

August 6, 2018 Sports Booster Meeting - Meeting started at 6:00 pm

Attendees: Julie Saylor, Jennifer Schoenefeldt, Stephanie Naski, Susan Anderson, Jonathan Frohm, Rebecca Shapin, Jill Hulnick, Melanie Glover, Danielle LaRosa, Kim Douglas, Amy Emmatty, Kelli Jordan, Angie Guevara, Phil and Meredith Proctor

Sports Booster President, Julie Saylor:

Transition of Treasurer duties took place on 7/18/18 and signature cards and accounts updated at BB&T. Decal inventory and restock order is complete. Spirit wear/apparel will need to spot check inventory in winter to determine if another order is needed.

Minutes from June meeting were approved.

Athletic Director, Jonathan Frohm: Reminder that not a voting member. Getting ready for the school year, fully staffed athletically and academically. Construction is going well. Drop off will be the same as last year. However, there is another trailer that is taking eight parking spaces.

Recording Secretary's Report, Susan Anderson: June minutes posted online, sign in sheet circulating.

Concessions Report: Confirmed inside concessions still available this year, Jonathan to ensure the space is cleaned. Will start stocking next week. Outside concessions is still available as well. Changing how purchase drinks, no longer from cafeteria but big box stores and saving money. Also moved Chick Fil A orders to new North Point location, which is less expensive, and will only sell on Friday football days. Also plan to reduce the variety of offerings and reduce inventory this coming year. Last year lower attendance and volunteer problems affected sales. Melanie Glover sold concessions at flag football and will be able to bring in approximately \$160 to Boosters. Will continue this.

Treasurer, Danielle LaRosa: Have reviewed finances and created a presentation to show what last year looked like and a plan for this year. Confirmed two scholarships listed are funded by families and two are funded by Boosters. Contributions by B Geyer in the past cannot be confirmed for future as he is spreading his funds around, mostly with Little League, however Jonathan will check in. We no longer receive funds from Optimist to help pay for the maintenance of the turf field (\$15,000). This affects what can give to HHS.

Most income is in by November as membership slows down and apparel ebbs and flows. Proposed budget to understand expenses and prepare and will discuss further in a few months when we see how income grows.

Admin costs will be reduced because previously included \$600 for website but that is reduced. Banking account is now a money market account and will provide an extra \$700 in income. Membership already has income generating from summer membership sales.

Communications Secretary Report, Susan Anderson: Starting to create 2018-19 email list.

Membership: Ahead from last year with memberships. Now at 48 memberships: 33 Super Hornet, 15 Hornet and 2 Solo Stinger. Another email will go out. Fall Sports Parent Meet the Coach is next week 8/13 in cafeteria. Also asking coaches for rosters. Received two donations via membership applications.

Apparel: Inventory is complete and in good shape. Plan to introduce a few new items this year. Flannel boxers very popular in the past and will sell as well as new long sleeve t shirt and a few new t shirts with new designs. Will be at home games and ready to sell. Expenses should be lower this year.

Herndon Classic Golf Tourney: No Update

Old Business: Thank you to Eileen Boone and Jill Hulnick for handling the Spring Sports Awards night to celebrate our spring athletes.

New Business: Thank you to our 1st Sponsorship – OUTBACK Steakhouse for \$3k (bill \$1k per month in July/August/September), still need info for banner and if participating with a giveaway to attendees. Thank you to Danielle for securing our 2nd sponsorship with Worldgate LLC for \$2k. Also need their info for the banner. Main Street Bank has stated they will provide \$500 for this year with potential for more in the future, waiting for contract and ad info. Note, the sponsorship/advertising letters went to more than 250 local/regional business and are posted on the website as well. Seem to have a better response if go in person, Herndon FOP may donate \$2k, Jonathan will follow up. Herndon Family Medical will probably sponsor again but not until Spring. Ad for programs are coming in. Need to follow up with Guapo's. Teams can get sponsors on behalf of the Booster's and split the amount 40/60.

Scholarship amounts for 2018-19 may need to be reduced or changed to just one instead of two but a final decision will be made in coming months once we see how income grows. Received one or two thank you notes from scholarship recipients. May start advertising scholarships earlier next year.

Booster meeting dates are posted on the web: 9/10, 10/1, 11/5, 12/3, 1/7, 2/4, 3/4, 4/1, 5/6, 6/3 at 6pm

Julie Saylor, president, is resigning effective immediately. Available to help and train new president. Has several documents, passwords, etc. to pass on. An email will go out to membership, along with need for other open positions such as After School Concessions Chair, and post on Facebook Class Groups.

Received some donations in form of gift cards, will give to Danielle to hold onto for Golf Tournament.

It is suggested that By Laws be reviewed and set in electronic form.

Upcoming Dates:

Fall Sports Meet the Coach August 13

Back to School Night September 5

Fall Sports Awards Night November 14 for Volleyball, Cross Country, Golf and Field Hockey; November 15 for Football and Cheer

Winter Sports begin November 5

Winter Sports Meet the Coach November 19

Winter Sports Awards Night February 25

Spring Sports Meet the Coach March 4

Spring Sports Awards Night June 5 for Soccer and Lacrosse, June 6 for Baseball, Track and Tennis

Meeting adjourned at 7:30pm; next Meeting will be held on September 10, 2018