

## **MEETING MINUTES MARCH 2, 2011**

Attendees: Vicki, Wendy, Janice, Deb D, Sharon

Meeting called to order at 6:10 pm by Wendy.

Reading of previous month's minutes read by Wendy was declined. All accepted as posted on internet.

Treasurer's report was presented by Wendy.

Account balances: Overall balances continue to grow. The project fund (increases by adding 10% of gross sales every month) is now at \$2,527. Checking balance is currently \$12,892, however that includes the sign CD scheduled as the March payment. The balance of checking will be \$7,277 after the March sign payment. A table for sign pay off was included in report. After applying CD in March, amount owed will be \$4,019.07. This amount must be paid off by May 1, 2011. Wendy recommended we pay in two sums at the beginning and end of April. This will make checking a little tight, but with Legends of the Night and careful budgeting, we should be okay. Deb D pointed out that Hanlon is raising money for the sign as well.

Team accounts: Hanlon Basketball spent all of their funds. Softball took two large withdrawals, but built fund back up from carnation sales.

Wrestling was reviewed. Both duals and pee wee had a profit and we did a pretty good job of not over spending on items that are not part of our normal stock. Gross sales at Pee Wee were \$619 (after paying for 1 one of the referees) and at duals was \$956.

Review of winter budget analysis for the season. Income was \$10,825 and expenses were \$6,654, for a difference of \$4,171. We made approximately \$1,500 less than we had hoped, though our expenses were pretty close. The real issue is we over estimated the total income. Finally, in response to a question we were asked (Are we making more money during winter sports, now that we have a concession stand?), Wendy did a per game comparison of teams we played in the '09-10 season and '10-11 season. We made \$884 more when doing the comparison. The biggest difference in money makers were Boys BB vs Waverly, Girls BB vs Watkins Glen, Boys BB vs Tioga, and Wrestling Duals. Surprisingly we made less money on Boys BB vs TAE and Boys BB vs Watkins Glen. Conclusion is that having the booth is safer and allows for variety, but it is really the popularity of a particular game that drives the amount of sales.

### **New Business**

1. Sports Banquet
  - a. Menu – We need to decide on menu. Last year we did ziti, meatballs, salad, fruit salad, and cake. Everyone agreed to stick with standard menu.
  - b. Pricing – Last year \$5/person and \$20 for a family of 5. Tabled discussion of pricing because we won't know cost of food until it gets closer.
2. Pickled Sausage debate – The Johnson's sausage sells better, however the cost per piece is more. The profit is \$0.28 per piece. The profit with the Sam's club brand was \$0.34 profit. For Fall season we recommend going to a \$1.75 per piece pricing. Most of our pricing increases are 50% margin, but we need re-evaluation over the summer.
3. Beef for Meat Sauce – Wendy proposed we purchase a ¼ of a beef from the Simpsons Farm for use in meat sauce and fall sports. Its higher quality and cheaper. Discussion on storage and how

much we use now. Sharon to check with health department to see if there are any concerns there. Discussion tabled until next meeting.

4. Cups/To-Go Containers for Spaghetti Dinner – Fine Arts is doing their dinner again this year on March 18<sup>th</sup>. We have cold cups, desert containers, and meal containers in our stock. Vicki asked if everyone is ok to giving some to Fine Arts for their dinner. Everyone agreed.
5. VTO – They are closing and selling to Dandy. The close date is March 20<sup>th</sup> with an auction on March 28<sup>th</sup>. We have discussed Jerlando's in the past when they would offer delivery. We could consider dropping pizza altogether and doing something different. For example a pretzel machine (soft pretzels) and a pizza convection oven. Sharon did not care for the convection pizza at Spencer and said that pretzels require cooking. Others said we definitely need to add hamburgers as a regular menu item if we drop pizza. Decision for now is to drop pizza and look at cost of putting other equipment into place. Sharon to check on oven prices and other cookable food items.
6. Officer Elections – Though it's early, Vicki asked what people's thoughts were on running for positions again in the spring. Vicki is definitely done this year and a replacement needs to found. Wendy will run again as treasurer, if no one else wants the position. Deb and Sharon needed to think about it.
7. Email on using the booth – Kim Laursen asked if they can use the booth during the upcoming musical. So after discussion decided we'd donate coffee, cups, and lemonade. All other items will be locked up. So who ever is working Exceptional Seniors needs to make sure that happens. Further discussion we decided to do inventory on drinks. Let fine arts sell, but need to reimburse us at our sale price. Wendy to send email to Kim.
8. Hand written letter – Last month we received a hand written letter from an elementary student in Ohio. The student is asking for a donation for a reading program, for example, a t-shirt that can then be used in their auction. Vicki will research to make sure it is real, then would send out some T-shirts.
9. ST Warriors – Discussion on whether we'll be hosting them this year. They have yet to formally ask the school for use of fields. There were many problems last year, but we were also in bad shape because of construction (no parking, no toilets). Boosters are glad to host, if school lets them use this as home field. Deb to remind them they need to ask the school for permission.
10. Moving outside – First baseball game is March 30<sup>th</sup>. First home track meet April 19<sup>th</sup>. Postpone decision until later and discuss via email.

### **Old Business**

1. Concession Equipment Ideas – Janice wants a hot dog cooker with rollers or stainless steel electric frying pan for hotdogs. Discussion on attending auction at VTO. Other equipment previously discussed – small popcorn machine for inside, inline coffee pot, carafe and warmers, roaster pans (already purchased), flat frying pans (already purchased). Suggestion on using Hanlon's popcorn machine for a few games and put popcorn in closable boxes.
2. Pool Records Sign – Just on agenda as a reminder for next big project.

Other new business – Deb Dupuy said after-prom party is asking for a donation. Decided we'll give what we did last year. That's \$150 and some T-shirts

Wendy motioned we adjourn the meeting at 7:30 pm.

Respectively submitted, Wendy Shutter, Treasurer