



Bruin Athletic Boosters Club, Inc.

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

BHS Boosters Meeting
Rich Bowen's House
Monday, August 17, 2020

Attendees:

Rich Bowen
Bob Stillwell
Charity Isaac
Kath Murphy
Kevin Necessary
Melissa Bowen
Beth Capps
Sophia Phillips
Casey Trout

Meeting called to order at 6:47 PM

Minutes approved from June meeting (we did not have a meeting in July)
Treasurer's report distributed

AD Report - Kevin Necessary

1. Looking forward to potential on-campus activity after the cancellation of fall and winter sports
2. Re-opening plan to begin 9/28 and focus on mental health and socialization for student athletes. On campus, but non competitive with questionnaires to be filled out by students each day
 - a. Fall sports will be 4 weeks for the month of October
 - b. Spring sports will be 4 weeks for the month of November
 - c. Winter sports will be 4 weeks for the month of December
 - d. Student athletes will meet for 2 hours 2 times per week plus additional virtually meetings with coaches
3. Coach Necessary's *estimate* is for competitive sports to resume:
 - a. February 1 - April 1 - winter sports (Basketball to possibly be played outside on portable courts)
 - b. March 15 - May 15 - fall sports (Swimming could happen off-campus)
 - c. May 1 - June 30 - spring sports

4. Spectators for sports probably not going to happen
5. Currently, the BHS campus is being used by Parks & Rec, Coach Necessary receiving requests everyday and could fill all venues 7 days a week. This is good news for sponsorship!
6. Coach Necessary to ask Principal Kennelly if we could potentially run concessions for some of the Parks & Recs events
7. Family ID has been shut down. Coach Necessary to reopen soon. Felt that we were getting hurt by the uncertainty - families were signing up, but not necessarily donating to membership

Concessions - Sophia Phillips

1. Sophia was able to return leftover items from the spring to Sam's club that we had hoped to use in the fall - about \$400 in returns
2. Need to re-key stand - will get 5 sets of keys and assign individual numbered keys to those that need them
3. If we are able to sell concessions at the Parks & Recs events, we will provide minimal items - hot dogs, fries, candy, snacks and drinks to keep cost down
4. Old refrigerator - tried to have fixed, but needed a compressor. Needs to go to the dumpster. Need a new refrigerator, but can not afford the expense right now.
5. Cape Football - potential to play at BHS, maybe we can split concession revenue with Cape

Membership

1. Michelle Gamble to take over position from Lisa Cain
2. Currently \$3,000 in membership from Family ID from fall

Weight Room

1. Paid remaining \$11,138 in flooring in June
2. Made \$5,000 payments in both July and August and will continue to do so for September and October out of Severn Account
3. \$85,864 left to pay off - will use \$75,000 from the line of credit (12 month line of credit)
4. \$30,000 in our BB&T Booster account and \$19,000 in our Severn account - these will be merged into Truist account (new name of bank merger)
5. Rich Bowen made a motion to "complete" the payment to EneryG Wellness - Bob Stillwell and Sophia Phillips approved the motion
6. Operating costs will be down this year due to CoronaVirus
 - a. No uniforms will be purchased
 - b. Will keep scholarships
 - c. \$7,000 for senior banners - will need to be discussed at a later time
7. Donor Board - Kevin to pay for out of Athletics budget (\$12,090)
 - a. Will not have entrance fee revenue this year which will affect Athletics budget

Sponsorship - Kath Murphy

1. Will begin to send out renewals this month, concerned about sponsors not feeling like they are getting any exposure with schools being closed, but Parks & Rec events may be perfect exposure
2. Discussed Turf 2 fencing along College Parkway a great place to move some of the sponsors to. Especially some of our return sponsors. Kath to look at fence and see how many we can place there and the first ones to renew can be moved to that fence
3. Kath to draft a renewal letter detailing the Parks & Rec events that are being held at the school in order to push renewals

Current plan to pay for Weight Room

1. Still have 73 lockers to sell, maybe combine with weight room sponsorship and get both for \$500
2. Golf tournament - may still be difficult to host due to Covid, but Rich to look into
3. Bull Roast - definitely not an option due to Covid
4. Coach Necessary to offer another Bruin Strong Store - last one made about \$1,500. New to offer a t-shirt and mask combo
 - a. Cotton T and mask - Cost \$18 we would price at \$25
 - b. Under Armour T and mask - Cost \$22 and we would price at \$30 (We chose this option for an \$8 profit)
 - c. Coach Necessary to see if they can add extra masks to combo for additional cost
 - d. Items would be shipped directly to home

Craft Bazaar - Beth Capps

1. Have to cancel to due AACPS guidelines
2. Currently have \$7,480 in registration that will need to be returned
3. Beth to offer 3 scenarios to registrants:
 - a. Offer full refund less \$5 paypal fee
 - b. Offer to put amount toward 2021 bazaar
 - c. They can donate amount to be used as a tax write-off
 - d. **Can offer to post their Etsy page on Boosters website

Meeting adjourned