



Sherando High School Band Booster Association

October 2, 2024 General Member Meeting

Call to order: 7:10 p.m.

Attendance: X for those present.

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

1. Welcome - Adam Stein

2. Treasurer Report - Sam Kilkus

- [Tag Day Updates](#) - fundraising has officially surpassed \$15,000
- Homecoming Parade Concession Donations - Brought in \$550 - collectively from four food trucks. This is about the same amount of profit as when the boosters cooked food (actually \$50 more). Hopefully, the food trucks will return next year.
- She noted that the boosters are doing great on band fees
- She did caution that the boosters need to be careful with tailgating meals - \$750 is budgeted, and \$440 or so has already been spent. Noelle Callas said Bonnie Blue Southern Market & Bakery and Firehouse Subs have been contacted for two of the three remaining tailgates.

3. Old Business

- **2025 Disney Trip - Melissa Cotton**

- Commitment forms are now available
- 91 students have signed up, as have 30 chaperones.
- A third bus has been added, and even with that and additional rooms, there is no cost increase.
- Sam Kilkus added that if a student/chaperone cannot attend for some reason, the boosters can refund everything but bus fare and park ticket costs.

- **Safe Halloween - Oct 20**

- Adam Stein said setup will be on Oct. 19
- Noelle Callas said it does take a lot of manpower to put on this event. The idea is to find some parents who can come in Friday evening to move stuff in the hallway. Then on Saturday, some adults and kids will set up the hallway, and then do decorating later on Saturday. She said she needs help making phone calls to see if businesses want to put promotional materials, etc. in bags. She put out another plea today on the Band App chat - she needs help.
- Adam Stein added that nobody has stepped up to organize concessions for the event. Notes are available from people who have handled it in prior years. Noelle Callas agreed, saying there is a beautiful document to work off of for concessions. Adam Stein added that the event probably needs 4-5 people in concessions. Noelle Calles said that this year, she is trying to incentivize businesses to set up their own station, where a band kid will be with them to help. She'll put together a master volunteer/donation list on SignUpGenius. More than 500 kids usually show up for this.
- We are going to have to do a better job, Jennifer Boycourt said, with 50 freshmen, in educating people about what the band is doing. Sam Kilkus agreed, but noted that the boosters do talk about a lot of this at orientation in May. We do need to keep updating this. Noelle Callas added that the boosters need to treat the band/being involved in the band like a business and promote it as such. For example, perhaps it could make videos - "Let me tell you about Safe Halloween" and the like. She said she has some ideas about further communications. Adam Stein said he appreciates this discussion and he's thinking about highlighting big fundraisers on the website. Boycourt suggested this information could also be relayed through the Band app, perhaps.
- Band president Josie Austin explained Safe Halloween to the group as well, stating that it's a band fundraiser and event for young kids, with games and a mini haunted house. The band runs and organizes it. Devon Stein - it's the 17th year. Adam Stein added that it is really a community outreach event.

- Josie Austin also stated that this year, there's a student committee for Safe Halloween, where students are tasked with coming up with new ideas for games and arts and crafts. More than 10 students showed up to participate, she added.
- **Advancement Committee - Noelle Callas**
 - The next committee meeting is Oct. 16 at 6 p.m. at her house. Reach out to her on the Band app for more information.
 - The October Spirit Night is at Chick-fil-A at Apple Blossom Mall (Oct. 30)
 - November's Spirit Night will be at Chipotle in Winchester
 - If you have ideas for spirit nights - let her know. She's also trying set up a bowling event during the winter months.
 - Catherine Dodrill noted that people are really using Raise Right, which is where you buy gift cards on the Raise Right app and a portion of the sales go to a student account. This is a way to help with band fees, shoes, and the Disney trip. Adam Stein noted that all of the [Raise Right information is also on the band website](#).

