



Sherando High School Band Boosters General Meeting & Board Meeting Minutes 6/7/23

Meeting called to order at 6:37 p.m.

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	
Logistics	Jaime Haines	
Volunteer Coordinator	John Mark Jones	
Advancement	Meghan Pachas	
Uniforms	Catherine Dodrill	x
Member-at-Large	Ciara Ray	
Member-at-Large	Danielle Simpson	
Band Director	Joel Cosner	x
Color Guard Instructor	Kayla Wright	x
Percussion Instructor	Scott Kittrell	x

Budget Update / Treasurer's Report

See attached budget reports that follow these minutes.

Agenda

- Welcome and Thanks!
 - Incoming Boosters President Adam Stein thanked outgoing board members and welcomed incoming members.
 - Attendees introduced themselves (including new members and titles)
 - Adam Stein, president
 - Susan Gill, member at large
 - Kayla Wright, guard director
 - Scott Kittrell, percussion director
 - Stephanie Mangino, incoming secretary
 - Melissa Cotton, incoming volunteer coordinator
 - John Cotton, booster/volunteer
 - Catherine Dodrill, uniforms
 - Danielle Jones, incoming treasurer
 - Liz White, exiting board member (recorder)
 - Becky Benson, booster/volunteer
 - Phil Benson, vice president
 - Sandy Smith, outgoing treasurer and will be paid bookkeeper
 - Noelle Callas, incoming advancement officer
 - Chris Kilkus, logistics
 - Samantha Kilkus, band assistant, outgoing president
 - Joel Cosner, band director
 - Devon Stein, booster/volunteer

- Treasurer's Report

Sandy Smith reported the most recent following numbers:

 - \$18,929 in general fund
 - \$10,000 in Raise Right account, but needs to correlate that with student accounts
 - \$19,910 in savings
 - Discussion followed about the need to provide the Boosters with more information on how to use Raise Right (prepaid gift card program with rebates directed toward student accounts) to provide money for student

accounts. Discussed perhaps devoting an edition of the newsletter, including videos, to describing the program.

- Old Business
 - HundredX - Sam K. - How do we receive this payment from them?
 - Approximately \$7,776 raised through this first-time fundraiser; Anticipate doing again in the 2023-2024 academic year
 - Touch A Truck Results - Sandy S.
 - A total of **\$4,764** raised with ticket and raffle sales, and sale of cornhole boards (minus bounce house expenses)
 - Car Washes - What do we need to do to be prepped for these?
 - Need more people to sign up to participate
 - Events being held on June 17 and July 22 (see attached schedule of events)
 - Need soap
 - Volunteer Guide
 - Formatting in progress. If you have anything to add, email Adam. Or, just add your part to the end of the document.
 - Other
 - Susan Gill appointed officially as member at large
- New Business
 - FY 2023-2024 Budget Discussion
 - Approved budget is attached. Anticipated the band will include 140-145 members this fall (instrumentalists/guard).
 - Budget assumes that new shako boxes will be needed for new hats.
 - New hangers also desired for new show uniforms.
 - School budget is now covering more of the percussion and guard instructor stipends, but the boosters are also assuming a portion of that cost for the fall and spring semesters.
 - Budget anticipates holding the Boosters' second Sherando Showcase indoor percussion/guard event during the indoor season
 - Proposed budget accepted
 - Fall Comp Season Discussion
 - Sam K.: Titled "From the Ashes." The concept is connected to the mythical phoenix, which dies and rises anew from its ashes.
 - Discussion mentioned the show uniform, which includes a shirt with a flame design, new shakos & wraps, new bibbers.
 - Conversation focused primarily on props for the show. Group is looking into perhaps purchasing props (plywood/foam risers/stairs

that are lighter and easier to handle) from another school. A prop meeting is expected to be set prior to band camp to further explore what needs to be built and what can be transported easily to competitions.

- Kayla noted that parents and students will need to take part in handling props this year.

