



Meeting of the Board of Directors

3/8/2021

Board members in attendance: Melissa Terrell, Jonathan Alvares, George Matthews, Aimee Faller, Patrice Mustaaftaa, Matthew Toland, Brandon Strawn, Adam Lang, Emily Dodd, Tony Marino, Seyi Adeyemi, Abdo Timejardine-Zomeño, Ross Guthrie, Eric Rosecrants

Board members absent: Rick Villanueva, Andrew Paul

Members in attendance: Scott Malinowski, Eric Goldberg

- 1) Call to order , 7:04 PM
- 2) Approval of last month's minutes
 - **Motion to approve the February 2021 Meeting Minutes as posted: Brandon. Seconded: Seyi. All others aye.**
 - **Motion unanimously carries.**
- 3) Comments from members in attendance (5 minutes each maximum)
- 4) Officer action items
 - a) Chair – Melissa Terrell - *No Report*
 - Melissa: We continue to plug on. Our main focus is working on the members meeting and transitioning to the next chair. I've been working on LGBA nonstop too.
 - b) Vice-Chair – Jonathan Alvares - *No Report*
 - Jonathan: No major updates. I'm working on the members meeting. If you don't have your info in the slide deck, please don't make me chase you.
 - Melissa: Today is the last day. Do it tonight so Jonathan and I can format it and have it ready for the meeting.
 - Brandon: Do we have an agenda item to discuss the members meeting?
 - Melissa: Yes.
 - c) Treasurer – George Matthews - *Report Attached*
 - George: Cash held steady this month. We are basically breaking even, which is great. We found an unpaid concert from DePaul. A check for \$2,500 should be with us shortly.
 - d) Secretary – Aimee Faller - *No Report*
 - Aimee: No report, but if you're an officer who is not returning to the same position, please have a look at your transition documents and update them for the next officer.
 - e) Member Resources – Patrice Mustaaftaa - *Report Attached*
 - Patrice: People are continuing to seek us out. We are getting new member inquiries. Our current membership headcount is at 247. We have 111 new membership forms, and \$1,800 in dues.
 - f) Development – Rick Villanueva - *No Report*
 - Melissa: Rick is not here. He is extraordinarily busy, so if you have Development needs, please try to seek them from somewhere else first.

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- Jonathan: To add to that, we are working on the DCASE application. It's almost finished and it should be going out within the next week. George, do you have everything you need for DataArts?
 - George: I think I have done my piece.
- Jonathan: Brandon, there are a few unanswered questions for you.
 - Brandon: I will get to it this week.

➤ **ACTION ITEM: Brandon will input DataArts data.**

- Melissa: Also an FYI, the Alphawood application went out. It's abbreviated due to COVID, so it should be pretty quick. There's a chance of a smaller grant this year because most arts organizations aren't doing a lot of work right now. My hope is we'll keep the same amount, but it could be less and I just wanted to prepare you for that.
 - Matthew: Is Alphawood submitted? Or just the application went out and it's due the 24th?
 - Melissa: Just the application.

g) PR – Matthew Toland - *No Report*

- Matthew: We have that joint project with WCPA, so we'll do something with that when appropriate.

h) Marketing – Adam Lang - *Report Attached*

- Adam: Mine is similar to Matthew's. When WCPA is available, we'll do the relevant marketing and social media posts.
- Adam (*cont.*): Also, we got a trumpet. Scott has it now and is looking it over for playability. Patrice, if you get someone who wants to play trumpet and doesn't have one, now you can say we have one available.
 - Melissa: As we continue to get more instruments, we need a plan in place for keeping track of them. The only loaners so far have been marching stuff, which Stephen keeps track of himself. We need something better for that, possibly with paperwork for loan terms.
 - Brandon: That sounds like an Operations sort of thing. Should it be a part of the inventory project?
 - Melissa: It needs to be above and beyond that. We need an official loan with expectations laid out.
 - Brandon: Including possibly a payment if the instrument is lost or damaged.
 - Aimee: Do we have anyone in the organization who is able to do appraisals for us for free?



