

LHS Band Parents Association General Meeting

August 11, 2024

Meeting started at 4:02 pm

Present: Elli Nyberg, Todd Marlette, Erin Johanning, Monte Johanning, MaryAnn Sherman, JoMarie VanWell, Stephanie Gongopoulos, Tammy Allen, Rich Allen, Lori Blom, Alicia Peterson, Jessica Redepenning, Katie Zeeb, Becky Brost, Sheena Lewis, Sonia Ohling, Drew Balta, Dan Carlson, Michelle Wigg, Rachelle Broveleit

Secretary's Report by Rachelle Broveleit

Approved: Erin Johanning

Second: Becky Brost

Motion passed unanimously

Treasurer's Report by Stephanie Gongopoulos

Budget Summary

Revenue:		Expenses:	
Collected	\$625,349	Prepaid 23/24	\$59,574
Pledged	\$86,723	Paid 24/25	\$77,829
Total	\$712,072	Total	\$154,403
% of Budget	82%	% of Budget	18%

Balances as of 07/12/24

1. Checking - #527	\$167,140.06
2. Box Truck - #2296	\$1,404.47
3. Alumni Association - #5025	\$1,887.78
4. Vanguard Money Market	\$425,898.66

Upcoming Payments

1. Outstanding Checks - \$20,691.65
2. \$15,000 to Students on Broadway paid out of Account 6 on July 15
3. \$50,000 to Students on Broadway for Feeding the Band
4. Balloon payment of \$374,077 to Students on Broadway on Sept 12, 2024.
5. Plus, all of regular Marching Band expenses

Payments: 7/1/24 to 7/31/24

1. Band Shoppe \$355.19 Guard Flag Bags
2. SD Sec of State \$10.00 Annual Report Fee
3. Intuit \$95.58 Monthly Fee for QuickBooks
4. Harbor Freight \$42.44 Prop Supplies
5. Go Daddy \$89.08 Website
6. Amazon \$28.43 Uniform Day Supplies
7. Amazon \$143.43 Prop Supplies
8. Weissman \$561.92 Guard Shoes

9. Elite Sportswear \$707.11 Guard Jackets
10. Adobe \$31.85 Monthly Subscription
11. Weissman \$95.13 Character Costumes
12. Menards \$120.10 Prop Supplies
13. Etsy \$371.30 Character Costumes
14. Grand Prairie \$111.51 Monthly Storage Fees
15. Band Shoppe \$1,151.10 Uniform Bags
16. Amazon \$40.46 Character Costumes
17. Amazon \$207.30 Character Costumes
18. Amazon \$108.02 Guard Prop Supplies
19. Band Shoppe \$805.37 Additional Guard Jackets
20. Harbor Freight \$21.22 Prop Supplies
21. SD Dept of Rev \$183.21 Use Tax on Prop Purchase
22. Culvers \$9.42 Uniform Day Lunch
23. Aerial Essentials \$259.50
24. Alphagraphics \$483.43 Props Car Raffle Tickets
25. Homewood Suites \$530.16 Guard Director Housing
26. Jimmy Johns \$532.14 Uniform Day Lunch
27. Alphagraphics \$708.39 Raffle Ticket Banners
28. Monarch Sales \$722.82 Merch - Sticker Sheets
29. PayPal \$827.81 PayPal used accidently/\$830 paid via Zeffy

Notes

1. Annual Statement from Sioux Falls Area Community Foundation shows a balance of \$86,859.83 on 6/30/24 with an available spendable balance of \$637.00.
2. Converted to Cut Time on 7/26. Sonia and I have figured out a new process for reconciling.
3. ISAs are being credited as soon as we receive deposits (work shifts, car raffle tickets, ISA payments, RaiseRight, Grocery Cards, etc.)
4. Closed out our PayPal Account.

President's Report by Elli Nyberg

- Thank you, Directors, for your newsletters, for the excellently organized rehearsals, for the positivity and encouragement you give to the kids, for your hours and hours of thinking, planning, and doing. Yesterday's Breakfast with the Band left us in awe of what you and the kids can do, and we're so proud of every single one of you!
- Thank you, Rich & Tammy, Lori, Steph, Sonia, Carmyn for all you do for the car raffle and work shifts.
- Thank you, Fundraising Committee, for meeting so faithfully, for being able to see the big picture and see every detail, those are unique and invaluable qualities to have.