- o Pool Party Planning
 - We have our reservation now, paid for Aug. 4.
 - Boosters are responsible for pizza and drinks and families are asked to bring desserts - will put the call out to families in an upcoming newsletter

- o Fundraising Ideas
 - Set Up SHSBand Amazon Wish List for common things we need/ use.
 - Items like socks, reeds, could be shipped to a member and bring it in
 - Cosner - this is not uncommon
 - TidalWave CarWash tickets
 - Idea: Can prepay for tickets and students can ask for them to resell; this could be an option for kids who are interested in adding money to their student accounts
 - This firm is also known for its donation programs
 - Spirit Nights - Five Guys, Panera Bread
 - Potentially look into these?
 - Empty 5 gallon water jugs at businesses to collect donations
 - Approach businesses? Could pursue this. Just putting the idea out there.

- o Other
 - Brief discussion of selling discount cards for a variety of local businesses, which is something the boosters has done in the past
 - Cosner asked for volunteers for putting together scaffolding, used by band director and instructors, prior to band camp

- Important Dates - They're all on the band website calendar.
 - o June 17, Car Wash #1 (Bank of Clarke lot at the corner of Fairfax Pike & Double Church Road)
 - o June 27, Band Ice Cream Spirit Night at JB's (Former Pack's in Stephens City)
 - o July 17, Primer Rehearsal #1
 - o July 19, Primer Rehearsal #2

- o July 22, Car Wash #2 (Bank of Clarke lot at the corner of Fairfax Pike & Double Church Road)
- o July 24 - 27, Color Guard Training
- o July 24 - 27, Percussion Training
- o July 24, Student Leadership Meeting
- o July 26, New Member Training
- o July 31, Band Camp begins

Meeting adjourned at 9:09 p.m.

Sherando High School Band Boosters	
Profit and Loss	
July 1, 2022 - June 5, 2023	
	Total
Income	
AIA Competition - Host	12,842.00
Competition Sponsor	3,345.15
Total AIA Competition - Host	\$16,187.15
Band Fees & Shoes	11,439.96
Band Trip Payments	57,192.44
Trip Payment Return	1,295.92
Total Band Trip Payments	\$58,488.36
Equipment Return	90.9
Fundraiser - Calendar	25,294.09
Fundraising	0
Alamo Movie	108.87
Amazon Smile	196.98
BlackBauld Giving Fund	3,660.00
Car Wash	1,170.00
Chipotle	261.53
Concessions	763
Corporate Sponsor/Donation	9,013.35
Donations	529
Facebook - Network for Good	50
Krispy Kreme	6,801.51
Newtown Printers Fundraiser	418.4
RaiseRight/Scrip	3,891.45
Safe Halloween	5,408.02
Spirit Wear Sales	611.85
Tag Day	15,487.64
Touch a Truck	705.2
Total Fundraising	\$49,076.80
Instrument Sales	1,500.00
Sales of Product Income	2,441.46
Savings Account Interest	7.31
Services	0.08
Uncategorized Income	0
Food - Competition	275
Total Uncategorized Income	\$275.00
Uniforms - TShirts	740
Vending	30.2
Total Income	\$165,571.31

Cost of Goods Sold	
Cost of Goods Sold	1,185.00
Total Cost of Goods Sold	\$1,185.00
Gross Profit	\$164,386.31
Expenses	
Advertising & Marketing	1,778.87
AIA Competition Expense	0
AIA Fee	2,975.56
Cash to Start	1,300.00
Concessions	2,110.20
Judges Meals	101.83
Supplies	263.85
Total AIA Competition Expense	\$6,751.44
Award Banquet	410.75
Band Fee Overage	150
Band Trip	61,551.00
Bank Charges & Fees	168.27
Car & Truck	335.55
Golf Cart	1,294.87
Total Car & Truck	\$1,630.42
Competition Expense (deleted)	280.29
AIA Membership (deleted)	1,442.44
Show Design (deleted)	4,850.00
Total Competition Expense (deleted)	\$6,572.73
Contractors	0
Instructors	13,964.00
Total Contractors	\$13,964.00
Food & Drink	75.58
Fuel	570.29
Indoor Expenses	0
Championship Expense - Hotel	4,211.74
Driver Food & Tickets	249.85
Total Indoor Expenses	\$4,461.59
Instrument & Repair	0
Instrument Purchase	147.2
Instrument Purchase - Percussion	10,273.50
Total Instrument & Repair	\$10,420.70
Insurance	266
Job Supplies-Vending Machine	500
Krispy Kreme	3,852.75
Legal & Professional Services	628
Magnets	650.54
Meals & Entertainment	0

