**ZBB Board Meeting Minutes**

**Monday, March 2, 2020**

**6:30 p.m., Band Office**

Attendance: Tom Landrum, Steve Wilkie, Stuart Carter, Tracy Coussens, Mark Enerson, Tom Stucky, Susan Nickel, Ellen Bailey

**Approval of February Minutes**. Steve motioned to approve February minutes, Susan seconded.

**Program Coordinator - Jeff King not present but we began with discussion regarding Winter Showcase.**

Winter Showcase is 3/7 at 7:00. The state approved our 50/50 raffle. Tom L. had roll of raffle tickets we can use. According to Mark Enerson, kids can sell tickets, put the pulling of the winner has to be Tom L, Tom S, or Mark E. Raffle Tickets are $5 each or 5 for $20. IP students can sell tickets during breaks between groups. Only those 18 and older can buy tickets. Discussion about pulling 5 tickets and then selecting a winner from those 5. It was agreed that we would not do that and just pull 1 ticket as the winner. Also, the winner must be present to win. Question: Does Jeff have people to man ticket table?

**President - Ellen Bailey**

2020-21 Band meeting will be on 4/27. It was discussed that this meeting should be for new families only. Registration will be through an on-line link. It is important in the meeting to discuss student account opportunities (earning money to off set their fees). We also need to be able to recruit volunteers. There was discussion on if we should have a question and answer format. It was requested that Tom L. only talk for 4 minutes. Tom L. said that the middle school directors have an e-mail to send out to the 8th grade students. The e-mail contains a link to a google form where students can indicate their intention for participation for next year.

Discussion on who is coming back to the board next year. Tom S. is not. Tom S. would like the sponsorships to be updated on web site. Ellen can do this if she has the files. When thinking of recruiting for Tom S.'s position, the Board is wondering if securing sponsorshIps is that the biggest part of that job. Tom indicated that it depends, on who is in the band. Not as big a portion of budget comes from sponsorship. Tom had an issue this season that came from a single sponsor who was upset with ad in the fall and then didn’t raise a complaint until winter guard show. It was discussed that perhaps Nicole Quinn could be a possible replacement. Tom S. will be happy to transition to new person.

Discussion on trouble getting volunteers for PAC concession. The group brainstormed on ways to incent vs. penalize people to volunteer. One idea from Steve was to increase fees and make volunteering 9 hours per family a requirement. The group did not seem to want to increase fees. It was suggested that Stuart should include the PAC Concession sign up genius link in his e-mail to parents with their fee statements.

**Vice President - Tracy Coussens**

Nothing to report

**Secretary - Becca King**

Not present

**Treasurer - Steve Wilkie and Stuart Carter**

Steve is behind, but is working on catching up. Steve expects Winter Guard show will generate $12,000 - $13,000 in profit. Three items from go fund me have been purchased (Tuba, vibraphone and bass clarinet). Steve needs to talk to new accountant to write tax extension.

Concessions are not updated on profit and loss statement. Tom S. asked about income collected – which does not include amount in student accounts. Steve would like us to encourage people to make a single credit card payment on website so we don’t incur multiple transaction fees.

Budget discussion for next year – the director’s discretionary fund was created so that the board does not have to approve individual purchases, such as fabric for the moon that was made this marching season. Tom L. will tell the directors “pretend you don’t have the money” and expecting that something will come up. Tom L. would like to consider the director's discretionary fund a “rainy day” account. The message to directors is "don’t spend the money up front". If the director uses all their money too fast, the board will be hesitant to approve additional money.

There was a brief discussion of the possible expense of motor coach for transportation of indoor percussion students to WGI due to schedule changes. The coach could cost more than $5000. Tom L would rather spend money on a tuba…not a motorcoach. As it stands currently, the band needs more than 3 mini buses (white, school-provided) for the trip to Ohio. At this time, the school is not willing to allow the band to use 4. Also, finding a fourth driver will come into play. Renting a van is also an option.

Tim Cavanagh money is not in yet from the PAC but Steve sent the W-9 sent on Thursday 2/27. Tim C. sent a nice e-mail to Steve thanking him for the opportunity and giving his best to the organization.

Another budget item to work out for next year...the school district approved additional ECA funds beginning with the 2020-21 school year. There is a new Indoor Percussion director stipend plus 3 marching band stipends. Tom L. wants to talk to Steve and Jeff about this. Steve wants to make sure that the ZBB doesn’t double pay the supplemental director. The plan is to pay the directors the same in total.

As another example of the school support for the band program, Tom L. said that Tim East said that the old auditorium could be converted into use for winter guard and/or indoor percussion. This is second hand information. It is hopeful that we could have 40 kids in winter guard.

**Fundraising - Tom Stucky and Mark Enerson**

Mark asked if on the next band concert, if the sponsors could be printed on the back of the program. Fundraising is looking for sponsors for next year.

Go Fund me is wrapping up. The Go Fund Me will occur every 4 years. Dine to donate is still happening and Jill Winkelman continues to do a great job organizing these events.

**Hospitality - Susan Nickel**

Thank you for an outstanding hospitality room for the winter guard show! Chick Fil A donated 175 sandwiches for hospitality and they were gone quickly. Zionsville Pizzeria provided pizza which was really good.

Susan would still like a key to the super secret closet and access to Charms.

Susan asked if the marching competitions were set yet for 2020-21. The answer is no, they haven't been set yet.

**Director - Tom Landrum**

The adult pep band was a great success. All entries at ISSMA state earned a gold rating!

3/17 is the start date of jazz band auditions. The Silver jazz band going to ISSMA Saturday 3/7. Symphonic band is going to ISSMA on April 24. Wind Ensemble is going to ISSMA on May 2.

May 1 is Jazz Jive and Java. May 4 concert (awards and paddles presented) there will be a spreadsheet with information on it. Eve Gill will be able to help Tracy with this.

Winter Guard has been promoted to open class based on last year’s results. They are very competitive this year even in the higher level competition. Brayton is doing much better about working hard and not causing stress. Indoor Percussion are in A class and killing it. They may have to be promoted to open class but it depends. The show is written to be an A show, not an open class show. The issue is that the change in class could impact the Dayton WGI trip. Currently, Zionsville is “under review". Tom L. feels good about the staff that we are paying.

Middle school programs are doing well thanks to Jeff King. ZIP is in festival class and the audiences love them!

There has been very little drama in the winter programs this year.

Dianne Ressler will be in charge of collecting concert wear after the final concert. She needs a spreadsheet electronically.

Drum Majors for 2020-21 are: Emily Stucky, Annie Zinck, Henry Walker. Adam Parrish and Jeff King helped Tom Landrum make the selection.

Tom has a very large check in his office for $9175 from Mattress Sale. This is meant to be used as a marketing prop for next fall's mattress sale.

Next meeting April 13 at 6:30.

Meeting adjourned at 8:30.

**Next Meetings (tentative): April 13, May 18**

**Upcoming Events:**

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| 3/4 Panda Express | 3/16 Band Concert | 4/24 or 25 ISSMA Band |
| 3/6 Winter Showcase | 3/18 City BBQ | 5/1 Jazz Jive and Java |
| 3/7 ISSMA Jazz Contest | 4/17 or 18 ISSMA Band | 5/4 Band Concert |

Respectfully Submitted,

Ellen Bailey