

LHS Band Parent Executive Board Meeting

November 15, 2023

Present: Justin Endsley, Dawn Endsley, Monte Johannning, Sheena Lewis, Wendy Bergan, Stephanie Gongopolous, Elli Nyberg, Lori Blom, Krista Larson, Todd Marlette, Becky Brost, Marissa Oppenheimer, James Oppenheimer, Sonia Ohling, Erin Johannning, Drew Balta, Tiana Hodgins, Aaron Nyberg

Secretary's Report:

- Minutes were reviewed from the last meeting. Wendy moved to approve and Justin seconded. Motion passed.

Treasurer report:

Balances as of 11/1/2023

1. Checking - #527	\$153,031.84
2. Box Truck - #2296	\$653.32
3. Scripts - #329	\$988.08
4. Alumni Association - #5025	\$1,887.78

Payments made

1. Justin Endsley rmb – gas for box truck - \$80.00
2. Hyvee – grocery cards - \$14,000
3. Maximizing Excellence – fundraising consultant pmt 2 of 2 - \$5,325
4. Tony's Catering – food for chicken dinner - \$10,823.18
5. Northwest High School – Jazz Festival entrance fee – \$400
6. Black Dog Storage – storage rent Dec-Feb - \$390

Notes

- Alumni account and box truck account were discussed. Alumni account has been transferred into the BPA Treasurer's name.
- Meeting with accountant to talk through ISA. Need check and balances.
- Paypal needs to be addressed with student families that it isn't to be used anymore. Put a note on next ISA statements that go out along with putting it on the ISA software.
- Wendy and Stephanie will discuss making sure donation receipts have been sent to donors for tax purposes.
- Department of Revenue report due in January 10. Send 2/year.
- Wendy is communicating with the IRS about a potential issue.

ISA report:

- 80 students have paid off entire ISA
- Over \$67,000 in outstanding dues.
- Communication to families about how to roll funds.
- Send out paper letter with stamped envelope to any student family with outstanding balance of more than \$100.
- Switching from Charms to Cvertime. School pays for it.
- Could we promote a way to do monthly payments?

Roadies report:

- All props are stored. The temperature controlled unit will start to be filled tomorrow.
- All props can be sold. There is a FB page for marching band directors that can be used to sell.
- Semi is in parking lot. One trailer is still at Endsley's.

- Dan may need to use the truck for Tuba Christmas. Justin will make sure the truck starts.
- To do: Need a shelf in the loft.

Chaperone report:

- Looking for chaperones for Macy's. Got 15 -20 applications in for 5-6 spots.
- Will do one more order to make sure ready for next marching band season.
- Also getting some info on other volunteer roles people might be interested in doing.

Uniforms report:

- All uniforms are turned in and being washed.
- New uniforms have to be here before any decision can be made for what to do with the old ones. New uniforms have not been decided on and ordered. Still looking.

VP report:

- Thank you cards written for silent auction

Color Guard report:

- 10 Patrick Henry, 1 Whittier interested for clinic in November
- Edison can't audition until February.
- Will need a new leader to help with color guard next year

Communications report:

- Would like more information on Winter Guard. Sheena will talk with Erin.
- Promoting trip raffle, not as much visibility. Promoting product sales
- Ben has produced 2 videos, one with the kids and one with Mr. Balta. Plan to use \$s to promote Giving Tuesday and Feed the Band.
- Upcoming jazz band concert to promote
- Approaching 1,000,000 reach for all of social media accounts. People are still engaged where in other years it starts to drop off after the marching band season.
- Erin can send report on \$ put into advertising on social media.

Database Coordinator Report:

- Alumni exports from Erin to help clean up alumni list.

Festival of Band Report:

- Need new coordinators.

Fundraising Report:

- Total raised year to date is \$185,397 or 95.27% of our goal.
- Chicken Dinner Profit \$21,709 which was over budget. We raised more money doing the free will offering than selling tickets.
- Dec Fundraisers – hats and Culver's certificates. We will also be promoting Feed the Band.
- Need to promote matching gift from employers. In the process of putting together a list.
- Working on three grants – Mary Chilton DAR, Midco Foundation, and Larson Family Foundation.
- Have put together a target list of sponsors and have developed a letter. Working on new sponsorship levels and will be incorporating Yearbook ads. Adding a Star Level at \$50,000. This would be an exclusive sponsorship and their name would be put on the Macy's Parade shirt.
- CFS (Custom Fundraising Solutions) out of Omaha. Mattress Sale is proposed to do it on May 4th. They do all the work and if they are successful, will return. Our goal is to get people in the door.

Yard sales signs, social media posts. 50-60 mattresses would be about \$10K. Average \$6-8. Sioux Falls hasn't done it for a while. Having students play music or advertise on Cliff Ave. Admin at Lincoln is a go. Beds are delivered 5 weeks later (cost included). Online orders and delivered nationally.

- Phone-a-thon. March 4th to Macy's. Kids out of 4th and 5th periods. Approved by school admin. Would like to get Kelo Radio involved and do a live broadcast. Every kid has 20 phone numbers and split into teams. 50/50 to ISA and BPA. Question of 8th graders and if would have better luck with a Saturday. Still idea to be worked through.
- Alumni coordinator is needed to tap more into. Are there Lincoln class reunions we could tap into?

Director's report:

- Teachers polled the kids. 70% keep schedule as is. Teachers looking at how they could cut expenses. The switch to BOA, 9 years ago changed the program.

Travel report

- Need a new leader for next year. Astrid Potter might be interested.

Christmas Party

- Dec 16, Attic – Bart Brost band playing

Meeting adjourned at 8:04pm , moved to adjourn by Lori Blom, seconded by Justin Endsley.

Next Meeting: Sunday, December 10, 2023 at 4:00pm Nyberg residence (phone or text Elli for address)

Respectfully submitted, Lori Blom and Ande Carlson