Band Camp Meals	3,186.15
Bus Driver Meals & Tickets	75
Pool Party	656.57
Tailgate	744.05
Total Meals & Entertainment	\$4,661.77
Music	830
Office Supplies & Software	438.28
Photography	345
POS Machines	1,096.25
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
Taxes & Licenses	248.51
Touch a Truck	742.4
Uniforms	0
Concert	1,194.00
Drill Shoes	2,348.00
Guard	9,062.65
Instrument & Percussion Uniform	4,553.85
New Uniforms 2023-24	12,273.80
Show Shirt	3,503.00
Total Uniforms	\$32,935.30
Total Expenses	\$167,869.49
Net Operating Income	-\$3,483.18
Net Income	-\$3,483.18
Monday, Jun 05, 2023 03:26:37 PM GMT-7 - Accrual Basis	

Performance to Budget Report

SHS Band Boosters
July 1 2023- June 30 2024

	Projected for Year	Actual	% to Budget
INCOME			
Band Fees	\$ 11,730.00	\$ -	0%
Shoes	\$ 0.01	\$ -	0%
Calendar - Fall	\$ 10,000.00	\$ -	0%
Calendar - Winter Guard	\$ 10,912.00	\$ -	0%
Calendar - Winter Percussion	\$ 6,000.00	\$ -	0%
Show Sponsor - Guard	\$ 2,500.00	\$ -	0%
Show Sponsor - Percussion	\$ 3,000.00	\$ -	0%
Additional Show Shirt - Fall	\$ 0.01	\$ -	0%
Additional Show Shirt - Winter	\$ 0.01	\$ -	0%
Fees Total	\$ 44,142.03	\$ -	0%
AIA Competition-Host			
Competition Sponsors	\$ 3,000.00	\$ -	0%
Ticket Sales	\$ 8,000.00	\$ -	0%
Concessions	\$ 4,000.00	\$ -	0%
Competition Total	\$ 15,000.00	\$ -	0%
Donation/Fundraising Income			
Amazon Smile	\$ 0.01	\$ -	0%
Donation - Band Fee	\$ 0.01	\$ -	0%
Donation - Non Sponsor	\$ 600.00	\$ -	0%
Donation Total	\$ 600.02	\$ -	0%
Fundraising			
50/50 Raffle	\$ 200.00	\$ -	0%
Newtown Printers	\$ 400.00	\$ -	0%
Blackbauld Giving	\$ 1,000.00	\$ -	0%
Parent Preview Raffle	\$ 0.01	\$ -	0%
Merchandise	\$ 500.00	\$ -	0%
Alamo	\$ 300.00	\$ -	0%
Car Wash	\$ 800.00	\$ -	0%
Wind Chimes	\$ 0.01	\$ -	0%
Chipotle Spirit Night	\$ 250.00	\$ -	0%
Krispy Kreme Income	\$ 6,500.00	\$ -	0%
KK Sponsor	\$ 0.01	\$ -	0%
Safe Halloween Income	\$ 0.01	\$ -	0%
Spirit Wear Income	\$ 600.00	\$ -	0%
Tag Day	\$ 12,000.00	\$ -	0%
Touch a Truck	\$ 3,500.00	\$ -	0%
Touch a Truck Sponsor	\$ 0.01	\$ -	0%
Homecoming Concessions	\$ 800.00	\$ -	0%
Raiseright	\$ 4,000.00	\$ -	0%
FaceBook Fundraising	\$ 100.00	\$ -	0%
100X	\$ 8,000.00	\$ -	0%
Fundraising Total	\$ 38,950.05	\$ -	0%
OTHER INCOME			
Instrument Sales	\$ 0.01	\$ -	0%
Savings Interest	\$ 8.00	\$ -	0%
Equipment Return	\$ 0.01	\$ -	0%
Sale of Guard Equipment	\$ 773.00	\$ 773.00	100%
Competition Food Purchase	\$ 0.01	\$ -	0%
Other Total	\$ 781.03	\$ 773.00	99%
Spring Trip			
Income Total	\$ 99,473.13	\$ 773.00	
EXPENSES			
Fundraising			
50/50 Raffle	\$ 0.01	\$ -	0%
Parent Preview Raffle	\$ 0.01	\$ -	0%
Wristlet, Totes	\$ 0.01	\$ -	0%
Alamo	\$ 0.01	\$ -	0%
Car Wash	\$ 0.01	\$ -	0%
Wind Chimes	\$ 0.01	\$ -	0%
Chipotle Spirit Night	\$ 0.01	\$ -	0%
Flag Sales	\$ 0.01	\$ -	0%
Krispy Kreme Expense	\$ 4,000.00	\$ -	0%
Safe Halloween Expense	\$ 0.01	\$ -	0%
Spirit Wear Expense	\$ 0.01	\$ -	0%
Tag Day	\$ 0.01	\$ -	0%
Touch a Truck	\$ 750.00	\$ -	0%
Concessions	\$ 300.00	\$ -	0%

