

## **Hinsdale Central Boosters Meeting Minutes April 5th, 2023**

Rob Tonn called the meeting to order at 7:06PM, Mary Henneman, Secretary

### **Board Members Present:**

Rob Tonn, Julie Boruff, Kim Anderson, Sally Phillip, Dan Jones, Jody Collins (as future board member), Michelle Fischer, Suzanne Austin, Courtney Willman, Mary Henneman

Kelly Knapp attended as a guest.

### **President – Rob Tonn**

**Discussion:** Rob reported we have one more board meeting and three open board positions to fill for next year (Board VP, Membership Committee Chair, and Volunteer Committee Chair). Kim reported that she had reached out to Heidi Novatney, but Heidi is not able to commit to a board position for next year. Courtney introduced Kelly Knapp to the board, and said Kelly is considering the Volunteer Committee Chair role for the 2023-24 school year. Michele Berg has expressed interest in being on the board. Rob will be talking to her next week. Rob said we will need to make a push at the PTO 8<sup>th</sup> Grade Coffee on May 18<sup>th</sup>. Rob will not be able to attend, so Kim will try to attend to give the Boosters' presentation. The PTO 8<sup>th</sup> Grade Coffee is scheduled for Thursday May 18<sup>th</sup>. Kim will see if she can attend.

### **Secretary –Mary Henneman**

Minutes to be amended to correct name misspelling. Michelle Bird will be changed to Michelle Berg. Suzanne motioned to approve the amended minutes. Kim seconded. Amended minutes approved.

### **Treasurer – Julie Boruff**

**Discussion:** The Treasurer's Report covers the month of March (period ended 03/31/23) and YTD (6/1/22-03/31/23).

Julie reported our total revenue for the month was approximately \$21,000. We sold two tote bags for \$200 total, had one 8<sup>th</sup> grade spirit wear event where sales totaled \$6,150, earned \$8,300 in concessions revenue, received a \$30 donation, and generated nearly \$6,800 in fundraising revenue (nearly \$800 through 17 Minted orders, approximately \$3,800 for 151 graduation raffle tickets, and \$2,200 for the yard signs). Julie reported that the yard sign sales (currently at 109) seem a bit low.

Total expenses for the month were approximately \$77,000, so net income was -\$55,00. Major expenses included the purchase of 215 stadium chairs (supply for next year's membership drive) for approximately \$11,000, concessions club payouts of approximately \$22,000, and grant payouts of \$42,000. Julie reported that all grants and clubs (including two student groups) have been paid out.

Year-to-date revenue is approximately \$303,300, while YTD expenses are \$295,400, so net income is approximately \$7,000 YTD. For the year, membership has contributed approximately \$9,700 in net income, spirit wear has contributed \$19,600, fundraisers have contributed nearly \$17,000, and concessions sales have contributed nearly \$39,500 in net income. The bulk of concessions (\$19,100) was driven by indoor concessions. Note that total net income for concessions decreased relative to last month's report, since all clubs who helped with indoor concessions were paid out this month.

Julie reported our current cash position. Our total cash on-hand is approximately \$73,000. Unrestricted cash is approximately \$46,700. Restricted funds include approximately \$800 for our annual website fee, \$5,500 for Red Devil Spirit awards, and \$20,000 for concessions improvements. Julie reported that spirit wear will likely need to spend about \$10,000 in the next month to replenish the merchandise supply.

### **Athletics Report – Dan Jones**

**Discussion:** Dan reported that spring sports are off to strong start. Boys' Volleyball beat #2 LT last night. Spring sport participation numbers are up. There have already been a couple of rain outs. Spring sports will have 8-9 events per day over the next few weeks. Dan is still trying to find a spot for Lacrosse State Finals Day 1 (June 1<sup>st</sup>). Hinsdale Central will host the meet on June 2<sup>nd</sup> and 3<sup>rd</sup>, so we will be responsible for Concessions.

### **Activities Report – Sally Phillip**

**Discussion:** Sally reported that there are a lot of activities happening as we approach the end of the school year. The spring musical is coming up in three weeks. NHS induction is on April 27<sup>th</sup>. The Culture Fair is coming up. Prom is April 29<sup>th</sup>. We have a lot going on, which is good.

### **Committee Reports**

#### **Communications – Kim Anderson for Tania Kuropas**

**Discussion:** Tania will create a Boosters e-blast to promote yard signs and graduation raffle. Kim will also make sure that the information gets into the weekly Hinsdale Central blast.

#### **Concessions - Julie Boruff**

**Discussion:** Julie reported that she and Dan met with Rich McAndrews of Gator Chef to discuss the indoor concessions enhancements. Julie handed out a schematic diagram, which the board reviewed.

The initial quote included a 3-door cooler, a new table and shelf, a wall unit above the sink, a new popcorn machine, a new hot dog roller, and a 48" cooler with four shelves. Julie thought the quote was too high, so the vendor is reworking the quote. Julie asked Dan if the HC athletic budget could cover the air conditioner. Dan said he would try to get it into his budget. The board and Dan discussed concessions improvement budget

and HC's potential (and past) contribution. The school did fund some equipment in the past.

