

LSM Athletic Booster Club, Inc Monthly Meeting

Wednesday, December 8, 2021

7:00 P.M.

Tina Thornton's House, Burlington, CT

Presiding Officer:

Tina Thornton

Board Members Present:

Traci Carrano: Membership Coordinator, Laurie Dinunzio: Events Coordinator, Sharon Fortuna: Scrip Coordinator, Cheryl Gnitzcavich: Secretary, Heather King: Merchandise Coordinator, Joanna Lutrzykowski: Vice President, Deanna Tiso: Concessions Coordinator, Jay Pelchar: Lewis S. Mills Athletic Director

Non-Board Members Present:

Christine Bonini, Sara Crosbie, Suzanne Mayes, Dan Roberts, Cristy Rewenko

Call to Order:

Meeting was called to order at 7:09 p.m. by Tina Thornton, President.

Approval of Minutes:

Minutes from the previous meeting were reviewed. A motion was made by Laurie Dinunzio and seconded by Traci Carrano to accept/approve the minutes from the meeting on Monday, November 1, 2021. All in favor; none opposed.

Membership:

- Traci Carrano stated that we have 63 memberships for the 2021-22 school year to date.
- Three new memberships were received since the previous meeting.
- Team liaisons need to reach out to their teams to promote membership.
- Mobile passes for basketball games will be available for those that received passes as a membership incentive.
- Mobile tickets are required for JV and Varsity basketball games, but not Freshmen games. Only 300 fans will be allowed per game. Tickets can be purchased on the GoFan App. Tickets need to be displayed on a smartphone. Printed tickets will not be honored.
- Jay Pelchar will have a physical pass list for the person at the gate, just in case there is a problem.
- Tina Thornton will communicate the new procedure in the members' only monthly newsletter.

Budget:

- Tina Thornton gave the treasurer's report for Mike Carrano.
- There was \$343 in new revenue for the month of November. This was generated from Scrip sales and new memberships.
- There was \$833 in expenses for the month of November. The two expenses were the annual insurance premium for \$548 and the Parent Booster USA membership renewal for our 501(C) 3 status for \$285.
- There is a balance of \$13,935.31 in our checking account.
- Tina would like to see about \$20,000 in the account by June.
- Two digital platforms for accepting payments, Apple Pay and Venmo are being considered for membership payments and other transactions.
- Currently, Joanna has Apple Pay set up for in person, new membership payments, but Apple Pay doesn't record the new members sign up information, so a follow-up email is necessary to correctly input information.
- Tina spoke about Venmo payments.
 - It does not have a discount transaction fee for nonprofits.
 - It does not accept a P.O. Box address.
 - It charges a business 1.9% plus .10 per transaction. The Athletic Boosters aren't a business but are a LLC.
 - The Avon High School's Booster Club has a cell phone for Booster Club use only, and it was suggested the purchase of a phone for the LSM Athletic Boosters might be a good idea instead of using a personal number. This would help with the transition of members each year.

Financial Support:**Scholarships:**

- There was discussion on how many scholarships should be offered, how much per scholarship, and should the scholarships selection process be centralized with the LSM Scholarship committee or kept to the Boosters for our Class of 2022 recipients.
- Laurie Dinunzio, a member of the LSM Scholarship Committee, suggested keeping it with the Boosters for this year.
- A motion was made by Tina Thornton and seconded by Heather King to have four scholarships offered for the Class of 2022. Nine votes were in favor; two votes opposed. The motion passed by majority.

- A motion was made by Tina Thornton and seconded by Deanna Tiso to have each scholarship be \$500. Eight votes in favor; three votes opposed. The motion passed by majority.
- A motion was made by Tina Thornton and seconded by Heather King to keep scholarship selection in house for the Class of 2022. All in favor; none opposed.
- In January a scholarship subcommittee will be formed to look over the scoring rubric and selection process, making the necessary criteria changes for this year's recipients.

Batting Cages:

- Jay Pelchar stated that the low quote of \$11,700 for the drop down batting cages was from Jaypro Sports. He would like an April timeline for installation, but understands if it needs to wait for next year when the Boosters should have more revenue.

