

Naples High School Band Boosters Board 2023-2024

December 4, 2023 Naples High School Band Room

Agenda Items

I. Welcome

Joy Zellers Rautenkranz

Meeting called to order at 6:02 p.m.

Attendance

Board Members Present: Joy Rautenkranz, Corinne Strubel, Leigh Tahirovic, Kristen Sonneborn, Dina Moon, Maria Chu, Jessica Ryon, DeAnna Bickford, Erin Dever (via phone).

Guests: John Perkins, Angie Perkins, Cindy Mogelvang, Stephanie Jones, Sebastian Villacis, Peggy Steel (CFS)

Absent: Nicolle Medina, Beth Finn

II. Review and Approval of Minutes

Joy Zellers Rautenkranz

1st motion: Dina 2nd motion: Leigh (Passed unanimously)

III. Board President Update

Joy Zellers Rautenkranz

- a. Christmas Parade student call time is 3:00. Chaperone call time is 4:00. Joy said the trailer is decorated, and she purchased 1500 candy canes for distributing to the crowd. The City of Naples has pushed all bands back in the line-up because of CCPS buses not being guaranteed until 5 p.m. We will send our trailer to hold our spot, then as soon as students get off the bus, they need to be ready to line up. Mr. V. said that if it's warm out, the band doesn't need to wear hats. Corinne said that the weather will be nice. There was discussion about wearing plumes vs. Santa hats, and all agreed on Santa hats which we store in the cage. Ms. Mogelvang said they can also wear their own festive hats. Joy asked if Mr. V. will let the students go back to the route to watch the rest of the parade as Mr. Grieb used to do. Mr. McGuire was the opposite, and took them right home on the bus. Mr. V. said they will get on the bus because the bus drivers are on the clock.
- b. Picture Day December 7th: The photographer will be set up for taking pictures of the choir on Wednesday and will move to set up for our band pictures afterwards. Pictures will take place during class time. If students know they won't be at school on Thursday, they can have their photo taken on Wednesday with the choir instead. Band staff must come in for their photos by 6th period, or they won't be included in the framed photo. Joy will be there all day to help.

IV. Band Director Update

Director Villacis

- a. Mr. V. asked Leigh how students know how many Fair Share hours they have. Leigh said she would like to meet with Joy because she was unaware that families were guaranteed a reduction in our band fees for volunteering. We are running a deficit already, and this might make it worse. There was a lengthy discussion on what had been established in the spring of last year, as well as the commitment forms parents had already signed. It was determined that we will need to provide accounting to parents after winter break to make sure they know what's left to pay.
- b. Regarding Indoor ensembles, Mr. V. will not hold Indoor without a minimum of 15 winds and 15 percussion. At this time, we do not have the turnout. The cutoff date for signing a commitment form and paying spot deposits will be December 14th. The only way to get their spot deposits back will be if we fold the program. Joy said if we don't get 30 people, we will lose \$650 in advance fees, but without that number will not be able to put on a great show and will fold the program. Aubrey Rogers and Golden Gate folded their programs too. We estimated a budget of \$9,000 which includes staff, and we are charging only \$375 per participant. As of right now we have 12 winds/14 percussion/3 guard. Mr. V. talked about going with one group if we have enough participation in that ensemble, but at this point it doesn't sound financially possible. Jessica asked what the incentive is to be in Indoor. Ms. Mogelvang said they get to go to Daytona. Last year, Indoor Winds took 1st place in everything because they were the only competitor in their class. Mr. V. said this year, there will be more competition. Dina said if we go ahead with it, we need to have a conversation about Stryke and coordination of competition times and dates. Mr. V. said we will work it out.
- c. Mr. V. forwarded an email to Joy and Ms. Bickford regarding potential out-of-state trips next year. DeAnna said Box 5 is a good company. Joy said she would look into them. Mr. V. would prefer going to TX. He wants to start working on that after winter break.
- d. Mr. V. is going to register for the All-State conference and needs reimbursement. He will need to pay hotel fees for 2 chaperones, the student, and himself, plus their registrations. Corinne said she would pay for her own hotel room.
- e. Winter concert: Mr. V. asked if any parents help with the program design. Ms. Mogelvang said in the past, the previous band directors made it. Mr. V. said he will take care of it. Joy said we are going to ask for a suggested donation of \$5 per person to attend the concert. We will rope off the front rows for those who want to pay \$10 for Reserve seating. Joy will need help from the Board with ushering during the concert and setting up beforehand. Mr. V. would like the audience to stay in their seats when the students are performing. Joy said she was thinking about doing a 50/50 raffle. Dina said we have to be careful with the word "raffle", because CCPS doesn't allow gambling. Mr. V. said there will be a student emcee. He wants to sell shout outs for them to read in between selections. The concert is at 7:00. She wants us there at 6:00. Call time is 5:00 for the students. Corinne asked about the hot chocolate bar mentioned for after the concert. That has been scrapped. Dina offered to do it for the student party instead.