There was also a brief discussion about the Huddle Hut. Dan said that there were only four football games next year.

Rob motioned to pre-approve a maximum of \$21,000 for concessions improvements. Suzanne seconded the motion. The motion carried.

Julie reported that LAX is hosting a full day event on May 6<sup>th</sup>. They would like to run concessions, using the Huddle Hut. The only issue is the Huddle Hut needs to be cleaned out, since lots of spring sport items (e.g., track equipment) are being stored there. Bruce is coordinating with the LAX team.

**Actions:** Dan to work to get some concessions improvements into the HC athletic budget for next year.

Julie is going to provide Dunkin' Donuts to the maintenance staff to thank them for all their help this year.

### **Fundraising, Sponsorships, and Grants – Kim Anderson**

**Fundraising Discussion:** Kim reported that we will continue to promote the graduation raffle and yard signs. She also reported that she had been working on the Bouq Box bouquets for prom, but the vendor will need a delivery location. Sally said they could not use the school, since there were too many other activities going on.

**Grants** – Kim reported that all grants have been paid out. Sally asked when Kim needed the names for the Red Devil Spirit award recipients. Kim asked her to bring the names to the next meeting.

**Sponsorship Discussion:** Kim reported that Guaranteed Rate would like to have a meeting to discuss the scorer's table. They would be interested in being a sponsor if it is electronic. It is vinyl outside. Kim asked about dimensions. Dan said he would get her the specs.

Rob asked about replacing sponsor banners, since the storms ripped them up. Rob has one for his firm, which Dan will replace. Rob mentioned there are also some in the ticket window. Dan suggested taking them down after outdoor season, so they don't get ripped up during winter storms.

The board discussed whether there should be a sign on the door of the Boosters' storage closet in the Bouchard Center. The board discussed options. Dan said he is working on getting a key.

**Actions:** Sally to bring Red Devil Spirit award winner names to May meeting. Dan will provide Kim with a list of Power Ad sponsors, so that Kim does not approach them for Boosters' support. Dan will get Kim specs for scorer's table signs.

### **Membership – Suzanne Austin**

**Membership Discussion:** Suzanne reported that we should be done incurring membership expenses this year. All product has been picked up from the vendor. Suzanne brought over 23 boxes of stadium chairs and put them in the Bouchard Center. She expressed some concern that some of the boxes were no longer sealed, so she is a little concerned about inventory accuracy. Open boxes included tumbler boxes and blanket boxes. She estimates about \$50,000 in membership inventory being stored in the Bouchard closet. Dan said not many people have access, because the door requires a master key. The room does work for housing both spirit wear and membership inventory.

Suzanne reported she talked to Angi Sartori about taking over membership next year. She said is not likely to take the post. Suzanne asked for the list of volunteers to try to find someone. Suzanne thinks it might be an easy transition for someone new since there are only four home football games next fall.

Suzanne also reported that the board needs to review membership pricing because chair pricing has increased. We will not make any money on directors' memberships. Rob suggested one gift from higher tier and one from lower tier (not two chairs). The alternative is to increase director level membership to \$300. Julie proposed one chair and another gift for \$300. The board discussed and agreed upon the following:

Director Level: \$300. Choice of two gifts (chair, tote, \$50 gift card, mug, blanket, umbrella)

Red Level: \$150 – Choice of one gift (blanket, mug, or umbrella)

Basic Level: \$75

Suzanne reported we have four collapsible coolers in inventory. Kim suggested doing a raffle for the coolers.

**Action:** Launch new pricing on May 1<sup>st</sup>. Julie will update website and forms for May 18<sup>th</sup> coffee

### **Spirit Wear – Jody Collins and Michelle Fisher**

#### **Discussion:**

Michelle reported that the most recent spirit wear sale went well. She said we are re-ordering merchandise. Michelle is trying to fully stock spirit wear before she leaves. We have ordered a baseball hat that says Red Devil Nation and new quarter zips that are medium weight. We are still looking for new shorts that aren't super short.

There will be one more sale during yard sign distribution after school and at the 8<sup>th</sup> grade parent coffee. Michelle asked if we should do one at the end of school year. The board discussed and agreed upon May 31<sup>st</sup>, 3-6:30 at the athletic entrance.

**Volunteers – Courtney Willman**

**Discussion:** Courtney reported that she will get volunteers for the coffee and April 21<sup>st</sup> senior sign handout and spirit wear sale.

**Webmaster – Julie Boruff**

**Discussion:** Julie reported that she updated the website. She will continue to work on it over the summer to update pictures.

Rob adjourned the meeting at 8:27pm

**Next Meeting:** Wednesday, May 3rd at 7:00PM in the HCHS Community Room. Boosters will also host an end-of-year reception on Wednesday, May 24<sup>th</sup> at Grill 89. Start time is 6:30PM.