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- Melissa: No one specific, but we have enough professional musicians, that I think we won't have any trouble getting a ballpark figure for things.
 - Scott: I'm happy to do trumpet appraisals or other brass instruments. I can't help with woodwinds.
 - Melissa: Anyway, yes, we'll get prices and get a loan plan in place. For example, I have no idea where our tuba is located right now. That can't happen.
 - Brandon: It's back in the closet.
 - Melissa: Oh good, that is great news.
 - Emily: The Members Team received an email from a member who didn't have an instrument, but has a trombone gig bag and bass trombone straight mute. Do we have any interest in those? Going forward, do we see a need for accessory donations?
 - Scott: I think I responded to that one. We probably don't have a use for those particular items, but maybe we could auction them to raise money for the organization?
 - Melissa: I don't see an immediate need, but why not? I have a hard time turning down donations if they are in good shape. There are several ways we might be able to use them in the future.
 - Jonathan: We just want to make sure we're not hoarding.
 - i) Operations – Brandon Strawn - *No Report*
 - Brandon: I'm still waiting to hear from people when the gala is happening.
 - Patrice: June 17th!
 - Matthew: That's a Thursday; is that date correct?
 - Patrice: Yes, as a virtual event we thought it would be ok.
 - Brandon: Oh excellent. I will then reach out to Aimee and Emily about the spring virtual concert, if you both are game for helping again. (*Aimee and Emily agree.*)
 - **ACTION ITEM: Brandon will email Aimee and Emily to get started on Spring concert planning.**
 - Brandon: One of our members, who is a sax player, is getting married. That was partially the impetus for getting the sax ensemble out of retirement. His fiancée reached out to see if they'd be interested in a June 19th gig. Should we reach out to the saxes and see their thoughts on this? It pays five hundred bucks. The space is outdoors, and they are very mindful of distancing and other precautions. Who is in charge of the ensemble?
 - Emily/Abdo: Dylan Tam.
 - Melissa: That's fine. They expressed openness to event spacing, with the band set apart from guests, etc. Let's get the ball rolling so we can give them an answer.
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- Patrice: FYI, that's Juneteenth.
- Scott: For the sax ensemble, if it would be advantageous, we have sax PPE for rehearsing at Center on Halsted. They are the bags that go over the instruments.
 - Brandon: That's good to know. How many do we have?
 - Scott: Two for alto/soprano sax, two tenor, and one bari.
- Brandon: For charters, we decided to wait until September first to renew. I will also eventually feel safe enough to go to Center on Halsted to get the Jazz stuff moved.
- Jonathan: We put in an application for the Park District's Night Out In The Park. They expressed interest, however they are not allowing any wind instruments to play this year. We offered them the Jazz Organ Trio or a similar non-wind Jazz ensemble. They accepted that and we are waiting on dates. It will be at Clarendon Park.
- Brandon: How urgent should the inventory management project be? Eric did amazing research and then it fell off our radar. It would be prudent to do it while we're on hiatus.
 - Melissa: Yes, please do.
- **ACTION ITEM: Brandon will reach out to Eric about inventory project.**
 - Brandon: Ross had done some research into the top three inventory programs, and all required an internet connection. We have talked about the spotty service at the storage unit. It's around twelve to twenty bucks a month for a hotspot. Is that something we should look at?
 - Adam: Is that cell or WiFi?
 - Melissa: There's no WiFi in there.
 - Adam: I ask because if the cellphone is spotty, a hotspot will be too.
 - Melissa: I've used internet in there before. Let's try to avoid doing the hotspot.
 - Aimee: Wouldn't we need a power source anyway? We don't have constant access to one.
 - Patrice: We don't have access to any. Not even plugs.
 - Melissa: We also need to look at getting those battery operated lights.