IV. Band Director Update (cont.)

- f. Mr. V. said right after winter break, it will be MPA season. There will be entry fees to pay. He will also need chaperones. The schedule is as follows: February 2nd is Rhythm and Blues. February 16/17--Aubrey Rogers—Solo and Ensemble/Guard S&E/Jazz MPA. March 7--Concert MPA at GCHS. Gulf Coast High is also having a jazz festival on 1/27.
- g. New Uniforms: Joy said the first design of our new uniforms was turned down by Mr. Pardee because we used black which is not an approved NHS color. Ms. Lee and Mr. Menento are part of the design approval process as well. Joy wondered why when a school team makes changes to their uniform, only Ms. Barone and the coach of the team decide. Why do we have to have so many? There was a second design proposed, but we have not heard back from Mr. Pardee since their last meeting on Oct. 25. Joy wrote to him. Mrs. McGuire is concerned because we've been taken out of the uniform conversation. Mr. V. should have some say in it as the director. Our Board should have a say in it because we are paying a substantial amount of money for them. The decision must be done by Dec. 31st. Mr. V. said the longer we wait, the pricier it will be. There is a 30% increase in fees in January. Joy said we definitely won't get the new uniforms by the start of the school year. For reference, Barron ordered theirs last November and it took 13 months. If we don't order soon, we won't have them for the entire marching season. We were skipped over this year because of the new high school, so that makes two years in a row. We want to purchase 150 uniforms. We are planning for growth. We can keep the old uniforms and sell them or make them into pillows/bags for the auction.

V. Financials

Leigh Tahirovic

Operating: \$ 5,701.38

Reserves: \$143,502.04

- a. Financial Report: We made \$66,173.68 in concessions to date. Last year at this point we made \$93,579, but we had more away football games this year. The total allocated for staff fees is correct. We didn't use as many staff this year, since Mr. McGuire had estimated a bigger staff budget overall. Ms. Mogelvang said that Mr. McGuire didn't put any Indoor expenses into the budget because he wanted it completely separate. Joy asked about six students who had not paid their fees for Busch Gardens. Leigh has talked to 3 of them individually. DeAnna said we need to be clear about what families still owe so that there are no surprises.
- b. We received a \$250 check for the Jazz on 3rd performance, and we received \$100 in tips.
- c. Joy received a notice from the IRS to pay Sales Tax. We need to meet with our accountant because our year-end taxes are due. Angie said the accountant needs to do specific things at the end of the calendar year, and specific things at the end of the school year in June. John said he received some past-due notices from Coke. Apparently his name is still listed as the band contact. Leigh said she has paid those.

VI. Concessions

Beth Finn and Jessica Ryon

No students are signing up. We need to incentivize it. Ms. Mogelvang suggested we tell those that haven't paid their Fair Share hours in full that they can't buy a prom ticket, walk for graduation, or get a parking spot. Joy said we should send out something to the kids before break, so we can start the conversation and discuss what balance is remaining.

