

Viking Backers General Meeting Minutes

Monday, December 2, 2019 @ 6:30 pm

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1. Welcome - Jim
2. Administrative report - Brian Rau
 - Brian indicated winter sports begin on Thursday, December 5.
3. Membership
 - We have taken in \$10,980, and there were 7 new memberships purchased in November.
 - Dana requested the winter sports teams be reminded about VB memberships
4. Concessions - Dana
 - The winter sign-up genius is up, and there are many slots available that need filling. Brian indicated we need to get the word out to winter sports parents to volunteer, since VB gives financial support they would have to provide.
 - So far this year, we've grossed \$31K and had a profit of \$12,781. The entire gross for last year was \$41K, so with two sports seasons remaining, we anticipate we'll gross more.
 - VB sold concessions (candy, cookies, and water) at the Fall play for the first time. We took in \$1,400 and are "booked" to run concessions at the spring musical.
 - For the first time in six years, Vocelli raised the prices of pizzas. Cheese pizzas are now \$6.75 (formerly \$6.50) and Pepperoni is now \$7.25 (formerly \$7).
 - We will try selling Chick-fil-a nuggets soon (\$5 for box of 6 or 8).
 - It was discussed about incentivizing volunteering by offering a prize or prizes. However, it was mentioned that now is the time students are realizing they need service hours, so more may be looking for opportunities to volunteer.
 - So we don't have to rely on personal phones and to allow VB to take credit cards for concessions purchases, Dana researched the two different options Square offers. One type is a permanent installation for \$800 (including ipad) and the other is mobile (\$199 for stand + Ipad cost) for \$529.
5. Spirit Wear - Dana
 - Dana thinks we have adequate inventory for the entire holiday season
6. Viking Backers Reps - Dana
 - All winter sports but JV cheer have reps for VB. Since there are only 6 JV cheerleaders, varsity cheer parent will be their rep as well.
7. Sports Summer Camps - Dana
 - For one of the basketball tournaments, there will be a program printed. VB had originally agreed to donate \$250 for a quarter page ad to publicize our summer sports camps, however, the organizer has granted us a full page ad for the same price. Dana and Aida will discuss which budget item the funds should come from. Dana motioned, Joanne seconded a motion, and the group approved paying for the ad.

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- Jeff indicated he plans to email coaches soon asking them to decide when they'll run their sports camps. VB will want the dates between the end of January and mid-February. Once those dates are chosen, VB will put in requests for facilities.
- Jeff and Dana will coordinate with the coaches to set the prices. Brian said all coaches who ran camps last year want to run them again.
- Srimi indicated our insurance agent wants to meet to discuss insurance for sports camps. Brian, Dana, Jeff, and Srimi plan to attend.

8. Basket Bingo - Paula & Dana

- Jim complimented how well and successful the event was. He complimented Paula and her team on taking in \$12K which is about the same as last year.

9. Sponsorships / Fundraising - report from Jenise

- Jenise has sent Jackie Wilson the information she wants updated on the website for sponsorships.
- Jenise indicated she has one sponsor that has provided payment and five others have provided verbal commitments, but we are still awaiting payment. Paula also indicated she has several other sponsors "in the works". Jenise indicated all sponsors from last year have been contacted.
- Jenise indicated once she receives payment, she will order a banner and work with Brian to have it placed. Brian indicated that he would want to wait until we have multiple banners to place before arranging the placement. Any sponsor donating over \$1,000 will be given a thank you plaque.
- It was indicated that some of our sponsors are not the kind that perform services for the general public, so although they don't object to having their names listed as sponsors on our website, they would not want contact information included.

10. PTSA - Laura Munns - no report given

11. Treasurer Report - Aida

- Trying to reconcile payments received with the line items can be very difficult. Aida indicated it can be time-consuming and difficult determining what credit card payments are for which item / category especially when there is overlap in the timing of payments to VB (i.e. - there was overlap between payments for Marketplace and summer camps). Jim was very concerned about the time Aida has to invest in reconciling and indicated he'd like VB to invest in a way(s) to make this process easier and defers to those with more knowledge of the process to propose some ideas.
- There was discussion on the use of the Square and whether there's a way for the payments to be automatically sorted and grouped into categories (i.e. - camps, Marketplace, concessions, inc).
- Aida indicated handling check-writing to the coaches in the summer for camps is difficult because it can conflict with travel plans. She is unable to write checks ahead of vacationing,

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because the payment to the coach is dependent on the number of enrollees and the addition of “last-minute” enrollees can change the amount due to the coach.

12. Holiday Tree Trim Sale - Jim
 - Sales have begun and a portion of the sales goes to VB. Additionally, some school groups are profiting by selling refreshments.
13. SGA Rep Report - no report given
14. New Business
 - Dana contacted Manor Hill Tavern about doing a VB Happy Hour. The tavern indicated they would give 15% of drinks and food provided a minimum of 30 guests attended. Since fundraisers are limited to certain days of the week, a recommendation was made to make it on Monday, February 3, since the next day is a day off for school (it's the night before the February 4th election day recently put on the calendar).