



## HERNDON HIGH SCHOOL SPORTS BOOSTER CLUB

Herndon High School Sports Booster Club · P.O. Box 101 · Herndon, VA 20172

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April 1, 2019 Sports Booster Meeting - Meeting started at 6:00 pm

Attendees: Susan Anderson, Kim Douglas, Jonathan Frohm, Dan Coghlan, Kelli Jordan, Jennifer Schoenefeldt, Iris Britt, Danielle LaRosa, Rebecca Shapiro, Stephanie Naski, Nancy Czenas

**Sports Booster President, Amy Emmatty:** Danielle LaRosa started the meeting in Amy's absence.

**Recording Secretary's Report, Susan Anderson:** March minutes were sent via email and printouts were not able to be made prior to the meeting. It was agreed by all to approve via email and then have them posted to the website with the financials. The signup sheet is going around.

**Athletic Director, Jonathan Frohm:** Spring season is off and running. It has been hectic with community use, drama, band, etc, drop off and pick up, negotiating the parking lot. It is an indicator of what is to come as the renovations continue. The support from the Boosters is really appreciated.

The Boys Basketball coach position is open, and we are accepting resumes through Wednesday, April 10. The Boys Golf coach position has been filled as has the Cheer coach, who has already met with the cheerleaders.

**Membership, Stephanie Naski:** There were no new memberships lately. So far with the spring season we have received \$1300 in memberships, which is \$400 more than last year. Overall, membership has brought in \$5000 more than last year.

**Sponsorship and Advertising, Monica Snowden & Iris Britt:** All plans are moving forward.

**Concessions Report, Kelli Jordan:** All is going great and we have new offerings in the outside stand: corn dogs. There is a large profit margin with this item. The indoor concession stand has added baked chips to their offerings. A huge thank you to Nancy Czenas who has managed the sign up genius so well. And thank you to Stephanie Naski for her help. We still need help opening the outside stand. This is about 15 minutes worth of work to open up, start setting up and letting the volunteers know what to do. Note: there is no free food for anyone. If there are hot leftovers we first offer to the team, coaches and refs. Need to make sure we clean up the outside stand well to prevent mice.

**Communications Secretary Report, Susan Anderson:** Nothing new.

**Treasurer, Danielle LaRosa:** This was a busy and profitable month for the sports boosters.

1. Profit from our fundraisers has surpassed a \$50k growth compared to last year. It is amazing the amount of work that you've put into this year and it shows. Truly amazing.
2. Spring Concessions are bringing in over \$1,000 a week from the spring sports. We've received \$4,200 in revenue from three weeks of activity. Expenses are down from last year due to reducing the variety of offerings. Note: One third of concessions sales are from after school.
3. Available cash has reached \$17,000. This is cash that is available for us to use for the sports program, and it assumes that all obligations have been met and the \$20k cash reserve has been saved.
4. Wish List - we spent close to \$3,400 on wish list items: \$630 for track discuss/related items, \$550 towards track uniforms, \$750 to girls lacrosse uniforms, \$1,350 to soccer goals, \$75 for baseballs.
5. Wish List – there is \$9k remaining, \$7,500 for football (\$5k for sleds (the sleds have delivered!) and \$2,500 for helmets).
6. The Hornet Classic has reached surpassed \$2,000 in ticket sales, and the event is still two-and-a-half months away.
7. Brick Sales – we've sold \$800 in brick orders, almost all of them for band. We've moved \$1,000 to team accounts based on the allocations from last year and this year's brick sales. Also, \$770 has been moved into the boosters account for use.
8. Brick Sales – Checks will be issued to the following booster organization to give them their share of the brick sales: ANG-2019, band, baseball, choir, NJROTC.
9. We have funds set aside for scholarships and are now up to date with Greggorios.

**Apparel, Kim Douglas & Jen Schoenfeldt:** Attended some evening games and raised approximately \$300 so far this spring. Kim will not be returning to the Board next year.

**Old Business:** Golf Tournament update. There have been a few foursomes sold so far and there is a meeting at 6:30 tonight.

**New Business:** The returning Board members will meet and plan for next year.

Meeting adjourned at 6:25pm; next Meeting will be held on May 6, 2019.