5) Ensemble action items

a) Symphonic Band – Kyle Rhoades - *Report Attached*

- Melissa: Kyle started rehearsals on WCPA yesterday. He is getting stressed with online projects, as we all are. He would like to have some form of outdoor rehearsals as soon as weather permits. I can reach out to Lakeview High School and see how they are feeling now about us using their outdoor space. If you have any other venue suggestions, let me know. As the COVID numbers continue coming down and things start opening up, we want to be ready to jump on it.
 - Brandon: Two considerations to think about- do we ask for or provide covers for instruments? What about vaccines? It's illegal to require disclosure with HIPAA.
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- Melissa: Being outside, I think we're ok. Inside, we would have those concerns, but outside and socially distanced should be enough. We can't require the vaccination. We don't even know if everyone will have access to it. It will be a come at your own risk event.
- Brandon: Is Kyle intending this for performance purposes? Or just for us to play as a community?
 - Melissa: Unclear. Mostly, we just want to play together. In the short term, just some rehearsals. My hope is that normal rehearsals at DePaul can happen in the fall. That's ambitious, but we should start planning towards that in case it can happen. Let's ramp up the machinery for that.
- b) Pops Ensemble - *No Report*
 - Melissa: I have an exciting update - Eric has very excitedly accepted the Pops director position! To complete that, the membership has to approve the appointment. We will do that at the members meeting.
 - Aimee: Does it need to be approved by a majority of the total membership or who is in attendance? If it's the whole membership, should we create a voting link that stays open for a week or something?
 - Melissa: Good question. I will check.
 - Eric: I'm so excited! I have something I'd like to present to the board. I would like to not conduct as myself, but as my drag self, Manic Maxxie. My concern is that a drag queen might take away from the music, but I think it depends on how I present myself. I wanted opinions, and if we go forth with it, the PR/media should match the drag persona.
 - Patrice: I love it.
 - Eric: Obsessed.
 - Matthew: I don't think you needed to ask.
 - Melissa: I asked Eric to have this discussion because I don't want to make unilateral decisions for the organization.
 - Adam: I think it's an extremely good idea. When we do something new and interesting, people show up. I wouldn't be surprised if the Chicago Tribune covers your first show. From a marketing and PR perspective, this is great.
 - Brandon: I love it. It's very you and very Lakeside Pride. There are lots of drag fans in the audience. This could bring people in to a band show who wouldn't normally attend. People aren't professional musicians and picking that apart anyway. This takes the performance to a whole new level.
 - Emily: I love it.
 - George: You mentioned it when we initially interviewed you, and I was so excited about it.



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- Melissa: You're responsible for making the ensemble look and sound good. As long as you're professional from the podium, go for it. You'll have an opportunity to speak on Saturday. If you want to come in drag, have at it. If not, that's ok too.
 - Melissa: We're continuing to talk and work with Vandercook. With COVID, they are still working it out, but they want us to be there. This is likely where rehearsals will be. We had picked Thursday evenings. Eric, does that still work for you?
 - Eric: Yes. By the time this starts, I'll be graduated and working, and that will be fine.
 - Melissa: We're working with Patrick Benson who is a former LPME member and now works there. Jonathan has taken point on this, if you want to loop in on that.
 - Scott: What about equipment? Will there be some percussion that needs to be brought over?
 - Melissa: TBD, but it looks like we'll be able to use more of theirs than we can DePaul's, and we're working on having storage onsite.
 - Aimee: Do we need to vote on Eric as a board before bringing it to the membership? I don't remember if we did that already.
 - Melissa/Patrice: Pretty sure we did.
- c) **Jazz Ensembles – Scott Malinowski - *No Report***
- Scott: We had a virtual hangout with members, which was very fun. The Organ Trio has a gig forthcoming as discussed earlier. Otherwise, it has been pretty quiet.
 - Melissa: Are you thinking about next season yet? Let's be prepared and ready to go for a potential reopening.
 - Scott: I'd like to take the temp of Center on Halsted on potentially having ensembles rehearse on the patio outdoors.
 - Melissa: There could be a sound issue with that, but it's worth asking. Do you want me to reach out or do you want to do it?
 - Scott: I can talk to them and then work my way through.
 - Adam: We're mentioning season planning; which theme are we going with?
 - Melissa: Silver linings. It's our 25th anniversary, which is the silver anniversary.
- d) **Marching Band – Stephen Carey - *No Report***
- Melissa: Nothing from Stephen. He would also like to have outdoor rehearsals.
- e) **Chamber Ensembles – Brandon Strawn - *No Report***
- 6) **Old business**
- a) **Gala 2021 - Patrice/Rick**
- Patrice: I met with the team on Wednesday. Rick needs to leave us, so I told the team where we all were at. We have confirmed June 17th, and asked for the stuff that Rick
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had begun - sponsors, raffles, and reaching out to other ensembles. As soon as I get that info, I told him I'd email his notes out to the team. Seyi is going to connect with Bradley on connections with sponsors.

- George: I am assuming that this is virtual? (*Patrice confirms yes*) Before you reach out to sponsors, could you touch base with me? We could do some two pronged attacks with LGBA sponsorships.
 - Patrice: Yes, I'll circle back to you once we have info from Bradley.

b) Pops AD

➤ **ACTION ITEM: Aimee will take Pops AD off of Old Business.**

c) COVID-related requirements for in-person rehearsals - Kyle/Melissa

- Melissa: I think we came to the conclusion that we will reopen when ready and just tell people to be careful. We will not require tests or vaccines. The next few months will tell us a lot.