- Thank you, Jo, Steph, and Sonia for being so diligent with all things financial. The flow is real now!
- Thank you, Roadies, for all you're doing to make all the "things" happen. It's a busy, fun time!
- Thank you, Katie, for a great Breakfast with the Band event & all you're doing to make Preview Night happen
- Thank you, Snack & Lunch volunteers. Not one hole. Excellence.
- Thank you, Becky, Alicia, and Becky, for all the work with merch, show shirts.
- Thank you, Rachelle, for getting the kids all their black stuff.
- Thank you, parents and guardians, for your hard work and diligence in filling so many work shifts and paying ISAs.
- This takes an army of people willing to serve and give beyond everyone's regular lives. I am so thankful for everyone who's done any level of volunteering. This thing does not work without every hour given.
- While the season is in full swing with Spat Camp, Macy's planning remains in full swing also.
- If not already, follow SBNYC on Facebook. When we hit 100 days away (which is August 20"!), they will start posting things directly to us.
- I'm excited to hear from our Chairs and their committees today with all the great things that are happening in every part of the BPA. All systems are running at full speed and it's an absolute honor to be a part of this group.

Roadies Report by Monte Johanning and Todd Marlette

- We are working with directors to make some adjustments to props.
- We are making plans for transport to NYC. We have a meeting tomorrow to get information about a possible semi. We have a list of questions for them and the itinerary.

Chaperones Report by MaryAnn Sherman

- We are making plans for Parent Preview Night.
- We need to get water
- We need the rooming list for Macy's ASAP.
- We need the list of food allergies, date of birth, school photos for students. This should be available now that school is starting.

- We need to remind the Macy's chaperones about completing payments.

Fundraising Report by Lori Blom

- \$251,198 - 86% Raised (as of Aug 10)

Discussion of Activity of Committee/Subcommittees

Sponsorships: \$84,844 pledged. Still to receive \$13,500.

Grants: We are close to fulfilling the criteria to receive the DAR grant (\$5,000). Looking to apply for another Walmart Sparks good grant at a different location (S Minnesota Ave).

FOTB (Feed the Band): \$64,015 as of 8/10/24. Still need \$19,635 to reach goal.

Work Shifts:

- We are seeing a decline in people signing up for work shifts once Macy's payments concluded, and another decline by the second week of SPAT camp.
- Not seeing a lot of sign ups overall between car raffle and work shifts - lots are going unused unfortunately. Very few overlap on times, so it's not an issue of conflicts. Maybe it's worth having a bigger calendar conversation before we commit to summer work shifts next year compared to when we do car raffle shifts. I'm not adding new shifts - only showing what we had signed up for back in May. Hard to predict the future, I'd hate to get back to too few shifts. Could we invoice the fall season starting in May-December when sectionals start to encourage more people to do summer shifts?
- Very few people working for anything other than their ISA. Only 22 shift directed toward someone besides the student.
- I'd like to propose an upgrade to Signup Genius that would allow us to house all of the. Signup Genius things in one link (work shifts, car raffle, silent auction, SPAT camp snacks, FOB, etc.). Each section would have a tab at the top - but everyone would use the same link. We could have 10 people have a log in, \$270/year.
- Proposal made to fund upgraded Signup Genius. Moved - Sheena; second - Monte. Unanimously approved.

Dine with the Band:

- Raise \$723 from Pancheros and Chipotle. Do not have \$s yet from Culvers. Next DWTB are:
 - Wednesday, August 14 - B&G - 11am - 7pm - lunch walking taco special, Cliff/69 only
 - Tuesday, August 20 - 5-8pm - Arby's - MN and 229 only - can sell raffle tickets
- The weekly series during SPAT camp has been very well received both by the kids/families and the restaurants .
- Lunch options have gone over very well, and I would suggest doing it this way again next year.
- We've received compliments from the restaurants on how well behaved the kids are and how well we've promoted these days.

Product Sales: If we do a Krispy Kreme fundraiser, it won't be until the spring. While not a traditional product sale, Ashley Martin & Sonia Ohling completed a rummage sale and raised \$1,949.63 for Feed the Band.

Grocery Cards: Scheduled for 2x a month. July 9, July 23, Aug 6 and Aug 27 (moved a week because of back to school/open house events). In July, we had 31 students and 2 chaperones utilize grocery cards. Total amount in July towards ISA accounts - \$1180.00

Raise Right: \$1,133 YTD raised. There is also a new way to raise money for more kickback.

Chicken Dinner: Tony's Catering will be providing dinner. Cost is \$10.50/person. That is an increase of \$.25 from last year. Price point needs to be determined for adults and students. Last year we did \$20 for adults and \$10 for students. We went all online for ticket sales, but are considering printing tickets in addition for this year.

Silent Auction: Committee met in July and will be meeting Aug 13. Current focus is on soliciting donations from businesses.

Spiritwear Committee Report: by Becky Brost and Alicia Peterson - \$6,744 in revenue YTD. Online orders were distributed and in person merch sold at Breakfast with the Band. Monarch-black jackets for band members and staff/chaperones. Submitted request for sponsorship/financial assistance. ALL band members (guard, front ensemble, battery, band) along with chaperones have submitted a size (huge thanks to all who helped with this)!!

These jackets will also be available for purchase for fans of the band. Alumni performing with the band in NYC-looking into a discount code for them to use to purchase their black jackets. Student's names will be handwritten in the jackets before handing them out. We are still thinking about monogramming jackets.

