

## HB Athletic Booster Club Meeting

December 2016

Present: Dave Belanger, Mary Ann Shanley, Kim Day, Michelle Wood, Ginny Sargent, Chuck Blake, Mike Coutu, Sheryl Paquin

Dave B. called the meeting to order at 6:40pm.

1. Ski Swap Financial Summary:
  - a. There was \$164,700 in total sales. \$4500 in mounts which is 100% to Larry. The raffle produced \$760 in profit. We earned 20% of \$157,668 = \$31,533. Total gross profit prior to expenses is \$32,600.
  - b. \$1545 was earned for Marguerite's Place.
  - c. At time of the meeting, estimated expenses were at most \$10K. The Booster Club should net about \$22K from this event.
  - d. 286 checks written as of December meeting.
2. Paying for Lost Items: There was a discussion about how to handle a few "lost items". Group decided to offer one individual a free Crotched lift ticket and \$10 voucher for missing snow board. Ginny took names of two other individuals looking to get their items back and will reach out to them.
3. Marguerite's Place: Steve (the treasurer at Marguerite's Place) is opening a separate account for the Shoe Program donations. We also gave them 4 bags of clothing that was left after the Ski Swap. Dave B. suggested we give Bob, Steve, and Richie a thank you gift for helping out at the Ski Swap. Group decided on \$50 gift certificate to 99 Restaurant. Michelle Wood volunteered to get those. Kim D. made motion for this, Chuck B. seconds it, all unanimous in favor.
4. New Business:
  - a. There is a request from the Boys Basketball team for practice shirts. It was unclear if this was for the new freshman team. Needed some additional clarification on request before group could vote.
  - b. Unified Teams: Ginny mentioned that the grant for the Unified Teams has run out and it is unclear if this will be renewed. They might have a need for uniforms in the upcoming year and Booster Club may be asked to help fund that. Dave B. was going to speak with Karen Johnson about this.
  - c. Dave B. discussed installing the retractable batting cage for baseball/softball. He is working with Administration and Athletic Dept at the school to determine where it could be installed. The cost is about \$7500 and Dave B. asked if Booster Club would consider donating \$3500 towards the purchase. Kim D. made motion that Booster Club should donate funds towards this purchase. Dave B. seconds. All present in favor.
  - d. New Treasurers for 2017-2018 school year: MikeCoutu and Jennifer Razzaboni have offered to be treasurers for Booster Club to replace Michelle Wood and Ginny Sargent. Thank you to both of them for volunteering to take on these critical roles!
  - e. The group discussed the need to remind Tom W. to have his quarterly meeting with HBHS Administration and Athletic Dept and SAU 41 Admin to discuss the Booster Club process for funding team requests. (in light of the money now available due to success of the Ski Swap)
5. Ski Swap Improvements for Next Year:
  - a. Colored Tags—have colored tags that alternate each year to allow easier identification of "HB Donations" and current items.
  - b. Registration Forms:
    - i. Go to a 5x8 size.
    - ii. Remove wording of actual items.
    - iii. Arrange for "preliminary training" for volunteers—have them arrive 30 mins prior to shift to learn process.

- iv. Have “Express Lane” at registration desks.
- v. Have volunteers use clipboards to walk through lines and prefill name and address information to save time.
- vi. Improve quality of tape/dispensers.
- c. Volunteers:
  - i. Try to give each team their own time slot over the weekend and ask them to commit to having a certain number of players/parents come during that time.
  - ii. Redesign sign-up sheet to indicate more adult volunteers are needed.
- d. Advertising:
  - i. Increase signage and advertising in Mason, New Ipswich, and Windham.
  - ii. More of a presence in Mass: Lowell, Townsend.
  - iii. Get on the Sports Page.
- e. Food:
  - i. Sandwiches seemed to be the better choice (rather than pizza). Costco sandwiches were the best.
- f. Publicity/Social Media:
  - i. Start in Sept. It was suggested this could be a “senior project” for someone, give them a budget, etc. Mary Ann Shanley offered to coordinate this with the HBHS Guidance office for next year.
- g. Consignment/Vendors:
  - i. Offer for them to come in at 3pm on Friday and get first pick at items.
- h. Clothing:
  - i. Need to better job at sorting through items ahead of time to avoid having items that won’t sell.
  - ii. Do not take Helmets next year.
  - iii. Invite Special Olympics to come in at 2pm on Wednesday next year to go through all the “used items” from last year and take what they would like for free.
- i. Cash Registers:
  - i. Put stickers next year on actual buttons with names (ie: Ski Liquidators, HB Used, Raffle, etc) instead of using a cross-walk to numbers.
- j. It was discussed putting a limit on dollar value of items being sold. No skis over \$200, for example. To avoid risk of theft of loss, and having the Booster Club financially responsible.

Meeting adjourned at 8:35pm.