

ABB Booster Club Meeting Minutes

December 9, 2010

Members Present: Linda Haley, Karen Jonscher, Min and Jim Joyal, Jean Ray, Jim Hunter, Holly Walker, Melanie Cheney, Dana Boom, Chris Haley, Debbie Haskins, Randy Larson, Suzanne Bowles, Jill Moss, Kathy Salzman, Debbie Kuhn, Laurie Sunblad, Jennifer Work, Julie Glotzbach, Paige Patterson, Karla Florence, Steve McNulty, Laurie Greenwood, Susie White, Tami Kormos, Tania Kaiser, Julie Rausch, Susan Barsch, Jana Ault, Debbie Kuhn, Jay Peasely.

Staff Present: Bob Hackett, Kenny Bailey

Meeting called to order: 7:05 p.m.

Old Minutes: Meeting minutes from November meeting approved.

Bingo:

- Recommendation of board is to stop bingo as of the end of December. People are not playing as much or for enough money and we are not making the money we need to make on this. We can't stop it before then because of legal requirements for 2 week notice, etc. This way we don't have to apply for a new license and don't need to submit a report.
- Motion to cease bingo was made and seconded.
- Discussion: If we wanted to reapply for a license it would only take \$100 and a form. The cost of running a session is around \$10,000 so it is unlikely we will be able to set up for bingo again in the near future.
- Accolades to Linda for all of the hard work she has done through the years for bingo.
- Motion passed unanimously. Linda will give notice on Sunday night. We will have a Must Go in December 26th.
- Discussion about what to do with left over pickles. We need to keep them but there are limited number of places we can sell them.

Treasurer's Report:

- Melanie reviewed the current remaining budget. Marching band costs are covered except for Parade of Lights which is costed under transportation.
- Only \$800 short on share accounts which is considerably reduced from before.
- We have \$4,000 in savings that is an additional asset not reflected.
- When we end bingo we will pay out the rest of our bills which we are estimating to be at least \$5,000. Hopefully we will make more.
- Color Guard trip statements have been removed from outstanding fees. We have about \$9,000 in outstanding fees.
- We are projecting a deficit of ~\$24,000.

- Melanie presented several scenarios to consider: raising student fees, removal of daytime instructors and reduction of Kenny's effort, and a combination.
- Discussion of ways to get income:
 - Do Butterbraids again in the spring and have the money go for the band rather than into share accounts.
 - Reloadable King Soopers cards are doing very well (\$42,000 last month with \$1600 going to the students). We can reach out to alumni and neighbors to use the card for general use. We can get cards with \$2 balance and hand them out. Right now the profits go into the scholarship fund from alumni use. We can also split with the students, which was done historically.
 - Flag memberships: sell memberships and flags will be posted in your yard for \$30 a year on special days.
 - Curb painting: painting addresses on the curbs with reflective paint. This may not be so necessary with GPS?
 - Bowl-a-thon.
 - Craft Fair – would require good advertising and a good selection of vendors. Make money on booth rentals. Other schools do this. \$55/booth at a minimum.
 - Silent Auction – we did this in conjunction with athletic groups for 3 years in a row but stopped because we couldn't get donations. The athletic groups are still doing it. Many Silent Auctions are very successful! Could auction off the kids to do a performance. Get the Guitar Center to donate. Art from the kids in the art department?
 - One thing to think about is how to get other people in the community involved, rather than only band people.
 - Talent Night with a catered dinner. Perhaps we could involve other departments and do a "Support the Arts" event.
 - Garage Sale in the parking lot.
 - Contact Southglenn Civic Association, Southglenn Country Club.
 - Pampered Chef or other companies like that can hold an event.
 - Some companies will donate money for people who donate time for service. Everyone should check with their company.
 - Put on a food booth at a craft fair with donated food?
 - We have a good fundraiser this Saturday but only have 6 people committed. We need 15 to get on the Crazy Merchant's list. They will ask people who they want to donate 10% to.
 - Reach out to the alumni for the King Soopers reloadable card.
 - Cash for Clunkers, proceeds to go to the band program.
 - Working concessions at sports arena. There are no risks or money up front. Sandy has called Aramark to get info regarding this.
 - Pre-sell greenery such as wreaths or centerpieces. Boy Scouts and 4H sell wreaths. There might be a lot of competition for this.
 - Sell water at Taste of Colorado.

