

Nashua High School South
Music Boosters Association
General Membership Meeting
August 10, 2010

ATTENDING: Carolyn Kasten, Phil Kasten, Eileen Hirsch, Ann Peters, Christina Humber, Kevin Boghigian, Barbara Griffey, Lori Lerude, Sean Neary, Robin DePaolo, Gary DePaolo, Tina Sawyer, Jennifer Ireland, Deb Defresne, Tracie Brann, Laurie Heskett, Lorraine Alfred, Karen Martin, Joanne Lake, Lori Katsiaficas, Susan Harding, Julie Williams

Meeting called to order at 6:40 pm by Carolyn Kasten.

1. APPROVAL OF JUNE MINUTES: A motion to accept the June Minutes as posted was made by Sean Neary and seconded by Ann Peters- motion passed unanimously.

2. PRESIDENT'S REPORT: CAROLYN KASTEN

Parties: The Music Boosters typically hold two themed parties per year; a Halloween theme in the fall and a Luau in late winter. Parties are for Nashua High Music Students only; in previous years, the Boosters invited Music Students from Nashua North to these parties and this worked well. Parties run from 7-10:30 pm with party set-up at 5:30pm. Parties planned for this year are as follows:

Friday, October 29, 2010: Halloween Party

Friday, January 28, 2010: Luau

Sundae/Ice Cream Party still under consideration

3. TREASURERS' REPORT: CHRISTINA HUMBER & PATTY BRAULT

Both Christina and Patty are new to the Treasurer position and are still determining division of labor and organizing job sharing responsibility. The presented Treasurer's Report was created by Patty who is unable to attend the meeting this evening. The June 1, 2010- July 31, 2010 activity report is created in a new format. Barbara Griffey notes that we exceeded the Awards Night Budget of \$1500.00. Carolyn Kasten reports that the cost of refreshments, which was approximately \$200.00 might be included in the total amount spent for the Awards Night. Carolyn reported that next year's budget amount for Awards night will be estimated more accurately next year.

This Treasurer's Report includes the cost of providing a new podium for the Drum Majors and a Sunshine Fund expense.

Christina notes that "Office" is a new category on the report and includes all paper supplies. Additionally, Postage costs were high in July, but were an in/out cost for shipping reordered Yearbooks.

Barbara Griffey asks about the monies that remain in the Student Accounts section of the Treasurer's Report. Christina reports that the left over monies in student accounts result from fundraising that exceeded a trip cost, students graduating and leaving behind a balance, and fundraising efforts occurring within a non-trip year. Ms. Santerre updates the student account information and we will have more information at a later date.

Treasurer's Report passed.

4. VICE PRESIDENT'S REPORT: EILEEN HIRSCH

Fundraising: The Boosters conduct 2 types of fundraisers; 1. General Fundraisers, 2. Student Fundraisers.

Last year's Citrus and Yankee Candle Fundraisers are examples of Student Fundraisers where students sell items, earn a percentage of what is sold, and the percentage is held and managed for them in a Student Account.

Lori Lerude asks if the Boosters discussed Endowment Savings any further. Carolyn reports that the budget must be completed first. In considering our reserve of savings/cash, Kevin Boghigian wants the Boosters to determine the best method for making the savings work for the organization. This will be discussed further in September.

Stellos Concessions Stand is an example of General Fundraising where monies raised remains with the Boosters. Christina Humber explains that Mark Dudley allows members of our organization to work concessions during football games, earn received tips and a percentage of food sales from that evening. So far, the Boosters will sell concessions during all games that NHSS is there and potentially, all play-off games as well. Those interested in volunteering can check the calendar, Booster Web Site and Newsletter for specific dates. This requires approximately 8 volunteers, one assigned as a lead that is responsible for handing in tip monies to Christina each night.

Although Music Students are allowed to work concessions, his or her parent must be present and younger siblings are not allowed.

BAE Partnership: BAE donates money to NHSSMBA when its employees volunteer for the organization. The employees must accrue Music Booster Volunteer hours between the months of January-December of a given year. When 5 employees donate 10 hours each to the Boosters, we receive a check for \$500.00. Employees who are "contracted" workers for BAE are not eligible for this program. Although there is still time left for BAE employees wishing to volunteer for us, please remember to allow time for coordination of paperwork required in this effort.

Citrus: Lori Lerude Chaired Citrus last year and is involved in discussions with Eileen Hirsch regarding future participation in this fundraiser. Eileen wonders if Citrus is a good fit for NHSSMBA in terms of the cost/benefit ratio. Although this fundraiser generated \$21,000.00, it required significant volunteer resources. Lori and Eileen determined that we will use this year to re-evaluate the benefits of this fundraiser and look for a similar product that is offered by a company that does more work for the process. For example: companies that deliver orders individually and/or pre-package sales materials and make it a “good fit” for the organization.

Carolyn asks for specific criteria that make a fundraiser a good fit for NHSSMBA. Factors considered are what comes out of the experience, what are the things we like, what are the things we don't like, how does the vendor run the sale, what are the preparations, how many man hours vs. funds raised, will make it worth the effort? Criteria to be considered at this time:

*All kids have potential to benefit but realistically, we cannot please everyone.