d) Members Meeting - Melissa

- Melissa: Saturday is the members meeting. We are having it online via GoToMeeting due to Zoom's cap of one hundred people. We want to make sure everyone can be on the call who wants to. If you have not finalized your slides in the PowerPoint deck, do that tonight. Jonathan and I will finalize the look and feel for Saturday. There are a few outstanding things. We don't have a ton to talk about this year, but we still need to give people an update on what's happening.
 - Melissa (*cont.*): For those of you who are running for officer positions, you'll have two minutes to talk and then have members ask questions of you. I know it's all uncontested races, but we want membership to have confidence in the process and leadership, so please think about what you are going to say and be thoughtful.
 - Brandon: For the reports part, take whatever you plan your remarks to be, and cut it in half. It always takes too long, and we tend to get bogged down in the details because we're excited about what we do. Brevity is the soul of wit. Use as few words as possible. Keep your slides to bullet points, and err on the side of shorter.
 - Melissa: Yes, obviously we want to give a thorough update, but plain slides with words on them gets boring. Don't just write out your whole speech and read it. We will talk about LGBA, DEI, and Patrice will have a slide for the gala update. Patrice, can you add some info if Rick can't? Jonathan, can you tag her in that?
- **ACTION ITEM: Patrice will add gala update to the slide deck.**
- Melissa: It's not the most exciting thing in the world, but it's important and necessary. It's weird that it's been a whole year. I ask that all of you be online and logged in at ten til, so everyone is online and ready to go. That will give us time to test your sound, etc.



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- Brandon: For Members-At-Large, should we thank the current ones or include members from the whole year?
 - Melissa: We normally put the ones still active on the board there, but that's a good question. We'll talk about it.
- Melissa (*cont.*): We will have a brief plan on next season. Our theme is "Silver Linings" for our silver anniversary.

7) New business

a) Month Ahead Review (standing item)

- Melissa: Next month is my final meeting as Board Chair. Last year, we moved the meeting ahead an hour to 6:00PM and then did Member-At-Large interviews after that. Should we do that again? (*general consensus to move ahead with 6:00PM meeting time.*) Over the next few weeks, recruit Members-At-Large. It's important to get a good candidate pool. If you're currently a Member-At-Large and want to stay on, you have to reapply and be reinterviewed. I am ready to retire, and there are new and exciting people stepping up to keep it going.
 - Brandon: Please, all reapply!
 - Jonathan: One thing to consider is focusing on diversity in all aspects, including from different performing groups. We have two Jazzers on here, and more would be great.
 - Melissa: Yes, we want diversity at all levels. With Jonathan running as chair unopposed, he will get it. That means his Vice Chair position will be vacant. We have one interested person so far. Do we talk about that now?
 - Adam/Brandon: We should probably wait and talk about it when Jonathan accepts.
 - Melissa: If you're interested, definitely throw your hat in the ring. For leadership recruitment, you can't assume that others are doing it. Reach out to people. Look at the potential leaders document and follow up on that.
 - Eric: Can we put the June 17th gala into the calendar yet?
 - Melissa: If Patrice is confident in the date, yes.
 - Patrice: Yes, it's June 17th at 7:00 PM.
 - Melissa: Then we just have the next board meeting. Can someone change the meeting to 6:00 PM?
- **ACTION ITEM: Eric will amend the board meeting time and add the gala to the calendar.**

b) Kudos (standing item)

- Melissa: Kudos to Eric G. for saying yes to the Pops Ensemble and taking a chance on working with us. I think you're going to add something really amazing! (
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- Eric: Thank you for taking a chance on me. I'm looking forward to it.
- Melissa: Also, potentially reach out to Kyle if you need help.
 - Eric: I will.
- Patrice: Visibility is so important, and I am so excited for you to bring your drag persona. I hope little trans, nonbinary, and persons of color will see themselves up there.
- Patrice: Kudos to Abdo and Emily. I am going to miss you and I'm so glad you're going to continue to grow with this family. (*Abdo and Emily: same to Patrice!*)
- George: Kudos to Aimee for excellent minutes. It's a thankless job.
- Matthew: Kudos to George for making the meeting in his brand new house.
- Melissa: Kudos to Jonathan for throwing his hat into the ring for being the next Chair. I'm pretty sure you will be our first person of color in the Chair role since the organization started. I'm proud that it's you, but it also shouldn't have taken this long.
- Jonathan: I know this is one month early, but it has been a stressful and strange year to lead and kudos to Melissa for guiding us through this extremely well and with grace.
 - Patrice: I appreciate your passion and ability to move above any personal struggles. You keep us inspired, reach out, check in, and it makes us continue to remain a community before a band.
- Melissa: Can't tell you enough how grateful I am for all of you, especially you, Patrice. Thank you for sharing your time, talents, etc. You made this term for me worth doing. Don't hesitate to call and reach out.

