

McNeil Band Boosters

Executive Board Special Meeting

DATE: Monday, August 26, 2019

Call to order: 6:35pm Adjournment: 9:28pm

Present: Lana Harris, Olaf Roepke, Jason Dimiceli, Jennifer Dimiceli, Velma Metz, Kryn Contello, Roxanne Pena, Jennifer Macaulay, Siv Manda, Vanessa Amaya, Michele Burton, Ginny Lucich, Deidre Brown, Laura Ellason, Christopher McCarthy, Joshua Munoz, Michael Champagne (after 7:30)

WELCOME: Meeting was called to order by Lana Harris to discuss this year's budget concerns and figure out what we need to do to make it through the year. We have a large budget deficit for this year. Budget vs Actuals spreadsheet shows a huge loss last year on Everything Day and this wasn't discovered until this past July. A mistake was made on the expense side of last year's budget to where Everything Day fees were counted toward money in but didn't have the same amount on the expense out. When last year's budget was used to create this year's budget, the same mistake was made again.

Everything Day fees are pass through items (things we charge students for that we then purchase). The Everything Day spreadsheet shows we had \$86,297 in pass through items. This same amount should have been on the expense side of the budget as well but it was not.

We have no reserve now. We made up some of the loss with the large donation match for the crowdfunding fundraiser last year but are still left with a net revenue of -\$11,837. We will have to bring in more income and cut expenses where possible to get to a balanced budget. Jason is making cuts where he can but some things can not be cut. He has come up with about \$12-15,000 of things he planned to spend that he can cut back on. Chris' Colorguard position now being largely funded by the district will help, as this is money we had budgeted to spend. We can possibly reduce our change fund for concessions and BOA. We can ask families who are receiving lesson assistance if they can pay a little more towards their child's lessons. Jason said he can ask the bus company if we can pay after McAllen trip or half down and the other half after.

Urgent concern is dealing with our cash flow in the next few months as several of our fundraisers are not until Spring. We have \$32,000 in the bank as of today. There are two additional Everything Day deposits to be made, one in September and one in October for a total of around \$16,000. We owe Cedar Valley \$8000 and there are some other outstanding things owed, leaving around \$21,000. Our known liabilities (money owed or upcoming expenses) for the coming months is more than our potential income in that same time period. And there are upcoming expenses like paying techs and lesson teachers that are top priority. We have some crowdfunding money coming in and game concessions and BOA Austin. But it all depends on

when money comes in and when we have to write checks. We also need to build up our reserve.

Some suggestions of ways to increase income (no limits to how many fundraisers but must get admin approval and need 3 weeks' notice to get advertising in school newsletter):

- Start a campaign of trying to get corporate sponsorships, calling or visiting area businesses. Chris mentioned this being more effective if students participate in this. Have incentives like giving them a logo shirt, a framed photo of band. Find parents who have experience with grants and fundraising.
- Spirit Nights once a month
- Selling the 2 popcorn machines and hot dog machine we are no longer using for concessions
- Getting HEB to donate meat and doing BBQ plates
- Car wash
- Coupon books: Ask each student to sell 5, but cannot approach those who just donated for crowdfunding. Go door-to-door.
- Some type of grand opening event for the new facility and sell tickets
- Sell some kind of nameplates or something to display in new band hall
- Ensembles of students (15 or so) play (fight song, etc) in front of personal homes. People would pre-order or can pay for the students to play somewhere else.
- Round Rock Band raffles a car and makes a lot. Find out if any parents have connections to raffle things like a Smart TV or other large items.
- Directors make a pasta dinner and sell tickets. Have The Recreants play.
- Set up something where alumni could do a \$5-10 monthly auto draft donation. Would need to form an alumni organization and have someone run that.
- More parents volunteers for concessions and already-planned fundraisers
- Get more families signed up for ShopWithScrip (currently only 8 signed up)

The difficulty is we currently have no VP of Fundraising and someone would need to organize and run any additional fundraisers. Deidre Brown made a motion to form an ad hoc fundraising committee to include herself and Roxanne Pena and Vanessa Amaya. Vanessa seconded the motion and all approved.

We need a budget committee to create a new balanced budget that will then be approved by general membership. Currently no one is keeping track and really looking at the big picture. It's more of a month-to-month. This task is too much to ask of the treasurers. Audits don't look at our overall financial health. Having a finance committee could help with this. Wayne Contello and Sarah Carriker volunteered to be on this committee and anyone is welcome to join. Further discussion needs to happen on what exactly this committee will be charged with. We don't necessarily have to pre-approve expenditures as long as we have the list of known liabilities and don't go over.

More discussion will take place at the Executive Board/ Leadership meeting next Thursday Sept. 5th.

MEETING WAS ADJOURNED AT 9:28pm

Minutes Approved Date: _____ 10/8/19 _____

Motion: _____ Velma Metz _____

Second: _____ Michele Burton _____