

Hollis Brookline Athletic Booster Club Minutes

November 3, 2015

Present: Deanne Martin, Lori Clark, Ginny Sargent, Kim Day, Sheryl Paquin, Michelle Wood, Wayne Flanagan, Tom Whalen, Dave Belanger, Cindy Van Coughnett

The meeting was called to order at 6:05

Dave Belanger presented a new fundraising opportunity for the Hollis Brookline Athletic Booster Club. The opportunity is to take over the popular and longstanding Nashua Exchange Club's Annual Ski Swap. Dave explains that the members in the Exchange Club have been doing this for many years and are now looking to pass it on to another willing organization. It involves a lot of work and many hours. Many volunteers would be needed over the course of the Thanksgiving weekend. The overall amount that the ABC has the potential to earn is between \$20,000-\$29,000 each year. This number is derived by keeping 20% off each sale of used goods people bring in to sell. There is also a ski supplier from Conway, NH that comes and sets up equipment and also provides adjustments for a fee. He gives the club 20% of the first \$150,000 in sales and then 15% for each sale item after the first \$150,000. During his presentation, Dave explains the details about what each day involves including estimated number of volunteers for each day as well as the different jobs they do. The Nashua Exchange Club members volunteer at the event themselves and they also have students including many students from NHS looking for service hours. Nashua Exchange Club plans to run the Ski Swap this year but plans for this to be their last year. If the ABC votes to take this on, next year they would run the event. Therefore, the Nashua Exchange Club would like ABC members to come to the Ski Swap each day this year to shadow and learn the different jobs involved in running the event. The Exchange Club has a very precise system in place already so it would just be a matter of the ABC learning the system and putting in the hours. At the end of the event, they pay the Explorers-Police Youth Service to breakdown the racks, etc. It was

also mentioned that the potential is there to make more money if we are interested in running concessions, etc. Dave also explained the advertising strategy that they use including placing signs in certain key locations. Some discussion ensued regarding whether we thought we could get enough manpower to run the event. It was felt that with all the teams at HB, as well as interested NHS students there should be sufficient volunteers to run the program. In addition, some of the Nashua High School and Bishop Guertin NHS students who have been volunteering for years will probably want to continue to volunteer service hours. After much discussion on the details Wayne Flanagan made a motion to have the ABC take over the Ski Swap in 2016. Kim Day seconded the motion. All in attendance agreed and the motion was passed. Dave offers to have a couple of people attend the next Nashua Exchange Club meeting which will take place at the Nashua Country Club on 11/11/15 at 6:30.

Dave Belanger reports that the HB Baseball team wants to clean up the area near the field at the tree line. They would like to eventually put batting cages up. The Baseball Team is looking for a fundraising effort to raise money for the clean out. James Santos gave a quote for \$8500 to clear the area and bring in fill. They are looking for a second quote. Tom Whalen explained the agreement that the ABC has in regards to not paying for grounds as that is in the school grounds budget but that the ABC can certainly help with other needs that the team has such as batting cages, nets, and other projects.

Plans for Awards Night

Wayne Flanagan reports that he still needs images for the slide show from cheer, golf, and unified soccer. Apparently, cheer said they would be forwarding some photos but golf and unified have not responded. Cindy is putting the finishing touches on the programs. Cindy plans to add a message on the Amazon Smile program as well as mention the water bottles and stickers that are for sale. We can expect up to 390 people from the teams including coaches. The program will be held in the auditorium again. It was a popular choice last spring. Cindy will make 400 programs. Kim Day plans to set up a table and will be selling drinks, water bottles and

stickers. Kim did purchase 60 more bottles to sell. She was able to get them for \$5.00/bottle through a corporate discount thanks to Art Wood.

Members agree that the first Tuesday of the month is a better day for our meeting as reported by Tom Whalen from the results of his email survey. Deanne Martin makes a motion to change meeting time to the first Tuesday of each month starting in December. Tom Whalen seconds the motion.

The October minutes were distributed and reviewed. Kim Day makes a motion to accept the October minutes. Sheryl Paquin seconds the motion. All in attendance agree. The minutes were accepted.

Deanne Martin made a motion to adjourn the meeting at 7:50. Wayne Flanagan seconded the motion. All in attendance agree.

Respectfully Submitted,

Deanne Martin