8) Adjourn

- ***Motion to adjourn the March 2021 Board Meeting: Patrice. Seconded: Emily. All others aye.***
- ***Meeting unanimously adjourned.***

9) Reports

Chair Report (Melissa Terrell)

No Report

Vice Chair Report (Jonathan Alvares)

No Report

Treasurer Report (George Matthews)

(begins on the following page)

Chase	Current Month (2/2021)	Previous Month (1/2021)	Monthly Change \$	Year Over Year (2/2020)	Year Over Year Change \$	Fiscal Year Start (9/1/2020)	Fiscal Year to Date Change \$
Checking	\$23,108.09	\$24,170.81	-\$1,062.72	\$41,344.87	-\$18,236.78	\$22,208.25	\$899.84
Savings	\$162,631.39	\$162,628.93	\$2.46	\$162,590.28	\$41.11	\$162,615.68	\$15.71
Total	\$185,739.48	\$186,799.74	-\$1,060.26	\$203,935.15	-\$18,195.67	\$184,823.93	\$915.55

24-Month Rolling Cash-on-Hand



- No notable activity this month

Budget Variance

Lakeside Pride Music Ensembles, Inc. For the month ended 28 February 2021

	Actual	Budget	Var USD	Var %	YTD Actual	YTD Budget	Var USD	Var %
Revenue								
Ad Sales - Season Advertising	-	-	-	0.0%	-	2,500	(2,500)▼	-100.0%▼
Contributions - Corporations	50	-	50▲	0.0%	150	2,500	(2,350)▼	-94.0%▼
Contributions - Foundations	-	-	-	0.0%	100	2,500	(2,400)▼	-96.0%▼
Contributions - Grants	-	-	-	0.0%	-	10,000	(10,000)▼	-100.0%▼
Contributions - Individual	78	-	78▲	0.0%	4,856	16,500	(11,644)▼	-70.6%▼
General Fundraising	-	-	-	0.0%	-	5,000	(5,000)▼	-100.0%▼
General Performance Fees	-	-	-	0.0%	30	-	30▲	0.0%
Interest Earned	2	-	2▲	0.0%	16	50	(34)▼	-68.6%▼
LGBA Revenue	-	-	-	0.0%	2,000	-	2,000▲	0.0%
Membership Dues - Regular	9	-	9▲	0.0%	1,531	29,000	(27,469)▼	-94.7%▼
Merchandise Sales	-	-	-	0.0%	-	100	(100)▼	-100.0%▼
Misc Production Revenue - Gala	367	-	367▲	0.0%	367	5,000	(4,633)▼	-92.7%▼
Performance Fee Revenue - Jazz Chamber Ensembles	-	-	-	0.0%	-	8,000	(8,000)▼	-100.0%▼
Performance Fee Revenue - Symphonic Chamber Ensembles	-	-	-	0.0%	-	2,000	(2,000)▼	-100.0%▼
Performance Fees Revenue - Marching Band	-	-	-	0.0%	-	1,500	(1,500)▼	-100.0%▼
Production Sponsorship - Gala	-	-	-	0.0%	-	15,000	(15,000)▼	-100.0%▼
Production Sponsorship - Pops Ensemble 1	-	-	-	0.0%	-	2,000	(2,000)▼	-100.0%▼
Production Sponsorship - Pops Ensemble 2	-	-	-	0.0%	-	2,000	(2,000)▼	-100.0%▼
Production Sponsorship - Symphonic Band 1	-	-	-	0.0%	-	2,000	(2,000)▼	-100.0%▼