FaceBook Fundraising (various)	\$ 0.01	\$ -	0%
Fundraising Expense	\$ 5,050.12	\$ -	0%
Uniform Expense - Fall			
Concert	\$ 1,000.00	\$ -	0%
Guard - Drill Shoes	\$ 600.00	\$ -	0%
Guard - Make up	\$ 330.00	\$ -	0%
Guard - undergarments	\$ 550.00	\$ -	0%
Guard - gloves	\$ 395.00	\$ -	0%
Guard - Hairpiece	\$ 200.00	\$ -	0%
Guard - Uniforms	\$ 5,500.00	\$ -	0%
Guard - Cover up	\$ 1,650.00	\$ -	0%
New Uniforms 2023-24	\$ 3,800.00	\$ -	0%
Shako Boxes	\$ 0.01	\$ -	0%
New Hangers	\$ 300.00	\$ -	0%
Shoes - Marching	\$ 0.01	\$ -	0%
Show Shirt - Fall	\$ 3,500.00	\$ -	0%
Alterations	\$ 500.00	\$ -	0%
Fall Uniform Total	\$ 18,325.02	\$ -	0%
Band Camp & Fall Marching & Concert			
Music Arrangement	\$ 3,500.00	\$ -	0%
Drill Writing	\$ 0.01	\$ -	0%
Band Camp Meals/potluck	\$ 3,000.00	\$ -	0%
Percussion Instructor (Fall and Indoor Season)	\$ 950.00	\$ -	0%
Color Guard Tech Fall	\$ 750.00	\$ -	0%
Guard Instructor - KW	\$ 1,950.00	\$ -	0%
Extra Wind Instructors (band camp)	\$ 4,500.00	\$ -	0%
Section Coaches (concert season)	\$ 1,500.00	\$ -	0%
Props	\$ 1,500.00	\$ -	0%
Pre-Game Meals/Tailgate	\$ 750.00	\$ -	0%
Pool Party	\$ 700.00	\$ -	0%
Band Camp/Marching Season Total	\$ 19,100.01	\$ -	0%
Fall Guard Equipment			
Weapon Bags	\$ 44.00	\$ -	0%
Flag Poles -Black	\$ 479.00	\$ -	0%
Flag Tips/Weights	\$ 100.00	\$ -	0%
Tape	\$ 200.00	\$ -	0%
Opener Silks	\$ 163.00	\$ -	0%
Ballad Silks	\$ 520.00	\$ -	0%
Closer Silks	\$ 400.00	\$ -	0%
Fall Guard Equipment Total	\$ 1,906.00	\$ -	0%
Indoor			
AIA Competition Entry Fee -Guard and Percussion	\$ 1,840.00	\$ -	0%
Color Guard Tech Winter	\$ 500.00	\$ -	0%
Percussion - Indoor Show	\$ 1,300.00	\$ -	0%
Percussion - Floor	\$ 3,000.00	\$ -	0%
Percussion - Drill	\$ 400.00	\$ -	0%
Guard - Music	\$ 400.00	\$ -	0%
Guard - Drill	\$ 1,200.00	\$ -	0%
Guard - Choreography	\$ 800.00	\$ -	0%
Hotel	\$ 0.01	\$ -	0%
Driver Food & Tickets	\$ 325.00	\$ -	0%
Indoor Fees Total	\$ 9,765.01	\$ -	0%
Uniform Expense - Winter			
Guard - Gloves	\$ 359.00	\$ -	0%
Guard - Show Shirts	\$ 880.00	\$ -	0%
Uniform Winter Total	\$ 1,239.00	\$ -	0%
Winter Guard Equipment			
Silks	\$ 500.00	\$ -	0%
Tarp	\$ 4,000.00	\$ -	0%
Props	\$ 500.00	\$ -	0%
Miscellaneous	\$ 200.00	\$ -	0%
Winter Total	\$ 5,200.00	\$ -	0%
AIA Competition Expense			
AIA Fee to Host	\$ 3,000.00	\$ -	0%
Cash to Start	\$ 1,300.00	\$ -	0%
Concessions	\$ 1,500.00	\$ -	0%
Judges Meals	\$ 125.00	\$ -	0%
Supplies	\$ 250.00	\$ -	0%
Total AIA Competition Expense	\$ 6,175.00	\$ -	0%
Administrative Expense			
Insurance	\$ 532.00	\$ -	0%
Advertising & Marketing	\$ 100.00	\$ -	0%
Quickbooks	\$ 360.00	\$ -	0%
PP taxes	\$ 300.00	\$ -	0%
State Corporation Commission	\$ 35.00	\$ -	0%
Legal	\$ 0.01	\$ -	0%

