



## Westlake Demons Athletic Boosters Meeting Agenda May 4, 2017

Motion to open meeting: Roberta Rence  
Seconded by: Christine Brown

### **Athletic Director's Report – Tony Cipollone**

- Not present, no report

### **Officers Reports**

#### **President – Ed Blair**

- ByLaws Updates: defining roles of officers and committee members; changes to scholarships
  - Lori will post online for commenting
- Transition: Gina will be nominated for President; Roberta not returning as VP; there will still be 2 VPs
- Nominations for 2017-2018 Officers:
  - President: Gina Redinger (2 year term)
  - VP: Tish Henry (1 year term)
  - VP, Fundraising: Meredith LaVecchia (2 year)
    - All accept nominations
    - Vote will happen at June meeting

#### **Vice President – Roberta Rence**

- Scholarships have been read; Roberta recommends awarding 3 based on the submissions
  - Megan, Tish motion to award (3) \$750 scholarships
  - All vote, motion passes

#### **Vice President Fundraising – Gina Redinger**

- Final numbers for the Derby - \$33.5K raised
- 2018 Date is set for March 24<sup>th</sup>; confirmed that there will be no conflicts with PTA events.
- No golf outing this year; no 50/50 raffle – plan is to streamline and grow our silent fundraisers
- Gina plans to have list ready of businesses to contact for Fall ads
- We want a master calendar of events for the entire year
- Thinking of adding:
  - Back to school WDAB rally for all sports
    - Tailgate atmosphere
    - Add food trucks



- Buy membership, spirit wear, invite Music Boosters, white out shirts available: **Wednesday, August 16 – save the date**
- Looking for committee to work on it
- Late Fall: Watch Party Social Event – stay tuned for details

#### **Treasurer – Barb Kerr**

- Highlights:
  - Derby revenue
  - Paid out Spring Sports money
  - Resurfaced baseball field
  - Asked coaches / team liaisons to check their team reserves
- Tony is working with coaches to gather requests for teams; expects @\$55K to be requested.
- We are trying to identify a larger project for Athletic Boosters to take on. Working with Mr. Wilson to figure it out.

#### **Secretary – Lori Jolliffe**

#### **Committee Reports**

##### **Alumni & Community Relations – Megan Moutoux**

- 4<sup>th</sup> of July Parade – working on promoting; do we want to pass out anything?
- September 28<sup>th</sup> – Hall of Fame Dinner

##### **Concessions – Christine Brown**

- Winding down Spring; just a few more games

##### **Membership – Sandy Blair**

- Looking to form a committee to review membership levels, tiers, pins?
- Lori Jolliffe agreed to be on committee

##### **Publicity - Elise Orr**

##### **Scholarships - Roberta Rence**

##### **Senior Banners – Roberta Rence**

- No payment, no banner

##### **Spirit Wear – Kelly Ilg, Fawn Carson**

- Gearing up for a fall order; fun new items on the way

##### **Sports Programs – Gina Redinger**

- Gina has some programs available to sell

##### **Team Liaisons – Ed Blair**

- Lori can help Tish with this next year

##### **Varsity Jackets – Sharon Prexta**

- Trying to make the process easier for the families; takes 4-6 weeks

##### **Volunteer Coordinator (non-concession) – Cheryl Bansek**



**Website – Lori Jolliffe**

## **New Business**

Offsite meeting – June 1<sup>st</sup> TBD – 6p at Hooley House

Motion to Adjourn: Lisa Feldner

Seconded by: Kelly Ilg

**Next meeting: June 1, 2017, 6p Hooley House**





## Westlake Demon Athletic Boosters

## Profit &amp; Loss

June 2016 through April 2017

Jun '16 - Apr 17

Ordinary Income/Expense		
Income		
4000 · Revenue		
4100 · Revenue - Events		
4105 · 50/50 Raffle		5,730.50
4110 · Spaghetti Dinner Advertising		700.00
4115 · Spaghetti Dinner		1,729.00
4120 · Golf Outing		13,079.89
4125 · Demon Derby		
4125A · Ticket Sales	18,150.00	
4125B · Horse Sales	8,944.00	
4125C · Race Sponsor	2,750.00	
4125D · Corporate Sponsor	4,000.00	
4125E · Derby Program Ad	925.00	
4125F · Beer/Wine	1,040.00	
4125G · Patio Cooler	1,040.00	
4125H · Party on the Patio	4,270.00	
4125I · Sideboards	1,250.00	
4125J · Silent Auction	3,685.00	
4125K · Raffles Tickets	1,677.00	
4125L · NBA Trophy	100.00	
Total 4125 · Demon Derby		47,831.00
Total 4100 · Revenue - Events		69,070.39
4200 · Revenue - Spirit		
4205 · Yard Signs	4,190.00	
4210 · All Sports Cards	1,074.00	
4215 · Senior Banners	2,510.00	
4220 · Spirit Wear	44,304.50	
4225 · White Out T-Shirts	6,409.00	
4230 · Green Out T-Shirts	4,730.00	
Total 4200 · Revenue - Spirit		63,217.50
4300 · Revenue - Concessions		
4310 · School Games	33,004.72	
4320 · Donut Sales	1,805.00	
Total 4300 · Revenue - Concessions		34,809.72
4400 · Revenue - Membership		
Total 4400 · Revenue - Membership		26,430.00
Total 4000 · Revenue		193,527.61
4500 · Other Revenue		565.00
4600 · Programs		
4605 · Good Luck Ads	605.00	
4610 · Program Gate Sales	1,160.00	
4600 · Programs - Other	21,062.00	
Total 4600 · Programs		22,827.00
Total Income		216,919.61
Cost of Goods Sold		
5000 · Cost of Goods Sold		
5100 · Events		
5110 · Spaghetti Dinner Advertising	17.75	
5115 · Spaghetti Dinner	889.58	

