
Cash to Start	1,300.00

Sherando High School Band Boosters

Profit and Loss

July 2022 - March 2023

	TOTAL
Concessions	1,032.20
Judges Meals	101.83
Total AIA Competition Expense	5,751.44
Award Banquet	410.75
Band Fee Overage	150.00
Band Trip	36,625.00
Bank Charges & Fees	168.27
Car & Truck	256.00
Golf Cart	1,294.87
Total Car & Truck	1,550.87
Competition Expense	280.29
AIA Membership	1,442.44
Show Design	4,850.00
Total Competition Expense	6,572.73
Contractors	0.00
Instructors	11,064.00
Total Contractors	11,064.00
Food & Drink	75.58
Fuel	363.89
Instrument & Repair	0.00
Instrument Purchase	147.20
Instrument Purchase - Percussion	10,021.95
Total Instrument & Repair	10,169.15
Insurance	266.00
Job Supplies	500.00
Krispy Kreme	3,852.75
Legal & Professional Services	628.00
Magnets	650.54
Meals & Entertainment	0.00
Band Camp Meals	3,186.15
Pool Party	656.57
Tailgate	744.05
Total Meals & Entertainment	4,586.77
Music	830.00
Office Supplies & Software	378.28
Props for Competitions	1,601.73
Guard Prop	6,343.58
Total Props for Competitions	7,945.31
Safe Halloween	2,223.74
Scholarship	2,000.00

Sherando High School Band Boosters

Profit and Loss

July 2022 - March 2023

	TOTAL
Taxes & Licenses	248.51
Touch a Truck	242.40
Uniforms	0.00
Concert	1,194.00
Drill Shoes	2,348.00
Guard	9,062.65
Instrument & Percussion Uniform	4,553.85
Show Shirt	3,503.00
Total Uniforms	20,661.50
Total Expenses	\$119,694.35
NET OPERATING INCOME	\$39,599.54
NET INCOME	\$39,599.54