

ATHLETIC BOOSTERS

Supporting All Wildcat Sports

MEETING MINUTES

Centreville Booster Club Minutes October 21, 2019

The meeting was called to order at 7:10 pm by John Purvis, President, in the CVHS Library.

In attendance: John Purvis, John and Stephanie Ragano, Joe Morice, Laura Poston, Tammy Butler, Meghan Birkholz, Richard Simmons, Coach Jon Shields, Amy Holden (Field Hockey), Debra and Bruce Cafurello, Damien LaRuffa (Lacrosse), Kelly Campen

Approval of Minutes

John Purvis made the motion to approve the September 2019 meeting minutes. Motion was seconded and passed - minutes will be posted on the website.

Board Reports

President – John Purvis

John confirmed that a sponsor was lost this year and he is continuing to follow up with business regarding supporting CVHS. Revenue expectation for sponsorships/banners is \$40,000 for this school year. An update was provided regarding programs sales to date – (2) different programs have been printed (2) thus far and we sold all copies of the initial program. There are left over homecoming programs. The group discussed printing a program for the CVHS/Westfield game with both team rosters included to generate sales from both audiences. Another program will be produced for Senior Week for all Fall athletes with a special program cover. The Winter Season Meet the Coaches event was confirmed for November 20, 2019.

1) Secretary/Communications – Tammy Butler

No report.

2) Treasurer – John and Stephanie Ragano

TD Bank has changed fees – we are now charged if more funds are deposited than allowed. Stephanie confirmed that fees during the next school year will double. The group agreed to talk to the bank manager or possibly look for another bank. Stephanie discussed labeling the square more simply regarding charges for a particular item/category (i.e., membership, Spiritwear, concessions) and eliminate custom sale categories so that tracking revenues is easier monthly and ongoing. The group discussed further identifying the Square device to label the sales accordingly.

Stephanie confirmed that a transfer of \$37,405.24 was made to the Turf loan account. She also confirmed that future turf payments for the year have been set aside for payment to FCPS. John Purvis confirmed that from June 5 to the end of September 2020 new turf will be installed on both CVHS fields by the county. There will no field access during this timeframe. Fairfax County will improve the fields with better drainage.

September 2019 was a strong revenue month - \$18,000 available cash balance after referenced payments.

Tax return is due November 15th and will be filed timely.

3) Membership – Laura Poston

Membership revenue aligns with the Treasurer balance sheet. To date, 220 families are participating in the booster membership initiative. Laura confirmed that varsity girls field hockey surpassed the 85% participation requirement for the year and qualify for the \$500 sports booster bonus (17 of 19 players participating). 69.2% participation for JV volleyball. She confirmed \$34,500 in membership sales to date. The group discussed reducing the membership fee for basketball season to generate additional sales. John Purvis made a motion to discount the membership fee to the early bird price for the Winter sports season, the motion was seconded and approved.

4) Spirit Wear – Meghan Birkholz

Meghan provided an update and confirmed that sales are going well. Meghan confirmed sales are managed before the game and shut down after halftime – it was suggested that game attendees be notified at the start or early in the game that Spiritwear will shut down during half time to initiate sales. Meghan confirmed that online sales will be set up before next meeting and that seat cushions are now selling due to lower temperatures at games.

5) Concessions - Richard Simmons

Richard confirmed that through September 2019, Boosters has had \$14,000 in sales \$6,000 in costs and a \$8,000 net gain. A new grill was purchased for fall sports season. The group discussed concession needs for upcoming games, it was confirmed that all other equipment is working well – no repairs needed. Will look into if there is a hot dog grill that can cook more quickly and more during a game.

6) CVHS Activities Office – Jimmy Sanabria

Did not attend – no report.

NO NEW BUSINESS.

John Purvis adjourned the meeting at 8:15 pm.