

Lakota West Upbeat Meeting – September 19, 2019

Approved Minutes

Exec board present: Candi Vance, Jen Daiker, Rebecca Yoby and Julie Horn

Director's Report – Andy Carr

- Mattress sale is Saturday – we can help by sharing with social media and placing yard signs out; announcement will be made at football game; kids get jacket and cash prizes for successful referrals
- Band Night – Friday, September 20; 140 8th graders; approx 45 non-marching band freshman; Pregame - 8th graders (2 songs) followed by normal pregame
Halftime – 9th graders followed by competition show
- Homecoming – post game competition show
- BOA Ball State – will take school busses; approx. 25 bands competing; think we will make finals (top 10); in BOA, we're just barely in the top class AAAA (1751 students+ in grades 10-12) in Mid-States we're way into OPEN class (90 band members or over); Upbeat rented gym in nearby middle school to hang out in, each lunch, keep stuff
- BOA Grand Nationals – Indianapolis; 3 nights at the same hotel this time (not split between 2 hotels); if football team makes it into playoffs – may need return to Ohio to perform on Friday; have flexibility built into the schedule; would be no expense to band; would not go at all if it conflicted with our performance time
- Concert bands – doing well; fall concert has all bands together at main campus; freshman bands will do a couple of tunes as they have been concentrating on Band Night music; gives freshman opportunity to hear upper class bands
- Marching band
 - Got more drill yesterday; sped up tempo
 - OMEA is not on the schedule this year; it's a dying breed so it's hard to find competitions near us; OMEA penalizes you if you don't have enough minutes on the field; Mid-States you gradually put the show out and add to it as the season continues
 - Saturday, October 19 – two competitions in one day; Colerain in late afternoon (approx. report time 1p) and Centerville in late evening
 - Shadows – march everything but competition shows; march all football games; involved in all other aspects of the band; will go to Indianapolis as well; sometimes you know of change in advance; sometimes the day of the show; once props are on the field – shadows will have something to do and not just stand on sideline; can switch at any time based on how they're performing; injuries; student who quit; usually don't end up as a shadow for more than a single season;

President – Candi Vance

- Meeting called to order at 7:05p
- Recognized new members present

Secretary – Julie Horn

- Motion to approve August 15, 2019 minutes by Shirley Lam Wong-Liong and seconded by Marianne Falk; motion carried

Treasurer – Candi (filling in for Beth Dodson)

- Tag Day we did amazing; \$3,300 higher than last year
- Split the Pot off to a good start; \$350 last week; need help to sell this week
- Insurance has been renewed
- Motion to approve the August financials by Monique Penney and seconded by Shirley Lam Wong-Liong; motion carried

Mattress Sale – Candi

- section leaders setting up time slots for kids to volunteer

Pit Crew – no updates**Spirit Wear – Candi**

- Sandra Shirk in the stands with spirit wear orders; proud parent shirts delayed – hoping to have by next week
- Show shirts for kids – not know when they are coming in; separate order from spirit wear

Chaperoning – Monique Penney

- Indy trip
 - first time for applications; lets you know what expectations are; will balance out experienced vs rookie chaperones; will need background check within 3 years which are paid by Upbeat (don't get one until you're selected)
 - chaperones are in double rooms (approx. \$689) but will get price for triple since it's a suite hotel (2 double/1 sofa bed);
 - Upbeat will subsidize approx. \$240 per person based on 15 chaperones;
 - applications due Oct 4; half money due October 18; final payment due November 1;
 - Kids not subsidized by fundraising; it pays for uniforms; props; pizza; drills; band camp food; renting middle school gym at BOA Muncie; trips are paid 100% by parents
 - Will be a parent meeting with Andy and a medicine drop off time with nurse
 - This trip would be eligible for Angel Fund; application will be available online; for family's that demonstrate a need; reduced lunch; letter submitted to upbeat with insight to the family's situation; name will be redacted; exec board votes; trip can be covered or partially covered; fund was developed two years ago with funds from Tag Day to help with band fees and mandatory trips
- Competition Chaperones needed on Nov 2 and Nov 9

Marching Band Uniforms – Amy Koenes

- Kids love them and looking great; judges commented on how it looks in visuals
- it's a learning experience on what works and what doesn't; how to hang; etc
- show shirt will be in the end of September

Concert Uniforms – Katie Smith

- All students are fitted; lots of alterations; will be back next week
- Bow tie/cumberbund – lots of kids forgot money

Uno's / Taste of Music – Candi

- Oct 2 – Cane's – competition against Mason Drum Line; Mason brought in \$1,800 in sales
- Oct 15 – Uno's – must present flyer
- Nov 5 – City BBQ (it's an off day for school)
- Dec – Uno's
- Jan – Main Event
- Feb – Uno's
- Mar – Chipotle
- Apr – Uno's
- May – open for ideas – give suggestions to Stephanie Christian

Communications/Calendar/Web – Barb Warne

- Revisit alumni band for homecoming next year; t-shirts with graduation year and instrument
- Honor groups – have out there and promoted
- Concert programs – Phil Leisure working on for the October 8 concerts
- Help needed:
 - to search through photos and put into folders for future use
 - create graphics to post on Facebook
- Ridge Roast has been discontinued

Sponsorship – Phil Leisure

- Uno's / Taco Bell - \$6,000
- Sponsorship team started last year; got off ground but spent the last month chasing our tail; various pieces and parts to follow up on; struggled with timing of the calendar as most people associate us with the marching band
- Concert programs – Genevieve Sanzi helping with the design; still the same size, presented rough draft; there will be a separate sponsorship flyer to go inside the program; alumni parent offered to print 1,200 programs for \$450
- Sponsorship logos for truck – magnets don't work on aluminum wrap on the truck; working with supplier; confident on movement; cost approx. \$400 to get graphics printed and put on truck
- Looking to build off this; selling opportunities at the end of marching season and loop throughout winter until the next marching season

- Inward facing – folks with kids involved in the program (parents, grandparents, alumni; folks going above the normal for the band)
- Outward facing – those that don't have a relationship with the band; want to bring these folks in; plan to focus on leadership – “leader's aren't born, we're making them”; focus on student leadership; tap into local companies (CEO, CFO) asking companies to sponsor our kids to develop relationship to support the kids; need to use people in our organization to get contacts of people at outside organizations
- Open to selling billboard exposure on the second semi trailer that parks in band lot (starting at \$10K)
- Montgomery Lincoln – test drive cars – 1 drive = \$20; 2 drives = \$30; survey can make \$6,000 - \$8,000; scheduled to do during pancake breakfast
- Selling fact of kids going to BOA Grand Nationals; Winds kids going to New Orleans
- Plan for profits? Once we generate funds we would figure out where they go; still in beginning stages of sponsorship drive

Current openings – Candi

- Jazz n Cakes lead
- Swing dance shadow - December 13; solicit for prizes; set up the day of event

Audit – Jen Daiker

- October 7

New business – Candi

- Possible marching band trip next year under consideration at this point to Tostitos Fiesta Bowl, New Years Eve in Phoenix;
- Next meeting: Thursday, October 17
- Motion to close at 7:57p by Shirley Lam Wong-Liong; seconded by Jon Penney; motion carried

Attendance: Jay Kreimer; Shannon & Michael Ellingson, Genevieve Sanzi; Barb Warne, Phil Leisure; Katie Smith; Tracy Dawson; Amy Koenes, Amy Ovitt, Audrey French; Jen Fields; Jim & Marianne Falk; Monique Penney, Jon Penney, Shirley Lam Wong-Liong; Lesley Ferguson, Charlie Ovitt