Budget Variance

	Actual	Budget	Var USD	Var %	YTD Actual	YTD Budget	Var USD	Var %
Production Sponsorship - Symphonic Band 2	-	-	-	0.0%	-	2,000	(2,000)▼	-100.0%▼
Season Sponsorship	-	-	-	0.0%	-	4,000	(4,000)▼	-100.0%▼
Silent Auction - Pops Ensemble 1	-	-	-	0.0%	-	3,000	(3,000)▼	-100.0%▼
Silent Auction - Pops Ensemble 2	-	-	-	0.0%	-	3,000	(3,000)▼	-100.0%▼
Silent Auction - Symphonic Band 1	-	-	-	0.0%	-	3,000	(3,000)▼	-100.0%▼
Silent Auction - Symphonic Band 2	-	-	-	0.0%	-	3,000	(3,000)▼	-100.0%▼
Song Sponsorship - Pops Ensemble 1	-	-	-	0.0%	-	400	(400)▼	-100.0%▼
Song Sponsorship - Pops Ensemble 2	-	-	-	0.0%	-	400	(400)▼	-100.0%▼
Song Sponsorship - Symphonic Band 1	-	-	-	0.0%	-	400	(400)▼	-100.0%▼
Song Sponsorship - Symphonic Band 2	-	-	-	0.0%	-	400	(400)▼	-100.0%▼
Ticket Sales - Chamber Ensembles	-	-	-	0.0%	-	2,250	(2,250)▼	-100.0%▼
Ticket Sales - Gala	-	-	-	0.0%	-	15,000	(15,000)▼	-100.0%▼
Ticket Sales - Jazz Orchestra 1	-	-	-	0.0%	-	750	(750)▼	-100.0%▼
Ticket Sales - Jazz Orchestra 2	-	-	-	0.0%	-	750	(750)▼	-100.0%▼
Ticket Sales - Pops Ensemble 1	-	-	-	0.0%	-	4,250	(4,250)▼	-100.0%▼
Ticket Sales - Pops Ensemble 2	-	-	-	0.0%	-	4,250	(4,250)▼	-100.0%▼
Ticket Sales - Symphonic Band 1	-	-	-	0.0%	-	4,250	(4,250)▼	-100.0%▼
Ticket Sales - Symphonic Band 2	-	-	-	0.0%	-	4,250	(4,250)▼	-100.0%▼
Total Revenue	507	-	507	0.0%	9,049	161,000	(151,951)	-94.4%
Gross Profit	507	-	507	0.0%	9,049	161,000	(151,951)	-94.0%
Operating Income / (Loss)	507	-	507	0.0%	9,049	161,000	(151,951)	-94.0%
Other Income and Expense								
Development Expense	-	-	-	0.0%	-	(500)	500▲	100.0%▲
Diversity, Equity, and Inclusion (DEI)	-	-	-	0.0%	-	(5,000)	5,000▲	100.0%▲
Dues & Subscription	(100)	-	(100)▼	0.0%	17	(500)	517▲	103.4%▲

Budget Variance

	Actual	Budget	Var USD	Var %	YTD Actual	YTD Budget	Var USD	Var %
Equipment - Jazz Ensembles	-	-	-	0.0%	-	(5,000)	5,000▲	100.0%▲
Equipment - Marching Ensembles	-	-	-	0.0%	-	(4,500)	4,500▲	100.0%▲
Equipment - Organizational	-	-	-	0.0%	-	(1,000)	1,000▲	100.0%▲
Equipment - Pops Ensembles	-	-	-	0.0%	-	(4,000)	4,000▲	100.0%▲
Equipment - Symphonic Ensembles	-	-	-	0.0%	-	(4,000)	4,000▲	100.0%▲
Fees & Licensing	-	-	-	0.0%	-	(500)	500▲	100.0%▲
Food & Beverage - Gala	-	-	-	0.0%	-	(15,000)	15,000▲	100.0%▲
Food & Beverage - Marching Band	-	-	-	0.0%	-	(275)	275▲	100.0%▲
Information Technology	(268)	-	(268)▼	0.0%	(811)	(2,000)	1,189▲	59.5%▲
Insurance	-	-	-	0.0%	-	(6,500)	6,500▲	100.0%▲
LGBA Expenses	-	-	-	0.0%	(27)	-	(27)▼	0.0%
Marketing Budget	(735)	-	(735)▼	0.0%	(1,678)	(13,000)	11,322▲	87.1%▲
Member Resources Budget	-	-	-	0.0%	-	(1,000)	1,000▲	100.0%▲
Misc Expenses	-	-	-	0.0%	-	(2,425)	2,425▲	100.0%▲
Misc Production Expense - Chamber Ensembles	-	-	-	0.0%	-	(100)	100▲	100.0%▲
Misc Production Expense - Jazz Orchestra 1	-	-	-	0.0%	-	(100)	100▲	100.0%▲
Misc Production Expense - Jazz Orchestra 2	-	-	-	0.0%	-	(100)	100▲	100.0%▲
Misc Production Expense - Pops Ensemble 1	-	-	-	0.0%	-	(500)	500▲	100.0%▲
Misc Production Expense - Pops Ensemble 2	-	-	-	0.0%	-	(500)	500▲	100.0%▲
Misc Production Expense - Symphonic Band 1	-	-	-	0.0%	-	(500)	500▲	100.0%▲
Misc Production Expense - Symphonic Band 2	-	-	-	0.0%	-	(500)	500▲	100.0%▲
Misc. Production Expenses - Gala	-	-	-	0.0%	-	(5,000)	5,000▲	100.0%▲
Music - Jazz Orchestra General	-	-	-	0.0%	-	(2,500)	2,500▲	100.0%▲
Music - Marching Band	-	-	-	0.0%	-	(250)	250▲	100.0%▲
Music - Pops Ensemble General	-	-	-	0.0%	-	(2,500)	2,500▲	100.0%▲

