



Westlake Demons Athletic Boosters Meeting Agenda March 3, 2017

Motion to open meeting: Roberta Rence

Seconded by: Sandy Blair

Athletic Director's Report – Tony Cipollone

- Wrapping up winter seasons – 5 qualified for wrestling districts, Matt Akers placed in State for diving, Gymnastics qualified for Districts as a team
- Basketball seasons are wrapped
- Spring season starts Monday; boys have had opportunity to be on turf
- Banquets are on 3/12 and 3/13
- Concessions: Coke contract is up. Tony is shopping around, they will decide soon
- Congrats to spaghetti dinner crew – zero complaints
- Coaches are showing interest in Demon Derby
- Soccer goals on turf? There are goals that will fit but they will not be out in the spring as they will interfere with other sports
- Mr. Wilson got the new signing background from Alpha Graphics (a Westlake company)

Officers Reports

President – Ed Blair

- Tony / Ed meeting to discuss trophy display upgrades and other capital improvements
- Ed will be focused on transitioning leadership for WDAB

Vice President – Roberta Rence

- 50/50 Raffle did better than last year @\$4500 net

Vice President Fundraising – Gina Redinger

- Sponsorships are coming in
 - 3 so far at \$500 level, expect 2-3 more
 - 5 races are fully sponsored, need 5 more
- **Meredith LaVecchia – Demon Derby Chair**
 - Emails have gone to all the teams
 - We have Indians tickets
 - The Cavs Trophy will be there for 2 hours - \$5 for a picture with the Trophy
 - @40 of 90 horses are sold – push those sales \$30 each
 - We have sold advertising for the program @\$1000 – want \$2000
- Party on the Patio Raffle – Jen Nebraska is the contact
 - Each team donating booze



- Custom made outdoor cooler
 - Yard Signs – giant sports figures, 1 per sport to be auctioned off. Made and donated by Mike Brizes; looking for artist to paint the graphics on the signs
 - We need a photographer for the Cavs Trophy
 - Please share the event on Facebook, etc.
 - Please take a poster and hang at the school
 - We need volunteers, please go to the website and sign up
- Golf Outing – still waiting on answer from someone who was asked to lead

Treasurer – Barb Kerr

- See attached
- Barb will help with revenue at Demon Derby

Secretary – Lori Jolliffe

- Please sign in

Committee Reports

Alumni & Community Relations

Spaghetti Dinner – Jim Feldner

- See attached report

Concessions – Beth Mulloy for Christine Brown

- We have done @30K in concessions this year; we are @5K more than this time last year
- Will not be doing baseball / softball; not worth the hassle

Membership – Sandy Blair

- Not present, no report

Publicity - Elise Orr

- We are archiving PR online
- Will be doing fun Derby stuff

Scholarships - Roberta Rence

- Roberta has her scholarship committee; she will oversee and let them do the work

Senior Banners – Roberta Rence

- March 15th at 3p for spring seniors; same day as team pictures
- May go to smaller banner
- Need money that day, or banner will not be ordered



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

- There will be a table at DFS
- Will be at Kiwanis pancake breakfast on 4/9

Sports Programs – Gina Redinger

- There is a Spring program coming out, TBD
- Team pics are 3/15 and 3/16; team liaisons need to be there to capture names of all the athletes name; Ed to send out instructions for teams
- Fall program ad sales will begin in June; Gina has list of corporate companies - needs someone to get contact info for corporate sponsorships; Carolyn Hanson and Cheryl Bansek will help gather the details

Team Liaisons – Ed Blair

- No update, list is current

Varsity Jackets – Sharon Prexta

- Not present, no report

Volunteer Coordinator (non-concession) – Cheryl Bansek

- No updates, but willing to get more for Derby

Website – Lori Jolliffe

- Will check on the

New Business

- Beth Mulloy has secured 2 parking spots from Mr. Wilson to Auction off at Derby
- Perhaps have a meeting at LBMS?