*Product Value is important

*Variety of product offered

*Product Affordability

*Kids enabled to contribute

* The percentage of kids participating

Barbara Griffey brings up that trying to do everything might tap out our resources, and that we must remember that sales change during trip years.

Members indicate that the price of an item is personally important; if it is not an item of “need” and has a higher cost, some are less likely to buy. Yankee candle produced \$30,000.00 compared to 21,000.00 from Citrus, Eileen questions if the overall volume sold is important or if the bottom line is important. Margot Utterback indicates that value must be translated into benefit to students; does an increase in work actually increase the benefit to the students? Lori Lerude indicates that the Yard Sale required significant work, but was fun at the same time and benefited student accounts. She states that it is hard to place a metric value on this. Christina Humber illustrates that the Calendar Raffle produces a lot of funds, but essentially sells itself in that the work is minimal.

Citrus is both successful and not successful. Eileen indicates that companies that do it all for you in terms of packaging and labeling materials, do exist. She likes the “Turn-Key” start up organizations that require significantly less work on behalf of sellers.

Christina Humber indicates that 5 years ago, 30 helpers existed where only 15 exist now. Fundraising efforts are also adversely impacted by store sales; for example, Yankee Candle stores hold a 50% off sale during the time of our YK fundraiser.

Members report mixed feelings regarding pricier fundraisers where purchases that benefit student accounts might be used for gifts.

Barnes and Noble:

Committee forming to organize the annual café performances in the evening. Vouchers handed in with purchases throughout the entire day earn % of sales for NHSSMBA. Volunteers needed to help with gift wrapping and to serve on the committee.

New Fundraisers to consider:

Little Caesars is another fundraiser to consider: it does require freezing, but is used by and successful in our feeder schools.

Car Wash at Stellos; must determine what is/isn't school property and if there is access to water. If this is indeed school property, why can't we pass out flyers?

Restaurants: Places like Applebee's will often open early for non-profit organization fundraisers. Parents/other volunteers do the serving and receive funds.

Salsa Fundraiser: There is an expressed interest in selling something "Healthy"~ Samples of Salsa will be available at next meeting. Cost \$3/sell \$6 with 19 flavors.

Candy Fundraisers: There is a discrepancy regarding whether or not candy fundraisers are allowed in the district. Carolyn explains that candy fundraisers are allowed, but the sale of candy cannot occur on school property. Carolyn will look for former e-mail sent by J. Seusing and forward it to Eileen.

We will revisit Citrus next year.

Spirit Wear: Optional t-shirt form is now due. Chuck Mangione themed, with all student names printed in alphabetical order on back of shirt. Long sleeve version has design on sleeve. This design is available to view on our website. Parents can order shirts too.

Required Band shirt same as previous years.

Available in September: Fleece jackets, sweatshirts and pants, warm up jackets. Name embroidery is available.

Robin DePaolo and Lori Katsiaficas will be selling Spirit Wear this year and they are looking for volunteers to help with sales at games and other school events.

Craft Fair: 6th annual Craft Fair takes place on Saturday, November 20, 2010 from 9-2pm. A Committee for this event is still forming; help is needed for planning this event, as well as helping the night before and the day of the event.

Only one of last year's Craft Fair Vendors indicated that she wouldn't return this year; she said her product just didn't sell. Invitations to former Vendors went out in July and we are awaiting table reservations. Craft Fair Penny Sale Donations are still needed. New items, as well as gift certificates in any amount are good for this sale and Table Rental fee is set at \$40.00. The First Craft Fair Meeting will be held on August 22, 2010. Contact Ann Peters or Julie Williams for any Craft Fair information.

Yearbook: The Board approved prepaying this year's yearbook costs. 120 yearbooks were sold last year and we ordered 125 this year, which decreases our cost per book. In considering this cost savings, the yearbook will remain 70 pages in length even though we don't necessarily need the extra pages required by last year's Disney photos.

Program Book: The Program Book generated \$700.00 last year. A committee is designed to solicit ad placements in this book, which is handed out at The Music Department's Spring, Jazz and Santa Fund Concerts, and lists the members of each music group in the beginning pages, followed by the ads. These ads must be solicited.

Unfinished Business

Family Barbecue: Kevin Boghigian and Sean Neary will be chairing this event that is currently planned for September 25, 2010, with a next day rain date. The cost is free for NHSS music families and will include hotdogs, hamburgers and some form of entertainment. Barbara Griffey will contact a DJ and offer a free ad in our Program Book, Christina Humber will try to reserve the Saturn Grill and Carolyn Kasten will reserve space at South for the event.

New Business

Barbara Griffey will help Carolyn at the Music Booster Table during South's Freshman Open House on August 16, 2010. Our table will show a yearbook and some clothes, and efforts to connect with freshman parents.

A motion to adjourn this meeting was made at 8:10pm by Sean Neary.

The next General Membership Meeting is scheduled for Tuesday, September 7, 2010 in the Career Center.

Respectfully Submitted,
Julie Williams, Secretary
NHSSMBA