Hudl:

- Hudl expenses will not need to be covered by the Athletic Boosters for the upcoming school year. It will be written into the school's budget for 2022-23.

Fundraising:

Concessions:

- Melanie Mills and Tina Thornton thoroughly cleaned the concession stand.
- The refrigerator isn't working. Coca Cola will swap out for a new one.
- Jim Hunt has a refrigerator for the concession stand. The space needs to be checked for size.
- The Burlington Lions Club will donate hotdogs and Klondike bars left over from their community events. Jim Hunt will deliver them when the refrigerator is in place.
- Coca Cola will be used to order the drinks for the concession stand. BJ Wholesale Club will be used to purchase other concession stand items. The tax exempt certificate should be used for all purchases.
- Two volunteers will be scheduled for each basketball game, especially the boys' games which have a higher fan attendance.

Scrip:

- Sharon Fortuna stated that she is taking individual's gift card orders, but it is best to wait for orders to accumulate, instead of submitting one order at a time.
- Deadline for holiday orders to Sharon is December 15th.
- Using the RaiseRight app, e-cards can be purchased.
- If an individual links their bank account to the app, the transaction fee is only .15 per transaction. Without a linked account, there is a larger transaction fee.
- The RaiseRight app offers specials with larger percentage earnings for certain businesses.

- People need to be careful and read notes if e- cards will be available for immediate purchases. CVS e-cards aren't available for immediate use.

Merchandise:

- Heather King set up a Squadlocker online store.
- Heather is looking into adding team specific apparel to the store.
- Quick ship items should arrive in 7-10 days, but certain products could take 2- 3 weeks for delivery. Items might not have arrived for Christmas, so the store wasn't advertised for holiday purchases. Next year, the store will be more set for gift- giving promotion.

Golf Tournament:

- Laurie Dinunzio stated that the golf tournament date would definitely remain as June 25th.
- Sponsorships and raffle prizes will be needed.
- Each team will be asked to create a basket to be used as a raffle prize.
- Subcommittee meetings should be held late December or 1st week of January.

Beer/Wine Tasting Event:

- Dan Roberts will check to see if Thursday, March 31st is available for a fundraiser at Evening Sky Brewery.
- Maximum capacity is 150 people.
- Dan suggested selling tickets for \$25 each. Each ticket purchase could include two beers.
- For entertainment, Mr. Pirotta from HCS offered to perform his music.
- Evening Sky doesn't offer a food menu. A food truck would need to be booked for the event. Due to health regulations, food can't be brought in by the Athletic Boosters.
- Raffle prizes will be needed to increase revenue for the event.

Amazon Smile:

- Tina Thornton stated that the Booster Club has an account set up with Amazon Smile properly now. The Athletic Boosters' bank account wasn't connected to Amazon Smile.
- The Athletic Boosters earn .5% per transaction.

Other:

- There was a discussion on whether or not to take Project Graduation 2022 under the Athletic Boosters umbrella for one year. They would need use of the EIN number for donations, insurance coverage for the night of the event, and use of the bank account to deposit their funds. One question that arose from the discussion was how taking on this liability could have an impact on the Athletic Boosters future annual insurance premium.

Tina will look into how this would affect the insurance with Jim Hunt.

- A motion was made by Tina Thornton and seconded by Laurie Dinunzio to allow Project Graduation 2022 under the umbrella of the Athletic Boosters for only one year, pending the inquiry with Jim Hunt about adding Project Graduation 2022 on to the insurance policy was allowed and did not have any adverse effects on future annual premiums. All in favor; none opposed.
- Cristy Rewenko stated that the boys' baseball team is planning a trip to Florida in 2023. This trip will be added to the agenda for discussion at the next meeting in January.
- The next meeting will be held on Tuesday, January 11, 2021. The time and location is TBD.

Adjournment:

A motion was made by Tina Thornton and seconded by Cheryl Gnitzcavich to adjourn the meeting at 8:29p.m. All in favor of adjournment; none opposed.

Respectfully Submitted,
Cheryl Gnitzcavich, Secretary
LSM Athletic Booster Club, Inc.