4. New Business - Adam Stein

- **Upcoming Volunteer Needs**
 - Volunteers are needed for Safe Halloween, band competitions, home football games. Chris Kilkus said he's been amazed at how the Band app has made such a difference in encouraging parental involvement.
- **Krispy Kreme Doughnut Fundraiser in November**
 - Get orders, turn in form, pick up donuts from Catherine Dodrill's house. A portion of sales go back to student accounts.
 - Noelle Callas said BOGO gift cards are great for people who live close to Krispy Kreme locations
 - Noelle Callas also brought up the idea of finding a place where kids could sell donuts - not as a booster event, but as a student going out to sell donuts - "I'm a Sherando band student and I'm raising money to go to Disney," for example. But parents would have to foot the initial bill for the donuts.
 - Catherine Dodrill said she is sure they could find a way for these parents to get their donuts as close to 10 a.m. as possible for resale on donut pickup day (Nov. 9.)
- **Atlantic Indoor Association (AIA) Announcement - Kayla Wright**

- The Sherando Showcase will be on Saturday, March 15. It's the third straight year that Sherando has hosted an indoor contest. There's no WGI competition this weekend, and it's the second-to-last competition before championships, so it could draw more than 50 competing groups.
- There are several organizing subcommittees - Finance/Spectator/Check-In; Volunteers; Concessions; Judge/Director/Volunteer Hospitality; Marketing/Sponsorships; Parking/Signage.
- An initial committee meeting will occur in early November, and subcommittees meet 2-3 times. Committee members must be available for setup on March 14 and March 15.
- All of the ticket and concession sales come straight to the boosters, and ends up raising \$10,000-\$12,000 in profit.
- Sam Kilkus said this event, as a fundraiser, is potentially close to Tag Day and the golf tournament
- Kayla Wright said we get great feedback from AIA about Sherando
- Adam Stein added that while it's a lot of work, it's also a lot of fun to host.

5. Important Dates

- 10/3 All-State Jazz Auditions
- 10/5 - Marching Competition - JMU Parade of Champions
- 10/11 - Home Football Game vs James Wood (8th Grade Night)
- 10/12 - Marching Competition - VMBC Harrisonburg
- 10/14 - Winter Guard Callout Meeting
- 10/18 - Home Football Game vs Kettle Run
- 10/19 - Safe Halloween Setup
- 10/20 - Safe Halloween Community Event
- 10/25 - Home Football Game vs Millbrook
- 10/26 - VBODA Marching Band Assessment - Massaponax High School
- RaiseRight Orders for Physical Gift Cards Due on 10/14 and 10/28
- 11/2 - Marching Competition - VMBC Championships - Liberty University
- 11/6 - November Band Booster Meeting

Note: Adam Stein added that this is the last meeting before the end of marching season. He thanked all of those who have supported their children/the band.

6. **Guard/Percussion Report - Kayla Wright** - Both percussion and guard are auditioning for our indoor groups this year.
7. **Band Director Report** - Joel Cosner said he hopes the band will be able to practice outside tomorrow, but the fields are sodden right now. Unfortunately, that's what the band has been dealing with. He said the program is trying to get everyone prepared as

much as possible for Saturday (POC). What a difference a month makes! Since the last meeting, the band has done five public performances of the show, and been in a relocated Homecoming parade, he said. The band has been competitive with high-caliber groups. The band is now on a certain level, and it's just pointing toward where it wants to go next. This year's results have included the first time the band has finished ahead of Freedom High School. It has also been very close in points to Woodson High School, which has performed on national stages. He said he's really proud of the students. It's another tough class at JMU. He said the key is to be 100 percent focused on what we're doing. There's some really great opportunities still to come. The kids are in a good spot. He just wants to get outside to rehearse.

Adjournment - 8:02 p.m.

