

Attendees

Allie McCandless
Alyssa Becker
Anne Dupont

Jeff Tagliabue
John Luckenbill
Lydia McCoy

Mari Tagliabue
Eileen Karanikolas

The meeting was called to order at 7:38PM

Agenda

- Approval of previous Minutes
- Band Council Report – Allie McCandless
- Treasurer’s Report – Jeff Tagliabue
- Band Director’s Report – John Luckenbill
- Committee Reports
- Old Business
 - Band Association Bylaw Review Committee
 - Nominations Committee
- New Business
 - Online fees and our profit
 - Should we increase fundraiser pricing to include potential fees
 - Process for fulfilling online orders
 - Band Camp 2017

Reports

- Band Council Report – Allie McCandless
 - Band Council can now access online banking.
 - \$4638 in account, \$700-800 will be deducted for wristbands and other give-aways at the upcoming Marching Band Banquet. Also to be deducted is bus cost for the Mystery Event (food, Stomp Tix were already paid for).
- Treasurer’s Report – Jeff Tagliabue
 - Bank balance : \$110,349.91
 - Fundraising summary
 - Poinsettia Sale: \$70,000 vs budget of \$76,500.
 - Ad Journal Sale: \$23,000 vs budget of \$20,700.
 - Some sales in Shopify.
 - Jeff will figure out how to pay the Poinsettia vendor and how to pay for trucks rented.
 - Jeff will write a check for payment for the MB banquet and send cash for tips.
- Band Directors' Report Jeff Haas & John Luckenbill
 - MB banquet Thursday, December 1.
 - Next week is Band Concert.
 - Bergen County band auditions were 11/29/16 (hoping to beat previous record of 23).
 - Downtown for the Holidays Friday, December 2.
 - Poinsettia delivery day Saturday, December 3.
 - Final football game Sunday, December 4.
 - Clean up day Monday, December 5.

- Barclay/Legends classic was 11/21, 11/22. Went very well. Kids had a great time and RHS received a very nice letter from the organizers complimenting the group.
- Big Issue about Timberlake Band Camp
 - take home message is that Timberlake is raising the per night cost from \$55/nt to \$57.50/night - \$287.50/student but considering that parents and staff members costs must be covered and there is 1 free camper for every 10 paying works out to be \$328/student (taxes won't have to be paid because as a school we are tax-exempt).
 - Last increase in band fee was 3 or 4 years ago from \$600 to \$650.
 - options:
 - go to camp for 4 nights instead of 5 – (not a favorable option as so much work gets done at each day of camp and it is really special for the kids)
 - investigate other camps for future years (but we love Timberlake)
 - cut out at camp activity like ice cream night and instead have free s'mores night (which was offered by Timberlake)
 - cut back on other MB line items (props, food budget)
 - have more stuff/food donated by parents
 - raise band fee from \$650 to \$700.
 - it was mentioned that in the past RHS stated all groups might have to pay for their own bussing, for MB that is about \$35-38,000/season.
 - short term decision was to have Mr. Luckenbill sign the contract with Timberlake for 5 nights of camp and more analysis will be made about how to pay for it.
- Ad Journal – Lydia McCoy
 - Total sales \$23,000.
 - increase in total sales thought to be, in part, from color ads.
 - 165 Ads (a 10% increase from the 2015 total)
 - 2 donations and a sales total of \$23,000.
 - 65 Families bought &/or sold ads.
 - Parent “blitz” was not a success, low participation rate, low sales.
 - Applebee's did not buy an ad – now must go through corporate and need 6 wk lead time
 - The Ad Journal is just about ready to go to print thanks to the talented layout work of Emily Vandalovsky

Reports Submitted via Email

- Treasury – Jeff Tagliabue
Bank balance: \$110,349.91

Fundraising summary

Poinsettia Sale: \$65,966 vs budget of \$76,500. (Net miss of about \$4,000)

Ad Journal Sale: \$15,795 vs budget of \$20,700. (Net miss of about \$4,000)

Band Merchandise: \$9,499 (Includes poinsettia sales that went through Shopify). There was no budget for band merchandise.

- Poinsettia Sale – Lorissa Lightman

Delivery day is Saturday and then the plant sale is almost done! It's been a great season and we've raised over \$70,000 in total including both student and merchant sales. Today we delivered to the

local businesses so they are already enjoying their plants. People seemed happy and excited to receive them, and I may have gained a new customer or two just by being seen carrying the plants. Now we just have to get through Saturday. Everything is going smoothly, but we still need food donations for the hospitality table. Additionally, we desperately need 1 more driver to deliver to the top 10 sellers. An email was sent out asking for a driver, but no one has volunteered so far. Otherwise, it's been a great sale and I've enjoyed working with the band community to make it a success.

- Hospitality – Laura Galis

The Marching Band Hospitality used the remaining budget to provide meals and snacks for these events following the previous report:

1. Pre-competition lunch and water, competition snack, pre & post performance water - Ridge, Oct. 29th
2. Pre-competition hot catered meal and water, competition sandwiches and snacks, pre & post performance water, Nationals, Allentown, Nov. 6th
3. Pizza and water for about 170 kids for the 7/8 grade Band Day, as well as snacks and water for the same number of kids during the football game - Nov 5th.
4. Snacks (most parents-donated, thank you) and water for 2 playoff football games.

- Ad Journal – Lydia Neff

It was a successful year for the Ad Journal...

165 Ads (a 10% increase from the 2015 total), 2 donations and a sales total of \$23,000. 65 Families bought &/or sold ads.

The Ad Journal is just about ready to go to Print thanks to the talented layout work of Emily Vandalovsky!

Discussion

- Old Business:
 - Band Association Bylaw Review Committee
- Nominations Committee
- New Business:
 - Online fees and our profit
 - Should we increase fundraiser pricing to include potential fees? We are charged 2.9% +30cents/sale so we are not making as much as we think with online sales.
 - Need to think about profit margin, adding service fee, cost/benefit ratio.
 - Need eCommerce Chairperson to be a gate keeper and manage orders!
 - Need to consider adding more merchandise: flags, hats, long-sleeve t-shirts (and maybe students need to pay for their own gloves, they keep losing them. Or maybe they get 2 pair/season free and then have to pay \$5/pr for additional gloves.
 - Gift/Donation Request Form.
 - Should be completed for each purchase (ie trombone purchased 2016), It is good for PR and for the Board of Ed to see what costs they are not covering. It can cause additional work down the road because to discard instruments you have to go through gov.com, but it would be worth it.

Minutes – 11/29/2016

- This brought up another point- Dr. Gorman contacted Mr. Haas and Mr. Luckenbill that the school is hoping to raise 1 million dollars for improvements. \$100,000 will be earmarked for the band program. (the last big purchase was 1996 about \$90,000.)
- 2 gift cards were given to Mr. Luckenbill for expenses. \$500 each (one intended for Mr. Haas)
- Next Meeting scheduled for January 3, 2017.
 - Will discuss budget and final sales numbers. If there is a surplus t/c what to do with the extra money. Maybe put towards next year's trip (Va Beach?, Boston?, Philly?, Wash DC??) should be driving distance and in the \$700 to 800 range.
- Thank you to Alyssa Becker for recording the minutes in my absence.

Submitted by Jim Moran
RHS Band Association Secretary