Budget Variance

	Actual	Budget	Var USD	Var %	YTD Actual	YTD Budget	Var USD	Var %
Music - Symphonic Band General	-	-	-	0.0%	(245)	(3,100)	2,855▲	92.1%▲
Occupancy	(449)	-	(449)▼	0.0%	(3,294)	(36,500)	33,206▲	91.0%▲
Performance Fees - Chamber Ensembles	-	-	-	0.0%	-	(250)	250▲	100.0%▲
Performance Fees - Jazz Orchestra 1	-	-	-	0.0%	-	(125)	125▲	100.0%▲
Performance Fees - Jazz Orchestra 2	-	-	-	0.0%	-	(125)	125▲	100.0%▲
Performance Fees - Marching Band	-	-	-	0.0%	-	(700)	700▲	100.0%▲
Postage & Office	-	-	-	0.0%	-	(100)	100▲	100.0%▲
Production Fees - Gala	-	-	-	0.0%	-	(500)	500▲	100.0%▲
Professional Fees	(15)	-	(15)▼	0.0%	(2,095)	(3,000)	905▲	30.2%▲
Program - Chamber Ensembles	-	-	-	0.0%	-	(400)	400▲	100.0%▲
Program - Jazz Orchestra 1	-	-	-	0.0%	-	(250)	250▲	100.0%▲
Program - Jazz Orchestra 2	-	-	-	0.0%	-	(250)	250▲	100.0%▲
Program - Pops Ensemble 1	-	-	-	0.0%	-	(400)	400▲	100.0%▲
Program - Pops Ensemble 2	-	-	-	0.0%	-	(400)	400▲	100.0%▲
Program - Symphonic Band 1	-	-	-	0.0%	-	(400)	400▲	100.0%▲
Program - Symphonic Band 2	-	-	-	0.0%	-	(400)	400▲	100.0%▲
Staff Stipends	-	-	-	0.0%	-	(12,000)	12,000▲	100.0%▲
Transportation - Chamber Ensembles	-	-	-	0.0%	-	(200)	200▲	100.0%▲
Transportation - Jazz Orchestra 1	-	-	-	0.0%	-	(200)	200▲	100.0%▲
Transportation - Jazz Orchestra 2	-	-	-	0.0%	-	(200)	200▲	100.0%▲
Transportation - Marching Band	-	-	-	0.0%	-	(800)	800▲	100.0%▲
Venue Labor - Chamber Ensembles	-	-	-	0.0%	-	(200)	200▲	100.0%▲
Venue Labor - Gala	-	-	-	0.0%	-	(1,500)	1,500▲	100.0%▲
Venue Labor - Pops Ensemble 1	-	-	-	0.0%	-	(1,125)	1,125▲	100.0%▲
Venue Labor - Pops Ensemble 2	-	-	-	0.0%	-	(1,125)	1,125▲	100.0%▲
Venue Labor - Symphonic Band 1	-	-	-	0.0%	-	(1,125)	1,125▲	100.0%▲

Budget Variance

	Actual	Budget	Var USD	Var %	YTD Actual	YTD Budget	Var USD	Var %
Venue Labor - Symphonic Band 2	-	-	-	0.0%	-	(1,125)	1,125▲	100.0%▲
Venue Rental - Chamber Ensembles	-	-	-	0.0%	-	(1,000)	1,000▲	100.0%▲
Venue Rental - Gala	-	-	-	0.0%	-	(4,000)	4,000▲	100.0%▲
Venue Rental - Pops Ensemble 1	-	-	-	0.0%	-	(2,250)	2,250▲	100.0%▲
Venue Rental - Pops Ensemble 2	-	-	-	0.0%	-	(2,250)	2,250▲	100.0%▲
Venue Rental - Symphonic Band 1	-	-	-	0.0%	-	(2,250)	2,250▲	100.0%▲
Venue Rental - Symphonic Band 2	-	-	-	0.0%	-	(2,250)	2,250▲	100.0%▲
Total Other Income and Expense	(1,567)	-	(1,567)	0.0%	(8,133)	(158,250)	150,117	94.9%
Net Income / (Loss) before Tax	(1,060)	-	(1,060)	0.0%	916	2,750	(1,834)	-67.0%
Net Income	(1,060)	-	(1,060)	0.0%	916	2,750	(1,834)	-67.0%
Total Comprehensive Income	(1,060)	-	(1,060)	0.0%	916	2,750	(1,834)	-67.0%