**HERNDON HIGH SCHOOL SPORTS BOOSTERS**  
**PROFIT & LOSS COMPARISON**

	July 1 to March 31, 2019				July 1 to March 31, 2018				
	Revenue	Expense	Profit		Revenue	Expense	Profit		Profit Gain
<b>Core Business</b>									
Memberships	30,625	(3,597)	27,028		25,675	(3,168)	22,507		4,521
Concession Stand	37,940	(19,105)	18,834		32,815	(34,266)	(1,451)		20,285
Corporate Donations/Ads	16,500	(503)	15,997		8,833	(1,331)	7,502		8,495
Wish List	13,882	-	13,882		-	-	-		13,882
Clothing	8,794	(3,103)	5,691		10,042	(7,262)	2,780		2,911
Hornet Classic	2,980	(100)	2,880		-	-	-		2,880
100-Year Highway	772	-	772		-	-	-		772
Other	1,418	-	1,418		1,768	(975)	793		625
<b>Total Core Business</b>	<b>112,911</b>	<b>(26,408)</b>	<b>86,502</b>		<b>79,133</b>	<b>(47,002)</b>	<b>32,131</b>		<b>54,371</b>
<b>Other Expenses</b>							-		
Turf Replacement			(15,000)				(15,000)		-
Athletic Donations-Award Nights			(17,500)				(15,000)		(2,500)
Athletic Donations-Wish List			(4,690)				-		(4,690)
Scholarships			(6,000)				(4,000)		(2,000)
Bank Service Charges			(1,526)				(8)		(1,518)
Office & Web			(1,225)				(1,011)		(214)
Letters, Plaques & Trophies			(3,315)				(4,046)		731
Banquet Expenses			(311)				(730)		419
Interest Income			904				18		886
<b>Total Other Expenses</b>			<b>(48,663)</b>				<b>(39,777)</b>		<b>(8,886)</b>
<b>Net Income</b>			<b>37,839</b>				<b>(7,646)</b>		<b>45,485</b>

<b>Remaining - Booster Commitments</b>				
Wish List			9,192	\$7,500 of this is for football
Hornet Classic			2,880	Set aside all revenue until all expenses are received
Letters, Plaques & Trophies, Programs			1,685	
Custodian Gifts			450	
Reserve - Maintain \$20k, Beginning balance was \$13.4k			6,600	
<b>Total Commitments</b>			<b>20,807</b>	

<b>Uncommitted Net Income</b>	<b>17,032</b>
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**HERNDON HIGH SCHOOL SPORTS BOOSTERS**  
**BALANCE SHEET - March 31, 2019**

	Checking	Money Market	Cash Box	Total
<b>Cash</b>	<b>20,521</b>	<b>77,190</b>	<b>170</b>	<b>97,881</b>
Accounts Payable	3,037			3,037
Brick Highway		1,146		1,146
Scholarships		11,460		11,460
Team Accounts		30,721		30,721
<b>Total Liabilities</b>	<b>3,037</b>	<b>43,327</b>	<b>-</b>	<b>46,364</b>
<b>Equity</b>	<b>17,484</b>	<b>33,863</b>	<b>170</b>	<b>51,517</b>

Change in Liabilities March 2019						
	Balance March 1	Deposits	Disbursements	Balance March 31		
Accounts Payable	9,472	7,811	(14,246)	3,037		
Total 100 Year Brick Highway	2,138	800	(1,792)	1,146		Move \$1,020 to team accounts, move \$772 to boosters
Bill Hilbold Scholarship	-	3,000		3,000		Transfer \$3,000 to fund scholarship
Ruth Delaine Scholarship	-	3,000		3,000		Transfer \$3,000 to fund scholarship
Donald Soberdash Memorial Fund	500			500		
Jimmy McLaughlin Scholarship	4,960			4,960		
Team Accounts						
All Night Grad - 2019	-	40		40		Brick donations
Athletic Trainers	8,302			8,302		
Band Reserve	-	400		400		Brick donations
Baseball Reserve	80			80		November 2013. \$80 from Brick Highway donation
Basketball - Boys Reserve	6,568		(6,568)	0		Transferred balance to school
Cheerleading Reserve	(0)			(0)		
Choir	-	40		40		Brick donations
Cross Country Reserve	4,537			4,537		Not actively used since 2016. \$120 expense in April 2018
Dance Team	25			25		
DSA discretionary funds	1,166		(71)	1,095		Paid for supplies to secure soccer goals
Field Hockey Reserve	3,164	150		3,314		Brick donations
Golf Reserve	2,986			2,986		Last used October 2007
Gymnastics	10			10		In 20 years, the only activity was a \$10 deposit made in 2012
Lacrosse- Boys Reserve	1,500			1,500		Used during season
Lacrosse - Girls Reserve	2,192	513	(47)	2,658		Brick Donations + \$363 Deposit
NJROTC	-	40		40		Brick donations
SAGA reserve (Recycling)	343			343		August 2004 money was deposited
Soccer - Boys Reserve	285			285		June 2018 - about \$300 withdrawn each June
Soccer - Girls Reserves	919	80		999		Brick donations
Softball Reserve	257			257		Rarely used. Last used September 2014
Swim Team Reserve	1,359		(199)	1,160		
Tennis - Girls Reserves	1,667			1,667		Fundraiser in 2010. \$120 used in 2012
Track & Field Reserve	70			70		Transferred balance to school account in 2017. Probably forgot
Volleyball - Girls Reserve	828			828		Last used in 2015. They had two fundraisers, one in 2016, and I
Wrestling Reserve	47	40		87		Brick donations
<b>Total Team Reserves</b>	<b>36,303</b>			<b>30,721</b>		
<b>Total Liabilities</b>	<b>50,859</b>	<b>15,914</b>	<b>(22,922)</b>	<b>46,365</b>		

