



Bruin Athletic Boosters Club, Inc.

1265 Green Holly Dr • Annapolis, MD 21409
410-757-1300

BHS Boosters Meeting - Broadneck High School Stadium
Monday, September 20, 2021

Attendees:

Charity Isaac	Aubrey Wanner	Beth Capps
Kath Murphy	Kevin Necessary	Lisa Cain
Karen Morsberger	Jenna Ray	Kim Baillieul
Melanie Schultz	Bob Boyer	Kat Spitzer
Tammie Saxon		

Meeting called to order at 6:04 PM

President - Charity Isaac

- Minutes approved from August Meeting
- Charity passed out Agenda
- Reviewed dates for upcoming planned fundraisers
 - Craft bazaar - December 4, 2021 (12/11 rain date)
 - Mulch Sale - March 19 and 26, 2022
 - Golf Tournament - June 22, 2022
- Ongoing fundraising activities throughout the year:
 - Membership Drive
 - Sponsorship - stadium/field/court/weight room/field house lockers
 - Concessions - each sport season (stadium & main court) as permitted
 - Merchandise - stadium store fall/spring & online sales
- Distributed 2021-22 Calendar of Meetings - Planned for **6:00 PM on the 3rd Monday** of the month
 - Oct. 18, 2021 - General Meeting
 - Nov. 15, 2021 - General Meeting
 - December - no meeting
 - Jan. 10, 2022 - General Meeting (2nd Monday due to MLK Holiday on the 17th)
 - February - TBD - General Meeting (Presidents Day 21st)
 - March 21, 2022 - General Meeting
 - April - NO Meeting
 - May 16, 2022 - General Meeting - Board Nominations due
 - June 13, 2022 - Year End Meeting - Voting

Treasurer's Report - Aubrey Wanner

- Currently have \$85,000 cash on hand:
 - BB&T - \$22,635.31
 - Severn Bank - \$46,039.43
 - PayPal - \$16,490.74

- Owe \$49,463.88 on line of credit from Weight Room Renovation - not paying off as we made a commitment to pay for senior banners and just bought new refrigerator for concessions
 - \$5,000 payment made this morning
 - Will continue to pay \$5,000 each month

Concessions - Jenna Ray

- Bringing in \$6,000-\$8,000 from football games
- Purchased new refrigerator
- Trouble purchasing items from Sam's Club - they are limiting water, gatorade etc.
 - May need to call for help when we have 2 back to back Friday night games for parents to help purchase some items due to limits
 - Sysco vs Sam's - Sysco delivery and pricing an issue
- Question from Kim Baillieul on how we split the numbers of volunteers requested per game
 - Based on a formula that includes number of players per team
 - Anyone can fill any spot in sign-up and will be tracked and sport will get credit
 - Students can help as well
- Looking for help with concession chairs to shadow current chairs

Membership - Lisa Cain

- Distributed Membership numbers. 410 Athletes and 241 are members of Boosters, 58.8%
 - Fall Cheer, Cross Country and Unified Tennis all fell below 60%
- Total membership revenue is \$16,075 for the school year (\$15,175 for fiscal year)
- UPDATE TO MEETING - Had a boost on Tuesday after meeting and now at 60.7% membership
 - Golf needs 2 more to reach 100%
 - Cheer needs 2, Cross Country and Unified Tennis both need 9 more members to reach 60%

Sponsorship - Kath Murphy

- All fall renewals have been sent
- Currently have \$4,500 in revenue and expecting more to come in
- Will have a few new sponsors and a few that can no longer pay and signs will be coming down

Concessions

- Approved gift card incentives for volunteers - \$100, \$50 and \$25
- Will be open for Cross Country Meet on 9/29

Merchandise - Tricia Schroll - not present

- Will be ordering more Pure Vida bracelets - very popular
- Brought in \$1,500 so far this year
- For those attending meeting that are not familiar, our merchandise is general Bruin gear, not sport specific
- We do not mark up that much - looking to create school spirit only
- If looking for a specific size - email Tricia Schroll

Craft Fair - Beth Capps

- Currently in a hold pattern
- 2,000 attendees and 150 vendors could be a Covid problem
 - Setting deadline of next meeting on Oct. 18 to decide if we are moving forward

Social Media

- Still looking for a replacement for Melissa

Mulch Sale

- Need Chair to replace John Bragaw
 - Looking at March 19 and March 26 as the 2 dates for delivery (Easter April 17)
 - Kath Murphy to review dates with Christie at Richards Tree Care

Golf Tournament

- Tentative date of Wednesday, June 22 as that is the last day for Teachers
- To be held at Bay Hills again

Athletic Director Report - Kevin Necessary

- Need announcer for homecoming - Trey can not announce
 - John Schultz to possibly do, Melanie Schultz to get back to Kevin and Charity
 - Stipend - \$150
- Fall teams off to a great start and performing at a high level
- Home attendance has been high
- Senior nights - Kevin to put on website
- Cape Night will be same night as Severna Park game - will sell out
 - Kevin needs to hold 300 tickets for the Cape kids
- Question asked about purchasing tickets for all games at one time - Yes, via GoFan
- Winter Sports - tryouts begin November 15
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 - ID will open October 1st
 - December 1 - Meet the Coaches night
- Fall Coaches meeting with Kevin is November 11
- BHS might host some county playoff games for fall sports
- November 7 - Hogan Lacrosse Tournament
 - Have not opened concessions in prior years for this event
- Request - Clay White will be inducted in the Anne Arundel Hall of Fame is Oct. 15 - Kevin requesting funds for 2 tables (\$900 total) - Motion made by Melanie Schultz and 2nd by Aubry Wanner

** Sophomore parents express not getting information about Boosters from football and some other sports. Kevin to make sure that membership is explained at MTC and will be sure to include sophomore families for a freshman/sophomore orientation at Meet the Coaches for winter session

Next Meeting - Monday, October 18, 2021 at 6PM at BHS

Meeting adjourned