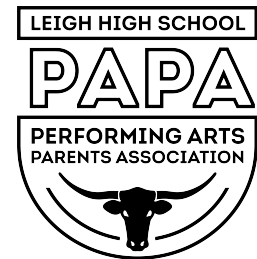


Performing Arts Parents Association Meeting

September 9, 2019





Welcome

- All About PAPA
- The Money Situation
- Why Get Involved
- Volunteer Opportunities
- Upcoming Events
- Sweet Dreams Leigh Mattress Sale Rally
- PAPA SWAG
- Door prizes

All About PAPA

Simple Formula

Fundraising + Volunteers = **Successful Performers**

Leigh Performing Arts - Current State

- ~300 students participate; representing 15% of Leigh's Student Body
 - Musical Theater, Drama, Technical Theater, Instrumental Music, Jazz, Choir, and Marching Arts
- Between \$400,000 and \$500,000 flows through PAPA every school year
 - Majority of fundraising comes from family donations, company matching, and ticket sales
 - About \$70,000 comes through fundraisers, such as:
 - Rummage Sale = \$14,000
 - Mattress Sale = \$12,000
 - Crab Feed - \$18,000
 - Corporate Sponsors = \$10,000
 - Escrip/Amazon = \$3,500
 - Theater for the Future Capital Campaign (~\$8,000)

Note: 2019-2020 Operating Budget available on leighpapa.org

Add LHS PAPA Inc to your escrip to earn
every time you shop

www.escrip.com

Bookmark the PAPA Amazon link. We earn
A LOT every time you shop

<https://www.amazon.com/?&tag=leighpapa-20>

Corporate Sponsors - We Need More

In Kind Sponsors

They give us Stuff

REPS – Free Printing
Starbucks – Free Ice
Berry – Use of Tractor for towing

We are looking for sponsors who can donate new:

- Equipment
- Theater Props
- Tools
- Instruments

Advertisers

They pay for Ads

Local small businesses sponsor a program, such as Winter Percussion, and give that program **\$250 to \$1,000** in exchange for advertising through Leigh PAPA communication channels

Capital Sponsors

They give us Money

Many companies have grant programs that will donate between **\$1,000 to \$5,000**

Ask your company Philanthropy department

We are also looking for recurring sponsors

If you have ideas, connections or questions contact Sandra Long at papa_fundraising@leighpapa.org

Grant Writing

We are looking to create a small team to help us write and send grant requests to companies.

Contact Sandra Long at Papa_fundraising@leighpapa.org if you can help.

Why get Involved?

A word cloud centered around the word "Community". The word "Community" is the largest and most prominent, rendered in a light green color. Surrounding it are various other words in different sizes and colors (purple, green, yellow). The words include: "Contributing", "Kinship", "Smiles", "Zach", "Fun!", "Comraderie", "Students", "Teens", "Fulfillment", "Music", "Difference", "Excellence", "Participation", "Support", "Love", "Help", "Value", "Inspiring", "Important", "Excellence", "Strength", and "Rewarding".

Contributing
Kinship Smiles
Zach Fun! Comraderie
Students Teens
Fulfillment Music
Difference
Community
Excellence
Participation Support
Love Help
Value Inspiring Important
Excellence Strength
Rewarding

Fundraising Volunteer Opportunities

In addition to volunteering in your student's activity we need your help at our fundraisers.

Mattress Sale	Crab Feed	Rummage Sale	Board Positions
<ul style="list-style-type: none">•Outreach to middle and elementary schools•Place flyers at local businesses•Greeter on day of event	<ul style="list-style-type: none">•We are looking for people to be part of the planning team•There will also be opportunities to help on the day of the event	<ul style="list-style-type: none">•We are looking for someone to lead this event next year•Will be supported by our amazing current Rummage Sale leader	<p>We are still looking for the following positions:</p> <ul style="list-style-type: none">•Shadow for Audit•Choir Liaison
Contact Stacey Taylor at papa_president@leighpapa.org	Contact James Sawaya at crabfeed@leighpapa.org	Contact Susie Woodford at papa_rummagesale@leighpapa.org	Contact Stacey Taylor at papa_president@leighpapa.org