Parade specific spirit wear available in September-stay tuned (online store ONLY!) Any input of options? Will have the option to ship items! Will be open 9/21-10/3. Will be delivered by October 21.

Festival of Bands: The Poppes were able to meet with Kristi Egland. Not much to share yet until after the next FOB meeting.

Car Raffle: 4,048 tickets sold as of 8/10/24

GOAL: To sell 6,000+ tickets (Last year we sold 5,500+)

Cost of Vehicle: \$18,288 (\$36,576 with 1/2 of vehicle donated). It was a little less than expected due to summer promotions. We have now paid for the vehicle. We have the title & in-transit license. The in-transit license expires 9/2/24. We can drive the vehicle until that date. We will have the vehicle at Breakfast with the Band and Preview Night. We went to the County Treasurer's office with Elli and were able to get a "Title Only" license so that the winner pays the fees and taxes instead of the LBPA. This means that after 9/2/24 whenever we want to move the vehicle, it needs to be trailered and cannot be driven. So, we will need to find a trailer to take it to and from the football game on 9/27/24 when we draw the winner. Once we have the winner's name, we can then give this info to the Treasurer's Office and get an In-Transit license. So far, we have sold over 3,800 tickets in the first 14 days. A BIG thank you to

Mr. Balta for the student challenge and taking time to sell tickets at the end of the day.

- 1,500 tickets were sold during the challenge, which covered the cost of the car
- Over 2,000 tickets were sold that day
- Overall 96% of students have participated in the raffle. Only 9 students haven't participated. Work shifts at the grocery stores have been the most successful.
- Need to encourage continued participation of raffle shifts and individual selling to reach our goal.

Events:

Breakfast with the Band: 51 dozen donuts all gone! Coffee donated by Caribou MN & 33rd. Freewill offering \$1,848.75.

Preview Night: Food trucks will be available. There will be a BBQ truck, Taqueria Juanita, SDSU ice cream, and a cookie truck. There will be a free meal for the students. We are looking for two more roasters. There will be fun and games too. Group pictures will take place too. We will change the order of pictures. Section photos will be first. Full band last. We will have a lift for the Keith, the photographer.

Individual photos: They will take place in the ensemble room on August 26 from after school until 5:30 and August 27 from 6-8:15.

Race: Dan Carlson and Michael Martin are looking into a possible race for this fall.

Yearbook: We are talking about doing things a bit differently. It will include Macy's.

Current Issues/Barriers

- Getting work shifts filled for car raffle
- Working through yearbook sponsorships
- Are the jackets just for NYC or do we want to trial them in St Louis? Could the jackets be hung on hangers with uniforms? Also input on options to have with the next online order?
- Price point for chicken dinner tickets.
- Need testimonial of a kid's life being saved through being in band for Levo (Jen McKeown).

Goals for the next month

- Keeping students and families motivated to sell tickets
- Business logos on trailers
- Continue to get donations from businesses for silent auction.
- Look at workshifts and what else can be done

Communications Report by Erin Johanning

Video - Ben Schumacher

- Ben keeps producing videos, and Erin posts.
- They are working on photos of instructors and volunteers.
- They are working on additional fun videos.

Database - Dave Herbst

- Updated 2024 class info to the Alumni Master Spreadsheet.

Web/Social Media/Marketing - Erin Johanning

- Last 28 days - FB reach of 73,000; 73 new followers; top reaching post 19,000. IG reach 4,200; 36 new followers; top reaching post was the car commercial
- Currently supporting all big areas and promoting work shifts
- Will post due dates for ISA payments
- Supporting fundraising and upcoming events.
- Updated donors on website
- Working on banners for Central Park

Booster's Report by Lori Blom

- Lincoln is increasing admission to events to \$6 for adults and \$4 for students/seniors
- Passes will be digital now and purchased through the Booster Club
- Likely will be a bumpy year because of cashless situation.
- Wonder if concessions will be cashless

Director's Report by Dan Carlson and Drew Balta

- We need to put our heads together on props to have them at Axtell this week. We need to keep them safe from vandals/thieves. We will lock the gate to the field, possibly stack the props, and take the wheels off.
- Rehearsal time with football field at Lincoln is an issue for 6 dates. We are looking at solutions. David Maxwell is working on it. September 12 is the first date. Parents might need to share concerns with the district at some point, so we will work on messages to share.
- Is the newsletter worthwhile? Parents in BPA like it.
- Dan sent out emails to alumni marchers for Macy's. They will have to do 3 of 4 last rehearsals to be able to march.

ISA Treasurer Report by Sonia Ohling

- ISA balances
 - Remaining balances on Macy's - \$14,300
 - Marching band remaining balance - \$99,000
 - 30 students full paid for both

Financial Aid -

- Three new students. Reviewed situations.
- Motion made by Monte to cover qualified amount for three students. Second by Erin. Unanimously passes.

Meeting adjourned at 5:38 pm

Respectfully submitted, Rachele Broveleit