Accounting/Tax Prep	\$	650.00			0%
Office Supplies	\$	75.00			0%
Postage	\$	25.00			0%
Website	\$	22.00			0%
Bank Fees	\$	200.00			0%
Bookkeeper	\$	1,200.00			0%
Photography, Printing, Communication	\$	0.01			0%
Admin Expense Total	\$	3,499.02			0%
Logistics Expense					
Shed	\$	0.01			0%
Awards Banquet	\$	400.00			0%
Trailer	\$	0.01			0%
Gas	\$	1,000.00			0%
Trailer Equip/hitches	\$	250.00			0%
Logistics Total	\$	1,650.02			0%
OTHER					
Merchandise -Magnets/Stickers	\$	0.01			0%
Merchandise - Bags/Wallets,keychains	\$	0.01			0%
Scholarships	\$	4,000.00			0%
Spring Trip	\$	0.01			0%
Swipe Simple - POS					
Cell Service (2 units @ \$20/m)	\$	240.00			0%
PCI & Monthly Fee (\$12.50/m)	\$	150.00	\$	150.00	100%
Swipe Simple Fee (\$21/m)	\$	252.00			0%
Terminal Fee (\$2.95/m)	\$	35.40			0%
Miscellaneous	\$	0.01			0%
Other Total	\$	4,677.44			0%
Expense Total	\$	76,586.64			
Income Total	\$	99,473.13			0%
Expense Total	\$	76,586.64			0%
Net Income	\$	22,886.49			0%