Note: PAPA also provides volunteer support for the Longhorn Stampede

Level 1 Volunteer Status

- Required when there is repeated unsupervised contact with students
 - Green Room
 - Chaperone (on bus or overnight)
 - Uniform/Costume fittings if done alone
- Examples of volunteering that is acceptable without Level 1
 - Super Saturdays/Workdays
 - Concessions
 - Bake Sales
 - Usher/Tickets
 - Competition Support (food serving, props, etc)

To become level one certified:

- Complete online application
- Do a TB test
- Get fingerprinted at Moreland District office

Instructions available at <http://leighpapa.org/volunteer-certification/>

Upcoming Events

- Freaky Friday The Musical, Shows September 12th to 14th
- Winter Percussion Information Meeting, September 24th at 7pm in Band room
- Fall Concert I (Choir, Concert Band, Symphonic Band, Wind Ensemble) October 3rd
- Fall Concert II (Solo & Ensembles, Jazz 1, Jazz 2), October 10th
- Sweet Dreams Leigh Mattress Sale, Sunday October 20th 10am to 5pm
- Haunted House Tours, October 25th through October 31st
- Marching Band Red Cross Benefit Concert, November 13th
- Marching Band Friends and Family *First Flight* Performance on November 20th
- She Kills Monsters – Fall Play, Opens December 6th
- Winter Concert I (Solo & Ensembles, Jazz 1, Jazz 2), December 16th
- Winter Concert II (Choir, Concert Band, Symphonic Band, Wind Ensemble), December 17th

Next PAPA Meeting is Monday, October 7th in Music Room

Visit leighpapa.org for more information and to subscribe to the Calendar

The entire Calendar of Events can be found on the website home page

Sweet Dreams Leigh Mattress Sale

Goal = \$25,000

- Save the Date: Sunday October 20th
10am to 5pm
- What's this all about?
 - *Sam St. Germain from Custom Fundraising Solutions is here to tell us all about it*



Sweet Dreams Leigh Mattress Sale



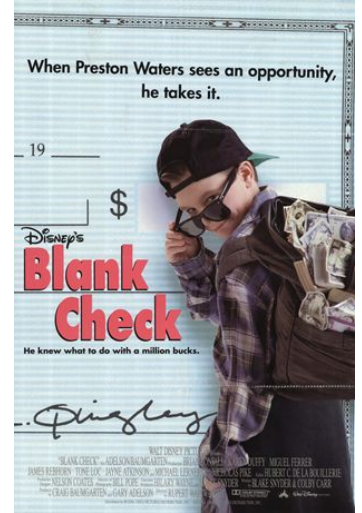
Sweet Dreams Leigh Mattress Sale

What we've done?

- \$35,000 raised here at Leigh over the past 3 years
- Growing every year: \$10,000 - \$12,000 - \$13,000
- \$40,000,000 Nationwide since 2005. \$8,300,000 last year alone

What is the opportunity?

- Every family in the Performing Arts Program finds just 1 person who needs a new mattress and makes sure they come in and buy on October 20th = a check for roughly **\$75,000 - \$100,000 in a single day!!**



Sweet Dreams Leigh Mattress Sale

Why does this work?

- 1 in 10 people buy a new mattress every year
 - Average of 4 people in a home
 - How many people do you know need a new bed?
-- Almost everyone
- Just like a store but in a school
 - Name Brands, factory warranties
 - Fair Prices
 - Unique business model
- Financing, Accessory products, Adjustable beds, Massage chairs, No pressure sales atmosphere creates high rate of buyers



Sweet Dreams Leigh Mattress Sale

What we need from you.

- **Everyone Find** : Minimum 1 person who needs a new mattress to come in. **Goal - 5**
- **Pass out** at least 25 flyers – remind people
- **Email** everyone you know - weekly
- **Facebook:** bit.ly/beds4leigh2019
 - Share - Invite ALL friends – click Going
 - **Text “sleepy leigh” to 474747**
 - Personal message works best
- **Sign** in your yard
- **Conversations are key:**
 - Coworkers, neighbors, family friends



PAPA SWAG





Thank You!

Oh yeah and door prizes