Roberta

Pat

Next meeting: April 6 - 7p - Westlake High School

Guest Speaker: TBD

5:50 PM

03/01/17

Accrual Basis

Westlake Demon Athletic Boosters

Profit & Loss

June 2016 through February 2017

Jun '16 - Feb 17

Ordinary Income/Expense

Income

4000 · Revenue

4100 · Revenue - Events

4105 · 50/50 Raffle 5,730.00

4110 · Spaghetti Dinner Advertising 700.00

4115 · Spaghetti Dinner 1,729.00

4120 · Golf Outing 13,079.89

4125 · Demon Derby

4125A · Ticket Sales 3,100.00

4125B · Horse Sales 510.00

4125C · Race Sponsor 500.00

4125E · Derby Program Ad 330.00

Total 4125 · Demon Derby 4,440.00

Total 4100 · Revenue - Events 25,678.89

4200 · Revenue - Spirit

4205 · Yard Signs 3,310.00

4215 · Senior Banners 2,134.00

4220 · Spirit Wear 43,155.50

4225 · White Out T-Shirts 6,409.00

4230 · Green Out T-Shirts 4,730.00

Total 4200 · Revenue - Spirit 59,738.50

4300 · Revenue - Concessions

4310 · School Games 33,100.72

4320 · Donut Sales 1,805.00

Total 4300 · Revenue - Concessions 34,905.72

4400 · Revenue - Membership 26,305.00

Total 4000 · Revenue 146,628.11

4500 · Other Revenue 565.00

4600 · Programs

4605 · Good Luck Ads 605.00

4610 · Program Gate Sales 1,160.00

4600 · Programs - Other 20,812.00

Total 4600 · Programs 22,577.00

Total Income 169,770.11

Cost of Goods Sold

5000 · Cost of Goods Sold

5100 · Events

5115 · Spaghetti Dinner 939.98

Total 5100 · Events 939.98

5200 · Spirit

5205 · Yard Signs 466.55

5210 · All Sports Cards 96.03

5215 · Senior Banners 3,431.50

5220 · Spirit Wear 853.75

5225 · White Out T-Shirts 2,876.25

5230 · Green Out T-Shirts 2,900.00

Total 5200 · Spirit 10,624.08

5300 · Concessions

5310 · School Concessions 15,017.54

5320 · Donuts 1,060.00

Total 5300 · Concessions 16,077.54

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Accrual Basis

Westlake Demon Athletic Boosters

Profit & Loss

June 2016 through February 2017

	Jun '16 - Feb 17
5600 · Programs	3,911.18
Total 5000 · Cost of Goods Sold	31,552.78
Total COGS	31,552.78
Gross Profit	138,217.33
Expense	
6000 · Expenses	
6015 · Other Events	252.64
6020 · Awards - Fall	1,163.10
6100 · Other Expenses	410.00
Total 6000 · Expenses	1,825.74
6200 · Administrative Expenses	
6205 · Bank Fees	589.74
6210 · Credit Card Fees	1,616.77
6215 · Website	836.68
6220 · Postage	86.00
6235 · Misc	13.14
Total 6200 · Administrative Expenses	3,142.33
7000 · Sports	
7005 · All Sports	6,199.00
7010 · Fall Sports	33,850.00
7015 · Winter Sports	7,750.00
7020 · Spring Sports	13,250.00
Total 7000 · Sports	61,049.00
Total Expense	66,017.07
Net Ordinary Income	72,200.26
Net Income	72,200.26

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Accrual Basis

Westlake Demon Athletic Boosters

Balance Sheet

As of February 28, 2017

	Feb 28, 17
ASSETS	
Current Assets	
Checking/Savings	
1000 · Cash	
1005 · Petty Cash - Spirit Wear	350.00
1010 · Checking - First Fed Lakewood	112,544.46
Total 1000 · Cash	112,894.46
Total Checking/Savings	112,894.46
Accounts Receivable	
1100 · Accounts Receivable	8,838.08
Total Accounts Receivable	8,838.08
Other Current Assets	
1200 · Other Current Assets	
1210 · Spirit Wear Inventory	33,680.43
1220 · Spirit Wear PE Uniforms	10,401.09
1200 · Other Current Assets - Other	200.00
Total 1200 · Other Current Assets	44,281.52
Total Other Current Assets	44,281.52
Total Current Assets	166,014.06
TOTAL ASSETS	166,014.06
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	18,964.15
Total Accounts Payable	18,964.15
Other Current Liabilities	
2100 · Other Current Liabilities	
2110 · Annual Sport Passes	7,160.00
2120 · Weight Room	50.00
2200 · Reserves	
2210 · Baseball	1,786.97
2215 · Basketball - Boys	1,119.85
2216 · Basketball - Girls	339.58
2220 · Golf - Boys	4.51
2225 · Football	4,002.62
2230 · Lacrosse	995.28
2235 · Soccer - Boys	38.35
2236 · Soccer - Girls	2,088.00
2240 · Cheerleading	150.00
2245 · Gymnastics	78.60
Total 2200 · Reserves	10,603.76
Total 2100 · Other Current Liabilities	17,813.76
Total Other Current Liabilities	17,813.76
Total Current Liabilities	36,777.91
Total Liabilities	36,777.91

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Accrual Basis

Westlake Demon Athletic Boosters

Balance Sheet

As of February 28, 2017

	Feb 28, 17
Equity	
30000 · Opening Balance Equity	57,035.89
32000 · Unrestricted Net Assets	53,309.76
Net Income	18,890.50
Total Equity	129,236.15
TOTAL LIABILITIES & EQUITY	166,014.06

