



Westlake Demons Athletic Boosters Meeting Agenda October 6, 2016

Gina Redinger motions to start meeting

Renee Beaver seconds; all vote, motion carries.

Guest Speaker: Mr. Larry Mosley, new Head Baseball Coach

- Currently Baseball director at the Force
- Looking forward to getting started
- Q: 1-5 year goals? A: Stay connected with the youth; there will be an open house next week at the Force; 1st year: Create a culture where grades 9-12 feel a part of the program
- Q: What position? He played outfield
- He will start working with boys as often as he is allowed, heading into winter.
- How are you developing your coaching staff? A: Just hired a freshman coach (current English teacher); has Nate Campbell to be JV Coach. Coach plans to be at all practices (Freshmen, JV and Varsity)
- He is working with LaVecchia to develop an 8-12 week course for the younger kids to learn the same stuff as the older kids.
- Coach: What is the deal with the baseball field? Ed: It needs work, and it is on the “needs” list that we are assessing how we can help fund. Coach plans to have kids help with some TLC and a bit of a makeover.
- He has a DJ coming in to play music at the first practice. Winning will help get more people in the seats.
- Lots of discussion about budget, fundraising methods

Athletic Director’s Report – Tony Cipollone

- Tony has requested some budget adjustments; not more money, just moving it around to help different teams, based on what he was able to fund internally
- 3 SWC titles: Boys Golf, Girls Tennis; Girls Soccer
 - Soccer draws come out this weekend
- Football is 3-3; we have a 70% chance to get in playoffs
- Girls/Boys golf going to districts
- Met with Burntwood re: Banquets – will have more info next week
- Took student athletes to OSU for leadership conference
- WHS Athlete leaders is hosting a SWC leadership conference this winter
- He has thank you letters from the cheerleaders



Officers Reports

President – Ed Blair

- We need to start thinking about capital improvement options
- Officers will meet to discuss
- We are moving ahead with some fundraisers
- We are in Westlife for the scholarship winners
- Also, a mention that WDAB donated money to new pool scoreboard
- BOE Member Joe Kraft has asked us to walk on 10/15 to help spread the word about Issue 121; 10:30a
- RE: Bylaws – need to be reviewed and solidify the rules about how funds are kept and spent. Looking for thoughts/input on how money is spent.
- We are flexible, and can get checks to teams easier
- Perhaps add minimum and maximum reserves to the bylaws?
- Roberta will draft by-law revisions and present at next meeting

Vice President – Roberta Rence

- We had a fun float, walked and it was fun

Vice President Fundraising – Gina Redinger

- We have only @30 programs left
- We will start to sell winter good luck ads soon – looking for someone to take over the good luck ads
- Just a few white out t-shirts left! Great fundraiser!
- Will do an long-sleeve shirt for winter, @\$7
- Donuts – sold @75 dozen in less than an hour. Doing it again on 10/14 and 10/21
- We are looking at 4/1 for a Booster Bash; looking at some venues
- We did coordinate with WADF; they are ok with us moving forward doing the bash

Treasurer – Barb Kerr

- Rennae presents for Bar; see attached

Secretary – Lori Jolliffe

- Please sign in

Committee Reports

Alumni & Community Relations – Megan Moutoux

- Last weekend's events were fun and well attended
- 90 people at Wagner's
- Time Warp event was not as well attended (dance, games, etc.)



- Trying to get some people to record their stories
- We have some money in the account; they want to do the announcement at a BB game this winter
- Want nominations by December for next year's inductees
- Next goal: get a database together of email contacts; can't afford Constant Contact

Concessions – Christine Brown

- We filled @75% of our spots;
- We did 7/8 LBMS Volleyball, this is new
- Winter sign-ups will be out soon

Fundraising

50/50 Raffle – Roberta Rence

- We will kick off early
- Football 50/50 is very well received
- Roberta will need help on 10/14

Golf Outing - OPEN

Krispy Kreme Donut Sales – Carol Burns

- See above

Membership – Sandy Blair

- 186 members; 43 students
- Almost out of pins; she will not be ordering more
- Looking to tie percentages of members to sports

Publicity - Elise Orr

- Still Tweeting, Facebooking
- Needs stuff in pdf format
- Perhaps work on a quarterly blast

Scholarships - Roberta Rence

- No report

Senior Banners – Roberta Rence

- Will have date for winter soon

Spirit Wear – Kim Fisher, Lori Withers, Kelly Ilg, Fawn Carson

- We will have 2 holiday sales; 11/19 and 12/3 or 10
- New square works well
- Keep selling out of t-shirts
- Working with LBMS on a fundraiser

Sports Programs – Gina Redinger

Team Liaisons – Ed Blair

- Some still need liaisons

Varsity Jackets – Sharon Prexta

- Will be at banquets



Volunteer Coordinator (non-concession) – Cheryl Bansek

- Maybe ask to find a volunteer for good luck ads

Website – Lori Jolliffe

- updated

New Business

- Do team liaisons have any questions / comments
- Can we do a “Blue Out” for the Amherst Game? Tony: we are going to do something private between our football teams, not a big event.
- Deb Padden: Tennis courts are starting to lift – they need a trench, or something build to drain the water before the court becomes unusable
- Will we send the same welcome letter for Winter Sports? Yes, Ed will send
- If people want BSN wear, they need stuff in ASAP. Tony is likely not renewing their contract.
- Will we have playoffs here, and will we need concession help? Yes and yes. Christine will get a link out.

