

**Fairfax High School Athletic Boosters
September 13, 2021
Meeting Minutes**

Location: In Person at the Field House Room H106

Attendees - Board Members:

Name	Position	Email	
Nancy Melnick	Director Student Activities	namelnick@fcps.edu	Attended
Mike Breslin	President	michael.breslin@navy.mil	Attended
Kim Nahom	Vice President	kdnahom@gmail.com	Attended
Alex Lopes	Secretary	alexander.Lopes@bis.doc.gov	Attended
Woody Slaymaker	Treasurer	fhsboosterstreasurer@yahoo.com	Attended
Beth Intermill	Concessions	eainp66@verizon.net	Attended
Mary Breslin	Membership	breslin511@verizon.net	Attended
Kim Nahom	Spirit Wear	fhsspiritmerch@gmail.com	Attended
Marcia Hortik-Sheehan Monica Borga	Sponsorship	fhsbeasponsor@gmail.com	Attended

Attendees - Other:

Name	Team	Email
Marcus ODell	Track Coach	modell@fcps.edu

1. Call to Order & Budget

Call to Order

- Meeting was held in person in room H106. Mike opened the meeting.
- Alex presented minutes from the August meeting which were reviewed and approved by attendees.

Budget Report/Financial Status - Woody Slaymaker

- Woody provided a summary of Booster Club financials noting that budget revenue continue to be based on estimates from pre-pandemic fundraising efforts. He noted the receipt of sponsor donations from Chap Petersen (\$1000) and Dolce Vita restaurant (\$500) and tracking almost \$7000 in spirit wear sales. Based on concession sales for the first two football games, he noted that the cost for purchase of Chick Filet sandwiches and pizza had increased without an increase in concession prices resulting in thinner margins. He suggested the board consider

raising the price for concession sales. He also noted one significant Boosters operational expense for liability insurance at a cost of \$922.

- During Woody's budget review, Nancy introduced track coach Marcus Odell to discuss a request for the purchase of hurdles. Coach Odell explained the need for 20 new hurdles; he explained both the need, and if a commitment to purchase was made soon, he could acquire them at a cost of \$4175. The Board had previously approved the purchase at a cost of \$6000 and welcomed this news. The request was approved.
- The budget report was approved.

Coaches Corner / DSA Report – Nancy Melnick

- Nancy reported hiring a new boys lacrosse coach: Thor Rasmussen..
- Nancy plans to reschedule Flavor of Fairfax which was cancelled because of weather at the home football opener. She hopes to schedule for the homecoming football game on October 1. She is also planning to hold a Winter coaches meeting on September 27 and asked Mike if he would be able to participate.
- She expects the County to provide guidance by September 17 on what the process will be to implement the recent announcement that all athletes participating in Winter athletics must provide proof of Covid-19 vaccine to be eligible to participate.
- Nancy reported that the e-ticket sales were going well and that over 300 Lion passes have been sold for access to all athletic events for the year. This compares to about 340 adult booster passes sold pre-pandemic 2019-2020.

2. Old Business

- There was continued discussion of upgrading the Boosters website. Mike suggested that there might be students that would be able to help. Nancy said she would see if she could identify someone to help. In her report on Spirit wear sales, Kim mentioned the need for assistance to facilitate on-line sales noting the QR Code historically used to facilitate had expired. Attendees suggested looking at Centreville and Chantilly HS Boosters websites to get ideas of how we might improve ours.

3. New Business

- New co-sponsor chairpersons, Monica and Marcia, discussed their plan for sponsorship and the challenges they are experiencing in their outreach to businesses in the community. They acknowledge that this effort should have started much earlier but hope their efforts provide a better framework for the future.
 - They are proposing three levels of sponsorship depending on the value of the donation: 1) Lions Pride (\$2000); 2) Lions Den (\$1500); or, 3) Lions Club (\$750) that would include various levels of advertisement and recognition to the donor. They have already sent out requests to local businesses and have canvassed local strip malls and small businesses.
 - This led to a discussion of design and costs for advertising banners; cost and deadlines for advertisements in programs and plan to publish programs in more than just Fall sports; a suggestion of charging \$50 for advertising announcements at sporting events;

and, getting the sponsorship search out to FHS parents that have small businesses. On this latter point, Nancy said she would announce a search for sponsorship on her weekly News You Choose email posting.

- Mary mentioned the annual Craft Fair was scheduled to happen on November 20th and 21st and it would provide opportunities for fundraising. She mentioned that in the past the Swim and Dive team would provide volunteers to support the event and would be paid by the event sponsors for their services. It was also noted that the concessions would be operated by volunteers supporting the end of year all night graduation party.

4. Committee Reports

- Concessions – Beth Intermill
 - Beth discussed issues she was having with the \$500 incentive for teams that volunteered to work the concession stand. The problem arises when you have a large number (13-15) of volunteers from the team that volunteered and designated to operate the concessions and 1 or 2 volunteers sign up from other teams. How should the incentive be allocated? The board agreed that the incentive should be allocated to the team (or group of smaller teams) that provided the bulk of volunteers and that participation by others would be assessed at the end of the season.
 - Beth asked for thoughts on increasing the price of Chick Filet sandwiches to \$4 and Meal Deal to \$6 because of the increased costs discussed above. This was agreed to by the Board.
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- Spirit Wear (Spirit Merchandise) –Kim Nahom
 - In addition to the issue with on-line sales discussed above, Kim noted spirit sales were going well and she has had to make three orders to replenish inventory..
- Membership – Mary Breslin
 - Nothing to report
- Sponsorship –Marcia Hortik-Sheehan and Monica Borga
 - See above

5. Wrap-Up/Adjourn

1. Next meeting November 8, 6:30 PM