



# Heritage Athletic Booster Club

## Meeting Minutes

August 14, 2019

Meeting Called to order at 6:58pm

### In Attendance:

Ana Keefe	JJ Totaro	Dean Sibley	Amy Sibley	Kelly Shue
Naz Burlbaugh	Larry Losty	Terri Losty	Kris Holland	Jennifer Gustavus
Carmelle Shea	Carol Taylor	Kerri Spinks	Donna Cowan	Jennifer Sweeney
Kimby Barberich	Christine Dean			

**Secretary's Report (Naz Burlbaugh):** July's Board meeting minutes - motion to approve by Kelly Shue, 2nd the motion by Jennifer Gustavus, Approved.

**Treasurer's Report (Dean and Amy Sibley):** Motion to approve by Naz Burlbaugh, 2nd the motion by Kerri Spinks Approved.

- Consolidated the magnets and stickers
- Moved 5k to checking to savings
- Current Balance 8/14/19 - \$48,155.58
- Deposits through 8/14/19 - \$8,800.00
- Expenses through 3/16/19 - \$17,762.60
- Team Balance through 3/16/19 - \$22,000.51

### AD Report (JJ Totaro):

- Cheer – finalizing a coach.
- All teams are young. All sports seasons are filled. No Freshman Cheer this season.
- Trying to work on the Wall of Records
- School Spirit – Cold Sparks
  - Can be used for indoor/outdoor
  - Cost \$1,500 to \$3k (from Amazon)
  - Motion to approve the purchase of Cold Sparks by Kelly Shue, 2nd the motion by Jennifer Gustavus, Approved.
- Improvements
  - Upgrade the inside
    - Put in a video board
      1. Digital Table (limited view) – \$8k per table
      2. Video board (TV) on the Wall (runs off the computer) - \$20k
        - Has more impact and can be utilized through out the school
        - Needing lead time
- E-Sports is coming to VHSL this year. Fall under STEM/STEAM)
- We are hosting state Wrestling @ Tuscarora

### 1st VP Report (Kelly Shue): Advertising/Sponsorship

- Discount cards went out to Athletes
- Sending Thank You cards to everyone
- Banners all came down
- Hancock agreed to a 3yr contract of 1k per year

- Will be on the step and repeat background for signing
- Cheer Sports donated 1K for STEAM to use
- **Football Programs (Jenn Sweeney):**
  - Tim Gregory scheduled for team pictures
  - Schedules are out for calendars

**2nd VP Report (Larry Losty): Concessions:**

- Larry and Kris met with Mariann
- Purchasing a refurbished Double Refrigerator. Cost - \$1,400. Motion to approve by Jennifer Gustavus, 2nd the motion by Naz Burlbaugh, Approved.
- Looking at other alternatives to purchasing drinks. Instacart premium fee is less than Surebet.
  - Setting up a second location, near the Home side stands and ticket booth.
  - Cost for big coolers - \$45 each. Looking at buying 3 coolers. Motion to approve by Dean Sibley, 2nd the motion by Jennifer Gustavus, Approved.
  - Hot Dogs raised to \$2
  - **Openers/Closers (Kris Holland):**
    - Need names for Football volunteers

**Membership (Jennifer Gustavus):**

- New Membership Tool. Cost per year is \$750, which is included in the budget.

**Concessions (Larry Losty):**

- Work in progress for uploading members in tool
- Calendar

**Scholarships (No Updates):**

**Old Business:**

- Casino Night/Silent Auction (Ana Keefe/Naz Burlbaugh):
  - January 25, 2020
  - Reached out to 2 wineries and breweries

**New Business:**

- Winter Track – will need to approve them to underwrite them for another year.
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Reached out to 2 wineries and breweries

**Upcoming Events:**

- August 17<sup>th</sup> (11:00am) – Discount Card Blitz Day
- August 20<sup>th</sup> (4:30pm – 6pm) – Freshman Orientation  
(6pm – 8pm) – Heritage Open House

Next meeting Thursday, September 19<sup>th</sup> – 7pm in Library

Meeting adjourned at 8:24pm

Submitted by Naz Burlbaugh



## **Heritage Athletic Booster Club**

### **Addendum to Meeting August 14, 2019 Minutes**

#### **Email Distribution List:**

Ana Keefe  
JJ Totaro  
Nick Siano  
Kelly Shue  
Naz Burlbaugh  
Larry Losty  
Amy Sibley  
Dean Sibley

#### **August 26, 2019 (Email) – Color Football Programs**

- Voted yes on color for the Fall 2019 Football Programs.
- Received \$1,120 in program only sponsorships
- 100 full color programs are \$564. The printing is completely covered by the program-only sponsorships.
- Ads - \$200 for a 1/2 page; \$400 for a full-page ad. Cost for the ad is tax deductible.
- \$5 per program

#### **September 2, 2019 (Email) – Purchase of 2 Squares**

- Cost - \$78.42. Motion to approve by Naz Burlbaugh, 2nd the motion by Jennifer Gustavus, Approved.
- Wireless. Can be connected to your phone or ipad via wifi or data.
- **Fees 2.75%** for every tapped (mobile payments), dipped (chip cards), and swiped (magstripe cards) payment.
- No minimum.

#### **September 12, 2019 (Email) – Purchase of Money Counter for Treasurer**

- Cost - \$100. Motion to approve by Naz Burlbaugh, 2nd the motion by JJ Totaro, Approved.
- To help ease the counting of cash after each event. This would make the accounting reconciliation much easier and quicker.

Submitted by Naz Burlbaugh