VI. Concessions (cont.)

Leigh said Cuttime doesn't reflect credits for concession hours. Erin said she has a spreadsheet. It lists those who paid \$200 vs. \$600 in fees at the start of the year. Soccer is still going on until the beginning of Feb. with playoffs. Then track and lacrosse start. Track has one huge event similar to SWFL Music Games called the Eagle Invitational in March. It starts at 8 a.m. and ends around 8 p.m. We will need lots of volunteers. There will also be a spring football game. Joy said she felt like we run "scarce" with supplies in concessions, and at the final football game we ran out of everything. Joy also feels uncomfortable with those working register having to share one Zettle in home concessions. Jessica recommended getting new ones. Joy said we never got the replacements for the broken machines back, so we are frustrated. Joy told those who work register not to push the "No Tip" option on the Zettle at the end of the transaction, but rather to turn the machine toward the customer, and let them finish the transaction. They will more often than not leave a tip that way. More money for us. Stephanie said she is aware that at least one high school charges more at visitors' concessions than home. Corinne asked how we know what items are "good sellers". Jessica said on home side Chick Fil-A is popular. Dunbar wants more nachos. Barron wants more hot dogs and hamburgers. Jessica said we need to raise prices on Chick-Fil-A. The restaurant price is going up next year. We should price cheeseburgers higher than regular. Corinne asked if all band directors in Collier County should have a conversation about concessions and fees and share information. Leigh said maybe we should be reaching out to the Booster clubs instead.

VII. Volunteer

Erin Dever

Nothing to report. Erin is having a hard time filling volunteer slots. She puts FS (Fair Share) on each individual sign up. She wants to keep that going.

VIII. Fundraising

Dina Moon

- a. Cherrydale sales: \$2,309; Chick Fil-A said that they sent a check for our spirit day, but it hasn't arrived. Dina asked Leigh if their check had arrived. Burntwood Tavern also said they sent a check. Dina will contact Buff City Soap.
- b. Rhythm and Blues Dinner February 2nd: Catering confirmation from Cosmos. If we include pizza for the kids, it will be \$1,800. Without the pizza, it would be \$1,500 for 100 people. Menu will include chicken piccata, meatballs, penne pomodoro, salad, and bread. We need to tell Erin to make volunteer slots for that evening so we can get kids to serve the meal. Joy requested a budget for the event. She originally tried to change the date of R&B dinner because of her graduation. It didn't work out, so she can't be there. She has provided several items for the auction. Nicolle is working on a spreadsheet with donors for the auction. Joy asked if the auction device/company has been identified. Leigh said she prefers to keep it the same as last year. Joy asked if we should have paddles for an auction with donations directly to the band. Angie worried that people won't give money for that because they want a tangible item. Joy said it would be at the end of the evening, moves fast, and is done in less than 5 minutes. We would need people to write paddle numbers down and someone to emcee. Maria said we should bring our dented instruments along to show everyone how bad they look. Ticket prices for Rhythm and Blues are set at \$35.

VIII. Fundraising (cont.)

- c. Fundraising Opportunity: Mr. V. forwarded a mattress fundraising opportunity from Custom Funding Solutions (CFS) via Peggy Steele who was present at the meeting tonight. Peggy made a brief presentation. It is a one-day event. No door-to-door selling or order forms. No cost to us. They bring a showroom to our gym/band room/cafeteria. Brand new, brand-name mattresses, all sizes. (\$300-1000 cheaper than the same mattress sold in stores.) They do the delivery. The only thing we do is hold a parent meeting, and ask all parents to reach out to friends/family and everyone they know who might need a new mattress. If every student brings in one person, it is successful. CFS provides the flyers and banners for the school, yard signs for our homes, and texting/email/social links for us to post. They set up sale at 7 a.m., and it runs from 10-5. They also sell pillows, sheets, protectors, and bean bags. Students receive bonuses for referrals. They can get gift cards, cash, or put it directly in their accounts. Every school raises between \$5K-\$10K. Target is 25-40 mattresses. 2-3 weeks to deliver. School gets their check 2 weeks after event. Mattresses are warranted 10-20 yrs. They will replace it if anything goes wrong. Dina said they offer extra discounts to teachers/military. Joy asked if Peggy had been to any schools in our area. Peggy said not since pre-COVID. Joy wanted the Board to vote on it. Sale would be scheduled for after Rhythm and Blues and before snowbirds go back up north.
- d. Dina would like to do another spirit night in December, but we haven't heard back from Brooks Burgers. Joy asked to postpone to January.
- e. Corinne needs to know budget for students' Christmas party. Joy said there isn't one. Corinne is getting chicken nuggets from Chick-Fil-A. Joy will post on Group Me for us to donate. They will be eating in the choir room and in the hall. They plan to have games. Mr. V. will be in charge of chaperoning. Nicolle will provide backup.

Meeting adjourned at: 8:29

1st Motion: Dina 2nd Motion: Leigh (Passed Unanimously)

Next Board meeting: January 2nd, 2024, 6:00 p.m., Band Room.