**HERNDON HIGH SCHOOL SPORTS BOOSTERS**  
**CHANGE IN CASH - March 2019**

<b>Opening Cash, March 1, 2019</b>		<b>100,992</b>
Deposits		
Concessions	5,868	
Hornet Classic	2,440	
Membership	1,275	
Brick Sales	800	
Team Account - Girls Lacrosse	363	
Clothing	304	
Donation - GT Home Improvement&Design	100	
Interest Income	98	
<b>Total Incoming Cash</b>		<b>11,248</b>
Disbursements		
Team Account - Basketball, transfer to HHS	6,281	
Wish List	3,356	
Gregorio's Trattoria	2,759	
Camper's Trophies & Awards	576	
Square Fees	113	
R.V. Nuccio & Associates	440	
Chick Fil A	183	
Chick Fil A	175	
P.O. Box rental	140	
Team - Swim	119	
Team - Swim	80	
Steve Guyer - supplies to secure soccer nets	71	
Team -Girls Lacrosse snacks	47	
Neff Company (2)	21	
<b>Total Outgoing Cash</b>		<b>14,358</b>
<b>Ending Cash, March 31, 2019</b>		<b>97,881</b>

## 2019 REVENUE - JULY 1 to MARCH 31, 2019

	Fall	Winter	Spring	Total	
<b>Concessions</b>					
<b>After School</b>	5,350	3,755	1,576	10,681	9%
<b>Sports</b>	18,267	4,700	4,292	27,259	24%
<b>Total Concessions</b>	23,617	8,455	5,868	37,940	
<b>Clothing</b>	7,449	1,041	304	8,794	8%
<b>Membership Income</b>	28,965	385	1,275	30,625	27%
<b>Corporate</b>	16,500	0	0	16,500	15%
<b>Wish List</b>	0	13,882		13,882	12%
<b>Hornet Classic</b>			2,980	2,980	3%
<b>Other</b>	179	1,059	952	2,190	2%
<b>Total</b>	<b>76,710</b>	<b>24,823</b>	<b>11,378</b>	<b>112,911</b>	<b>100%</b>
<b>% of revenue each season</b>	68%	22%	10%	100%	

	Fall	Winter	Spring	Total
<b>Concessions</b>				
<b>After School</b>	50%	35%	15%	100%
<b>Sports</b>	67%	17%	16%	100%
<b>Total Concessions</b>	<b>62%</b>	<b>22%</b>	<b>15%</b>	<b>100%</b>
<b>Clothing</b>	85%	12%	3%	100%
<b>Membership Income</b>	95%	1%	4%	100%
<b>Corporate</b>	100%	0%	0%	100%
<b>Wish List</b>	0%	100%	0%	100%
<b>Hornet Classic</b>	0%	0%	100%	100%
<b>Other</b>	8%	48%	43%	100%
<b>Total</b>	<b>68%</b>	<b>22%</b>	<b>10%</b>	<b>100%</b>

## 2018 REVENUE - JULY 1 to MARCH 31, 2019

	Fall	Winter	Spring	Total	
<b>Concessions</b>	23,392	7,627	1,796	32,815	41%
<b>Clothing</b>	8,571	1,210	260	10,042	13%
<b>Membership Income</b>	24,462	351	861	25,675	32%
<b>Corporate</b>	5,000	833	3,000	8,833	11%
<b>Wish List</b>	0	0	0	0	0%
<b>Hornet Classic</b>	0	0	0	0	0%
<b>Other</b>	750	1,018	0	1,768	2%
<b>Total</b>	<b>62,176</b>	<b>11,040</b>	<b>5,917</b>	<b>79,133</b>	<b>100%</b>
<b>% of revenue each season</b>	79%	14%	7%	100%	

	Fall	Winter	Spring	Total
<b>Total Concessions</b>	<b>71%</b>	<b>23%</b>	<b>5%</b>	<b>100%</b>
<b>Clothing</b>	85%	12%	3%	100%
<b>Membership Income</b>	95%	1%	3%	100%
<b>Corporate</b>	57%	9%	34%	100%
<b>Wish List</b>	NA	NA	NA	NA
<b>Hornet Classic</b>	NA	NA	NA	NA
<b>Other</b>	42%	58%	0%	100%
<b>Total</b>	<b>79%</b>	<b>14%</b>	<b>7%</b>	<b>100%</b>