**ZBB Board Meeting Minutes**

**Saturday, December 9, 2023. 9:05 a.m.**

**ZCHS Cafeteria**

**In Attendance:**

Via phone/zoom: Orion Avery, Jeff King, and Jared Skok.

In person: Denae Barnett, Nikki McKnight, Mindi Ferraro, Randy Couchman, Tom Landrum, Susie McKenna, Michael Rennaker

**Meeting called to discuss budgetary concerns for Zionsville Indoor Percussion:**

Original budget for 2023-24 was set at $80k

**Issues at hand:**

1. **Design fees higher by 3k (originally budgeted at 8k)**

* Don Barrett increased fees by 1k (5k total)
* Jack Percival raised fees by 2k (6k total)
* Greg Hagan’s fees are 3k (some will come out of staff – 2k from staff, 1k from discretionary)
* Orion is fine staying at 1k for design this year
* $1820 Colton’s fees (paid from school stipend)
* 1820 stipend for indoor, winter guard, and 2 for marching band as well as a 3600 for marching band from school added
* **23,180 total**

1. **Music license & contest fees**
   * + **Music license:** at most would be $1500, per Michael - leave at $1k for now
     + Michael will secure the licenses
     + Michael will cancel Tresona
     + Contest fees slightly up - all fees have been paid by Jeff King
2. **Motor Coach +$7k** for the WGI Worlds weekend - Lafayette Limo (recommended by Music Travel) - Randy adding to truck line item
   * Costs for ZBB with motor coaches (in addition to bus)
     + feed the drivers
     + hotel
     + driver downtime will cover the hours, but driving from Indy to Cincy, etc might be over hours
     + Thurs & Fri shows up to 10 hrs of driver time
     + Saturday up to 8 hrs

* 2 mini busses option from school
  + - Next year the school is getting 4 new mini busses
* Sherry Rottmann is looking into cost of renting 15-passenger vans

1. **Tarp & Props**

* **Tarp**: last year’s tarp can’t be reused - new tarp $5100, budgeted $4500 = **+600**
  1. $615 in credit from last year (break even),
* **Props** - reuse the walls from last year but recondition them
  + Mirrors 90 feet wide - 5 eight foot sections, more of a frame with the mirror
  + If possible use marching band walls
  + **+$2500 - easily $6k rather than $3500** budgeted
  + Mirrors probably will run $4k-5k to cover 90 feet, opaque mirrors in different shapes, needs to be plexiglass mirrors
  + Susie suggested Carmel Glass & Mirror as a local option
* Jared asked for a redesign of the show. Orion stated that the design is to put the group at the top of the country. Tom stated it is not a normal business, it is not feasible to redesign at this stage in the season.

1. **Uniforms up to $10,200**
   * originally budgeted $7500 thru Dance Sophisticates
   * 46 kids rather than 42 performers, 7 prop movers = 51 students currently (hopeful to add another 3 prop movers)
   * last year uniforms were $200/each
   * round up to 12k (each kid at 220)
   * **+$4500**
2. **WGI Regionals and Worlds**

* **Hotels**
  + $2384 Hotel in Fairfield for Kentucky regional $149/night = 14 rooms (at budget)
  + Staff rooms = 2
  + Jared has a contact at Hilton for hotel option for Kentucky regional
  + **$7200 worlds = +$1200**
  + **Food at Worlds=** $18 per kid budgeted for food
  + **Practice locations**
  + Regional practice location $500 (usually $100/hr for space)
  + Worlds practices= 2 practices (on budget)
  + **Truck rental / semi / trailers**
  + Truck rental budgeted at $6k - Jeff needs to reserve 3 trucks for every weekend until we know if we have the semi and/or trailers
  + **$2500 for regional (+$1000)**
  + Nikki suggested talking to Betty Tran about insurance liability- form from school that covers parent driver

1. **Additional monies disbursed / applied:**

* Discretionary already used $1K
* Miscellaneous stay at $1k
* T-shirts stay at $1k
* **Prop movers need to be charged for uniforms / food = $400 each**

**Approx $10,630 over the budget of $80,400 currently**

students originally budgeted 38,000, now at $46,000 = $8k above

7 prop movers at $400 each = $2800

Student fee income $50,000

**Overage of $12,000 fees**

**$98,000 budget now (including bus at +$7k)**

* **$50,000 student fees**

**Board responsible for $48,000 overage**

**Options for fundraising to cover overage:**

* Calendar fundraiser (January) - Susie (free show hoodie when you fill calendar completely and turn in money)
* Randy ran a demo with 25 kids participating completely = $26,500 profit
* Bake sale
* Car wash
* QR code on show shirt to link to donation page on ZBB website
* Jared will contact local businesses about after hours events to donate extra funds back
* Kickapoo buying purple uniforms $2500-3000
* Selling red uniforms and Inner Circle uniforms
* Guard silks in storage have been inventoried for potential sale - Kim Daugherty and Sherri Grayson have the inventory information
* ZBB savings
* Additional prop mover students could eliminate the need to purchase as many parent volunteer bracelets: we are allotted 10 passes at WGI Dayton, 15 for indy regional, 17 at other competitions (potential savings of $500/day at WGI Dayton alone)

Randy will make some modifications to the budget to show the changes for voting at Dec. 18 ZBB meeting.