Spaghetti Dinner Report – February, 3rd 2017

Tickets	Joe Cristiano donated materials and printing for 350 tickets. He was given 6 tickets
Dinner	<p>Planned for 250 complete meals (pasta & sauce for closer to 300.) We learned a lot about quantities...considering this is our first time doing it totally ourselves.</p> <p>*Spaghetti purchased from Aldi's (Aldi's is difficult about returns)</p> <p>-80lbs purchased; 66lbs used.</p> <p>*Sauce, meatballs, garlic toast & parm cheese purchased from GFS (Fair return policy)</p> <p>-4 cases Prego Original sauce ...used 5. (borrowed cans from school)</p> <p>-30# ½ oz meatballs ... close on this. Next yr everyone gets 4-5 meatballs per</p> <p>-2 1/3 cases Garlic Toast -used 1 3/4 cases. Very popular item!</p> <p>-5lb bag parm cheese -95% used for 213 meals</p>
Salad	<p>Donated by The Redingers. Thank you!</p> <p>3 boxes provided by Pete Moutoux at wholesale cost. Thank you too! Used 2.5 boxes.</p>
Dressing	<p>Donated by The Redingers. Thank you!</p> <p>*Dressings purchased from GFS</p> <p>-Ranch – 2 used</p> <p>-Golden Italian – 2 used</p>
Desserts	<p>Purchased at Costco</p> <p>2 chocolate cakes – all used</p> <p>1 white cake – all used</p> <p>3 trays cookies – used 2 gave 3rd to Concessions</p> <p>**Next year...more cake less cookies (more white cake!)</p>
Beverages	<p>Donated by Cleveland Coca-Cola. This was arranged by Tony Cipollone. Thank you!</p> <p>-8 cases water – 5 ½ used – leftover given to Concessions</p> <p>-3 cases coke – 2 ¾ used – leftover given to Concessions</p> <p>-2 cases diet coke – 1 ¾ used – leftover given to Concessions</p> <p>-2 cases Sprite – 2 cases used</p>
Paper Prods	<p>Purchased from WHS (GFS) – Case quantities so should have enough for next year.</p> <p>-Pasta & salad bowls, dessert plates, fork/knives & napkins</p>
Placemats	<p>Gina spearheaded this key element of our fundraiser. Thank you!</p> <p>-Fourteen \$50 business card ad's and one center ad for \$100</p> <p>-QWestCom donated printing and was given a free ad space</p> <p>-One ad space was used for WDAB <i>A Night At The Races 2017</i></p> <p>-The remaining 13 placemat ad sales netted \$700 to WDAB</p>

WHS Staff Because we cooked ourselves, it was considered a catering event and two kitchen workers are required to accompany us for the night (at time and a half.) We started with Carol Karohl and Sharon Bury and ended with Sharon and Sue Ricci. They helped pre-cook spaghetti the day before, prepared salads and had things well in hand when the set-up crew first arrived at 2:30pm. These ladies were worth every penny and helped us run a tight ship. Many thanks to Carol, Sharon and Sue for their assistance!

Volunteers A Very Special Thank You to All Our Generous Volunteers!
-We had volunteers come for 2 hour shifts
-We had volunteers stay for the entire event
-Thanks to everyone's help, the event ran as smoothly as could be expected and I hope everyone even had some fun. I know I did – Thanks to all of you!
-AND...if my math is right, we raised \$1,539.02 for Westlake Athletics!!

RECEIPTS

Cash	Checks	On-Line Sales	Total Collected	Total Tickets Redeemed
\$1,487	\$90	\$152	\$1,729 (\$49 over)	213*

*205 tickets @ \$8 and 8 tickets @ \$5 (Discounted after 7:00pm) = \$1,680

*Free tickets to Joe Cristiano and Alumni = 8

There were 40 pre-sale Tickets: 19 sold on-line; 20 sold via Roberta Rence; 1 sold via A.D.'s office

2017 WDAB Spaghetti Dinner

Income Statement

For period ending February 28, 2017

Sales

Food Sales

Cash	\$1,487	
Checks	\$90	
On-Line	\$152	
		\$1,729.00

Placemat Ad Sales	<u>\$700.00</u>	
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Total Sales		\$2,429.00
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Cost of Goods Sold

Food Costs	\$452.78	
Direct Labor	\$333.41	
Paper Products	<u>\$153.39</u>	

Total COGS		<u>\$939.98</u>
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Gross Profit		\$1,489.02
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Other Income (The Redingers contribution for salad & dressings)		(\$50.00)
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Net Profit		<u>\$1,539.02</u>
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Westlake Demon Athletic Boosters

2-Mar-17

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