- Grant writing.
 - Corporate sponsorships.
- It has been very difficult to get parent commitment for fundraising. Jean has called meetings of the fundraising committee but no one showed up. It is very important to get people to commit to helping out with fundraising. We need to set up a meeting as soon as possible to discuss fundraising.
- We need to cut \$24,000 from the budget. There are many outstanding fees. We will not charge credit card fees through December for people who pay using cards. If the school collects the fees they will go to Bob's account and they can be used to pay instrument repair and transportation. If the school collects, the fees may still not be paid until the end of the year. Melanie will be making calls to try to collect fees into the ABB account.
- Motion: Butterbraid sales in the spring will go to the band boosters. Motion was seconded and passed unanimously.
- We will reach out to alumni parents and the alumni regarding their use of reloadable King Soopers cards. We can get \$2 reloadable cards and give them out at King Soopers or give them to our neighbors for their use or send out with Christmas cards. We can split the King Soopers funds and give the scrip profits to the kids? Or have a card that goes to the band and one that goes to a share account? Although we considered splitting the funds from the King Soopers cards with the share accounts, we decided that we would keep the student card funds going into the share account and the alumni and other cards go to the band. This will help students raise funds for the trip next year.
- Increasing student fees: we have fundraisers such as CheckAwards and we made \$20 per each. We can have students earn a certain amount of money through this fund raiser. Each student would have to sell 8 Check Award books or they will have to pay up to \$160, for example.
- Going forward we need to look at a program that will bring in a bit extra than we spend so we can rebuild our savings.
- The major area we don't want to cut back is the instructors. If we cut them again they may not come back. We could limit the number of instructors and have them oversee larger sections. Without instructors the quality would go down. Could potentially have Heather and a double reed coach on Tuesdays and brass and percussion coaches on Thursdays. This would cut instruction by 30%. There was a suggestion that each section raise the funds for their instructor. That might be somewhat unfair to the smaller sections or sections where kids are unmotivated. There was also a concern that students would be pitted against each other. We can tell folks that within two weeks we will need to let the instructors go and request donations. It is possible that the economic attitude is somewhat different now, at least for the people with wealth. We can ask for donations and remind people of what happened last year to give them context.

- We will put out a plea for donations – do one right away to get it done during this tax year. Then have another plea early in January and we could do a daily countdown and let people know how close we are to the goal. We could also work with a company who matches donations to double the money. We should send out the scenario as soon as possible and that we are doing everything we can to keep the instructors. We need to let the instructors know about what is going on and how we are trying to handle this. We are likely going to have to go to 50%. Potentially, instead of cutting staff the instructors might be willing to take a pay cut for a temporary time. That might be hard to sell since they took a cut when they started being taxed on their pay.
- In Scenario 3, the students would be responsible for selling CheckAwards and raise \$170 or they would have to pay that amount into the band as extra fees. We could try to sell them outside of King Soopers.
- We need to reach out to the alumni and parents for donations within the next few days. Jay said he is willing to look into a grant writing program.
- Summary of plan: Butterbraids, reach out to alumni with KS cards and donations, ask each family to pay or raise \$170 through Check Awards, set \$8,000 as our target for donations by the end of January.
- Motion made to carry out the plan. Motion is carried unanimously. We will revisit the plan in January.
- January 15th is the Flapjack Fundraiser at Applebees. We need to provide a \$100 deposit. We do the serving. Sell tickets for \$7 and make \$5 from every ticket.
- A fundraising meeting will be held next Wednesday at Solid Grounds at 6:30.

Director's Report

- Thursday January 6th will need some two or three volunteers to help with band pictures. This will be after school and will require help with uniforms. This will be band, choir and orchestra.
- Parade of Lights went OK. We were 3rd place 1st night and did not place the 2nd night. Don't really know why we didn't place. Kids and parents did great.
- Wind Ensemble performed at Metro State and did Adventure in Arts for the 1st graders. The kids made a great impression.
- Winter Concert was good. Nice turnout and the kids performed well.
- There was a packed house for the Jazz Concert. We can use the theatre for the next concert if we close part of the room off.
- Have some excellent ideas going forward for next year's trip to Southern California. Paige and Laurie have volunteered to co-chair and meetings will begin soon. A request for proposals is going to be sent out.
- Winter Percussion started in November. The kids will be marching. Ryan Hickey, Scott Hickey's son, is instructing for percussion. There are 22 kids in the ensemble. Mike Rice is helping out as well. Budget is being finalized for the fees. It would be good to get invoices out this month so parents can take advantage of no credit card fees.

- Winter Guard has the beginning and end of the show put together. They will go to Nationals in April and are very excited. Next Saturday at 6:30 is a Winter Guard preview and February 12th there is a Winter Guard show and the Winter Percussion Ensemble will perform then as well.
- CBA is March 4th.

Next booster meeting is scheduled for January 12th.

Meeting adjourned: 9:05 p.m.

Respectfully submitted,

Karen Jonscher
ABB Secretary