Hanson motions to adjourn

Rence seconded

Next meeting: November 3; 7p - Westlake High School

Guest Speaker: TBD

11:30 PM
10/04/16
Accrual Basis

Westlake Demon Athletic Boosters
Balance Sheet
As of September 30, 2016

Sep 30, 16

ASSETS	
Current Assets	
Checking/Savings	
1000 · Cash	
1005 · Petty Cash - Spirit Wear	350.00
1010 · Checking - First Fed Lakewood	56,293.87
1011 · Checking - Citizens	15,670.76
Total 1000 · Cash	72,314.63
Total Checking/Savings	72,314.63
Accounts Receivable	
1100 · Accounts Receivable	9,089.18
Total Accounts Receivable	9,089.18
Other Current Assets	
1200 · Other Current Assets	
1210 · Spirit Wear Inventory	26,469.36
1220 · Spirit Wear PE Uniforms	8,038.59
Total 1200 · Other Current Assets	34,507.95
Total Other Current Assets	34,507.95
Total Current Assets	115,911.76
TOTAL ASSETS	115,911.76
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2100 · Other Current Liabilities	
2110 · Annual Sport Passes	6,774.00
2120 · Weight Room	50.00
2200 · Reserves	
2210 · Baseball	1,786.97
2215 · Basketball	670.24
2220 · Golf - Boys	4.51
2225 · Football	6,581.06
2230 · Lacrosse	995.28
2235 · Soccer	104.45
2240 · Cheerleading	150.00
Total 2200 · Reserves	10,292.51
Total 2100 · Other Current Liabilities	17,116.51
Total Other Current Liabilities	17,116.51
Total Current Liabilities	17,116.51
Total Liabilities	17,116.51
Equity	
30000 · Opening Balance Equity	57,035.89
Net Income	41,759.36
Total Equity	98,795.25
TOTAL LIABILITIES & EQUITY	115,911.76

11:27 PM
10/04/16
Accrual Basis

Westlake Demon Athletic Boosters
Profit & Loss
June 1 through October 4, 2016

Jun 1 - Oct 4, 16

Ordinary Income/Expense	
Income	
4000 · Revenue	
4100 · Revenue - Events	
4120 · Golf Outing	13,209.89
Total 4100 · Revenue - Events	13,209.89
4200 · Revenue - Spirit	
4205 · Yard Signs/Varsity Jackets	2,730.00
4215 · Senior Banners	1,030.50
4220 · Spirit Wear	18,369.87
Total 4200 · Revenue - Spirit	22,130.37
4300 · Revenue - Concessions	
4310 · School Games	4,622.72
4320 · Donut Sales	592.00
Total 4300 · Revenue - Concessions	5,214.72
4400 · Revenue - Membership	20,670.00
Total 4000 · Revenue	61,224.98
4600 · Programs	
4605 · Good Luck Ads	570.00
4600 · Programs - Other	22,160.00
Total 4600 · Programs	22,730.00
Total Income	83,954.98
Cost of Goods Sold	
5000 · Cost of Goods Sold	
5200 · Spirit	
5210 · All Sports Cards	96.03
5220 · Spirit Wear	-108.00
Total 5200 · Spirit	-11.97
5300 · Concessions	
5310 · School Concessions	4,405.74
5320 · Donuts	300.00
Total 5300 · Concessions	4,705.74
Total 5000 · Cost of Goods Sold	4,693.77
Total COGS	4,693.77
Gross Profit	79,261.21
Expense	
6200 · Administrative Expenses	
6205 · Bank Fees	379.89
6210 · Credit Card Fees	945.14
6215 · Website	126.68
6235 · Misc	13.14
Total 6200 · Administrative Expenses	1,464.85

11:27 PM
10/04/16
Accrual Basis

Westlake Demon Athletic Boosters
Profit & Loss
June 1 through October 4, 2016

	Jun 1 - Oct 4, 16
7000 · Sports	
7005 · All Sports	4,399.00
7010 · Fall Sports	33,850.00
Total 7000 · Sports	38,249.00
Total Expense	39,713.85
Net Ordinary Income	39,547.36
Net Income	<u>39,547.36</u>

Westlake Demon Athletic Boosters
September 2016 Financials

The old bank account at Citizens will be closed by the end of October.

Our new merchant service, Snazzo, is processing credit card transactions through our website as of October 1.

The Square account that we use to process credit card transactions for spirit wear has been changed over to the new bank account as of September 30.

I am missing ownership of a couple of deposits:

9/8/16	\$80	Deposited at the Olmsted Twp branch
9/22/16	\$1328	Deposited at the North Olmsted branch <i>sw</i>

Accounts receivable is made up the following:

\$4,000	Owed for Fall Sport Program
\$1,000	Owed for Membership from Cahill Insurance
\$3,545	Estimated credit card transactions for Sept Membership
\$544.18	WBOE owes for portion (85%) of cost of sport pass cards