Sherando High School Band Boosters

Profit and Loss

July - September, 2024

	TOTAL
Income	
Band Fee	11,449.50
Band Shoes - DrillMaster	1,892.00
Band Trip Payments	22,773.09
Equipment & Uniform Sales	
Guard - Equipment Sales	750.00
Guard - Flag Sales	95.00
Guard - Uniform Sales	3,435.00
Total Equipment & Uniform Sales	4,280.00
Fundraiser - Calendar Fall - 2024	5,539.00
Fundraising	
BlackBauld Giving Fund	460.00
Car Wash	909.28
Donations	217.77
Golf Tournament	
Golf Tournament Adds	200.00
Total Golf Tournament	200.00
Homecoming Concessions	200.00
HundredX	5,548.80
JB Ice Cream Night	72.00
Merchandise	635.00
Parent Preview Raffle	259.00
RaiseRight/Scrip	2,212.11
Spirit Wear Sales	432.20
Tag Day	12,123.46
Touch a Truck	2,530.00
Touch a Truck - Sponsor	130.00
Total Touch a Truck	2,660.00
Total Fundraising	25,929.62
Pool Party Reimbursement	200.00
Services	12.47
Uniforms - TShirts	1,125.00
Total Income	\$73,200.68
GROSS PROFIT	\$73,200.68
Expenses	
Band Trip	10,196.50
Contractors	
Bookkeeper	600.00
Marching Coaches	3,675.00
Total Contractors	4,275.00

	TOTAL
Fall Show & Season	3,500.00
Band Camp Meals	1,626.19
Fall Guard Silks	553.19
Guard - Tape, Poles, Gloves	1,824.30
Instrument Purchase - Percussion	3,403.44
Props - Fall	1,019.08
Tailgate	441.48
Total Fall Show & Season	12,367.68
Fundraising Expense	
Car Wash	58.02
Golf Tournament	957.00
Total Fundraising Expense	1,015.02
Indoor Expenses	
Percussion - Show	1,300.00
Total Indoor Expenses	1,300.00
Uniforms	17.68
Drill Shoes	1,841.00
Guard	5,737.75
Guard Shoes	566.30
Make up	170.57
Total Guard	6,474.62
Show Shirt	3,191.00
Total Uniforms	11,524.30
Total Expenses	\$40,678.50
NET OPERATING INCOME	\$32,522.18
Other Expenses	
Bank Charges & Fees	24.00
Insurance	554.00
Merchandise Starter Cash	300.00
Office Supplies & Software	100.00
Other Business Expenses	155.98
POS Machines	238.49
Scholarship	4,000.00
Taxes & Licenses	25.00
Transaction Fees	
QuickBooks Payments Fees-Invoice Fee	13.91
RaiseRight Fee	223.40
SwipeSimple Fee	5.77
Venmo Fees	137.75
Total Transaction Fees	380.83
Total Other Expenses	\$5,778.30
NET OTHER INCOME	\$ -5,778.30
NET INCOME	\$26,743.88

Sherando High School Band Boosters

Profit and Loss

September 2024

	TOTAL
Income	
Band Fee	2,655.00
Band Shoes - DrillMaster	86.00
Band Trip Payments	21,767.09
Fundraising	
Homecoming Concessions	200.00
Merchandise	635.00
RaiseRight/Scrip	918.98
Spirit Wear Sales	432.20
Tag Day	12,123.46
Total Fundraising	14,309.64
Uniforms - TShirts	300.00
Total Income	\$39,117.73
GROSS PROFIT	\$39,117.73
Expenses	
Band Trip	230.00
Fall Show & Season	
Tailgate	441.48
Total Fall Show & Season	441.48
Indoor Expenses	
Percussion - Show	1,300.00
Total Indoor Expenses	1,300.00
Uniforms	17.68
Total Expenses	\$1,989.16
NET OPERATING INCOME	\$37,128.57
Other Expenses	
Bank Charges & Fees	12.00
Merchandise Starter Cash	300.00
Office Supplies & Software	35.00
Other Business Expenses	81.48
POS Machines	79.50
Transaction Fees	
RaiseRight Fee	213.83
Total Transaction Fees	213.83
Total Other Expenses	\$721.81
NET OTHER INCOME	\$ -721.81
NET INCOME	\$36,406.76