## Westlake Demon Athletic Boosters

## Profit &amp; Loss

June 2016 through April 2017

	Jun '16 - Apr 17
5125 · Demon Derby	
5125A · Venue	11,500.00
5125B · Entertainment	1,500.00
5125C · Beverages	168.00
5125D · Supplies/Decor/Printing	1,097.18
<b>Total 5125 · Demon Derby</b>	<b>14,265.18</b>
<b>Total 5100 · Events</b>	<b>15,172.51</b>
5200 · Spirit	
5205 · Yard Signs	992.35
5210 · All Sports Cards	96.03
5215 · Senior Banners	5,684.00
5220 · Spirit Wear	35,580.43
5225 · White Out T-Shirts	2,876.25
5230 · Green Out T-Shirts	2,900.00
<b>Total 5200 · Spirit</b>	<b>48,129.06</b>
5300 · Concessions	
5310 · School Concessions	17,833.29
5320 · Donuts	1,060.00
<b>Total 5300 · Concessions</b>	<b>18,893.29</b>
5400 · Membership	7,900.30
5600 · Programs	6,148.68
<b>Total 5000 · Cost of Goods Sold</b>	<b>96,243.84</b>
<b>Total COGS</b>	<b>96,243.84</b>
<b>Gross Profit</b>	<b>120,675.77</b>
Expense	
6000 · Expenses	
6015 · Other Events	252.64
6020 · Awards - Fall	1,163.10
6025 · Awards - Winter	447.65
6100 · Other Expenses	410.00
<b>Total 6000 · Expenses</b>	<b>2,273.39</b>
6200 · Administrative Expenses	
6205 · Bank Fees	634.74
6210 · Credit Card Fees	2,654.21
6215 · Website	881.68
6220 · Postage	86.00
6225 · Printing	17.50
6230 · Supplies	184.93
6235 · Misc	13.14
<b>Total 6200 · Administrative Expenses</b>	<b>4,472.20</b>
7000 · Sports	
7005 · All Sports	6,199.00
7010 · Fall Sports	33,850.00
7015 · Winter Sports	7,750.00
7020 · Spring Sports	24,028.78
<b>Total 7000 · Sports</b>	<b>71,827.78</b>
<b>Total Expense</b>	<b>78,573.37</b>
<b>Net Ordinary Income</b>	<b>42,102.40</b>
<b>Net Income</b>	<b>42,102.40</b>

**Westlake Demon Athletic Boosters**  
**Balance Sheet**  
 As of April 30, 2017

	Apr 30, 17
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
1000 · Cash	
1005 · Petty Cash - Spirit Wear	350.00
1010 · Checking - First Fed Lakewood	106,213.06
Total 1000 · Cash	106,563.06
Total Checking/Savings	106,563.06
<b>Other Current Assets</b>	
1200 · Other Current Assets	
1210 · Spirit Wear Inventory	5,983.47
1220 · Spirit Wear PE Uniforms	4,115.09
Total 1200 · Other Current Assets	10,098.56
Total Other Current Assets	10,098.56
<b>Total Current Assets</b>	<b>116,661.62</b>
<b>TOTAL ASSETS</b>	
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
2000 · Accounts Payable	9,750.00
Total Accounts Payable	9,750.00
<b>Other Current Liabilities</b>	
2100 · Other Current Liabilities	
2120 · Weight Room	50.00
2200 · Reserves	
2210 · Baseball	1,786.97
2215 · Basketball - Boys	669.85
2220 · Golf - Boys	4.51
2225 · Football	1,603.71
2230 · Lacrosse - Boys	-204.29
2232 · Lacrosse - Girls	1,507.63
2235 · Soccer - Boys	38.35
2236 · Soccer - Girls	2,088.00
2240 · Cheerleading	150.00
2245 · Gymnastics	78.60
Total 2200 · Reserves	7,723.33
Total 2100 · Other Current Liabilities	7,773.33
Total Other Current Liabilities	7,773.33
Total Current Liabilities	17,523.33
<b>Total Liabilities</b>	<b>17,523.33</b>
<b>Equity</b>	
30000 · Opening Balance Equity	57,035.89
32000 · Unrestricted Net Assets	21,570.76
Net Income	20,531.64
Total Equity	99,138.29
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>116,661.62</b>