Meeting of the Board of Directors

3/8/2021

Secretary Report (Aimee Faller)

No Report

Member Resources Report (Patrice Mustaafaa)

Finances & Membership Information

	Mar 2021	Mar 2020	FY 2020 Eventual Total	FY 2019 Eventual Total	FY 2021 Expectation / Budgeted Amount	FY 2020 Expectation / Budgeted Amount	FY 2019 Expectation / Budgeted Amount
Members	247	251	235	274	250-300	300-325	250-300
Member-ship Forms	110	239	235	274			
Dues	\$1,805	\$20,340	\$20,070	\$23,340	\$4,830 / \$20,000	\$21,140 / \$20,000	\$29,810 / \$18,000

This Year

Stats on Instruments			Stats on Dues and Forms			Stats on Types of Membership		
# of			#	%	Metric	#	%	Metric
# of	01 Flute	27	110	44.5%	Forms Submitted	194	78.5%	Veterans
# of	02 Double Reed	10	137	55.5%	Forms Remaining	53	21.5%	Rookies
# of	03 Clarinet	42	80	32.4%	Donations Finished/Waived	32	13.0%	RegFullYear
# of	04 Low Clarinet	10	29	11.7%	Donations In Progress (C/C)	5	2.0%	StuFullYear
# of	05 Saxophone	25	109	44.1%	Donations Given/Started	2	0.8%	SenFullYear
# of	06 Trumpet	32	138	55.9%	Donations Not Given/Unstarted	2	0.8%	RegHalfYear
# of	07 Horn	17	20000	100.0%	Total Dues Budgeted	4	1.6%	StuHalfYear
# of	08 Trombone	24	1805	9.0%	Total Accrued	0	0.0%	SenHalfYear
# of	09 Euphonium	5	4830	24.2%	Approx Expected Accrual	0	0.0%	Summer
# of	10 Tuba	8	1	0.4%	Artistic Director (AD)	61	24.7%	Waiver
# of	11 Percussion	17	0	0.0%	Cash/Check (C/C)	141	57.1%	Other
# of	12 Vocalist	10	186	77.2%	PayPal (PP) (or Stripe)	30	8.7%	Jazz
# of	13 Rhythm	8	0	0.0%	PayPal Payment Plan (PPPP)	44	12.8%	Marching
# of	14 Ukulele	8	54	22.4%	Waiver	182	52.9%	Symphonic
# of	15 Auxiliary	2	186	77.2%	Paid Full Amount	88	25.6%	Chamber
# of	16 Piano	2				44	12.3%	Pops
# of	Total	247						

Notes

- The member resources team will be preparing for the new incoming member resources team to make sure they're up to speed



Meeting of the Board of Directors

3/8/2021

- New members have continued to join & inquire, and they are very much wanting an outlet to play music, even virtually!

Development Report (Rick Villanueva)

No Report

PR Report (Matthew Toland)

No Report

Marketing Report (Adam Lang)

- Launched instrument donation program
- Received one trumpet

Operations Report (Brandon Strawn)

No Report

Chamber Ensembles Report (Brandon Strawn)

No Report

Symphonic Band Report (Kyle Rhoades)

1. Brandon is working on wrangling more interest for the WCPA project. Thank you to Aimee and Adam for posting the sign-up instructions in multiple places, but people (and I) are just sick of these online projects, and it shows.
2. I'm still concerned for our final product and quality for WCPA. In several instances, we've got people signed up on secondary instruments in hopes of covering parts...and that does not bode well for a good outcome.
3. I sure hope we can rehearse outside at Lake View High School or somewhere similar starting in late April/early May. I also need board input regarding scheduling and how we might do this while not interfering with marching band at the same time.
4. No to the San Francisco virtual Pride concert.
5. I put a quite-abbreviated slide in the slideshow for the members' meeting, because I have nothing to share. I can speak for a minute or so on 3/13 if that's desired.

Pops Ensemble Report (Steven Kandow)

No Report

Jazz Ensembles Report (Scott Malinowski)

No Report

Marching Band Report (Stephen Carey)

No Report
