

WHS Hornets Baseball Booster Meeting
February 19, 2024 – 7:00 pm Brookshire

Treasurer Report

General updates:

- Need approval to spend an additional \$3.50 to move up a tier on our monthly Wix subscription. In doing so we unlock the invoicing toolkit. This will be key to tracking and parent satisfaction.
- Confirming Zelle hardware being ordered by end of February, board passed purchase in late 2023.
- Email thank you to those paying via PayPal. Year-end hard copy thank you with a team pic. **What is the overall strategy for hard copies this year including those sponsors or donors that pay via physical check?**
- Marion spearheading Dicks Sporting Goods grant, which is typically \$200.00.
- 990-N's filed for 2023
 - Changed IRS records to reflect PO box vs 100 Apple Blossom, Okemos address (former address of A. Carpenter)
- Gaming license focus will be on items 5, 7-10 on required documentation list
 - 5: Form 4186c requested from IRS to use on gaming lic. Should arrive the week of 02/19.
 - 7: Requested 5/3 to pull 3 years of files. Local branch cannot go back after 2 years. Request routed to 5/3 back-office team. Results are being sent to the local branch. Should arrive the week of 02/19.
 - 8: 2022 was not filed. **Potential showstopper** for gaming license. Three lapses see us lose “determination”, in short, our tax exemption. So, exemption is secure.
 - 9: Have materials I believe will be suitable
 - 10: Have materials I believe will be suitable

Financial flags:

- We may miss the fundraising goal; this was already a down from \$14,700 to \$10,000. Need a large hit on vertical raise given the timing on raffle/gambling income streams and Culver streams not happening for this competition year
- **Who is running Christians Greenhouse?**
- **We need to build out player fee structure**
- **We need to build out camp fees**

- **BALANCE:** \$9,363.73 as of 2/12
 - Debits
 - February
 - \$233.18 Dicks order for EvoShield catching bags (2)
 - \$702.96 On Deck for various products
 - \$1,303.89 Driveline for various products
 - Prior three were earmarked for Palmer donation
 - \$13.60 book of stamps for thank you letters
 - January
 - \$958.72 to BSN for hats
 - Accruals
 - \$250.00 fall coaching (Harbert)
 - \$903.33 coaching jackets, back2back shirts
 - BSN order placed on school account
 - Sent P. Paulsen email on 2/8 seeking invoice
 - Sent follow-up 2/12
 - **Are t-shirts to sell or give to boys?**
 - \$1,526.40 for 18 team backpacks
 - Partial Palmer earmark, BSN quote shows a balance \$166.43 that Palmer family will also cover
 - March forecast:
 - \$7,428
 - Forecast revision slightly upward from February forecast of \$5,158,05 due to sponsorships arriving early vs last year's cycle
 - Sharon's Heating & Cooling (\$250)
 - Young's Turf Farm (\$250)
 - Randy's Mobil (\$500)
 - MioGuard (\$250)
 - Convey (\$1,000)
 - Graff (\$500)
 - Jim & Marion Palmer (\$3,600)
 - Terry & Jamie Palmer (\$250)
 - Please note that March/April 2023 saw the vast majority of sponsorship deposits, this helps us envision a finish line. **PUSH FOR MARCH**
 - Budget
 - Heading into our "heavy" spend period; below is a review of our performance against flash/forecast
 - Gentle reminder that finance year running from July to July
 - Factors in carry over aligns with end of school year
 - Budget review: shared electronically 7/18/23 and again 11/14/23. Physically reviewed at July session.

Category	Monthly Estimate	2023 YTD	2024 Forcaset	2024 Finance Year Actuals	YoY%
INCOME					
Donation:		\$6,442.21	\$1,000.00	\$5,100.00	410.00%
Sponsors:		\$4,532.64	\$5,000.00	\$1,050.00	-79.00%
Merchandise Sales:		\$100.00	\$100.00		-100.00%
Fundraising:		\$14,709.25	\$10,000.00		-100.00%
Grants:		\$0.00	\$0.00		#DIV/0!
Player Fees:		\$3,102.04	\$4,000.00		-100.00%
Summer Camp:		\$0.00	\$2,500.00		-100.00%
Concessions:		\$1,927.50	\$1,100.00	-\$250.00	-122.73%
2023 Carry over:		\$8,486.14	\$8,486.14	\$6,302.66	-25.73%
Total Income		\$30,813.64	\$32,186.14	\$12,202.66	4.26%
EXPENSE					
		2023 YTD	2024 Budget	2024 Finance Year Actuals	YoY %
Field Improvements:		-\$1,320.00	-\$2,800.00	-\$1,660.00	-41%
Expense:		-\$971.60	-\$1,500.00	-\$1,080.88	-28%
Players:		-\$5,785.82	-\$7,000.00		-100%
Coach:		-\$7,086.16	-\$8,000.00	-\$1,400.00	-83%
Uniforms:		-\$8,225.89	-\$3,500.00	-\$1,862.05	-47%
Equipment:		-\$3,815.84	-\$5,000.00	-\$3,799.43	-24%
Total Expense		-\$27,205.31	-\$27,800.00	-\$9,802.36	-64.74%

Sharpening forecast:

- Significant potential costs during competition time and opening/closing of season (Mar-July)
 1. Do we do program guides online ala Football?
 - Strategy around this
 - \$519.40 was 23' printing costs
 2. Player related costs (April)
 - Food \$700
 - Novetsky training \$700.00
 - Do we skip Novetsky training? We will face additional uniform costs in 2025 and shelter costs.
 - We forecast an increase in player fees, should that have been a lower number?
 - Player fee/invoicing needs to be flawless, both for influx of funds but also to show improvements.
 - Player Banners \$1500-\$1700
 - Forecast on banners, need to confirm if less players this year?
 - This is baked into player fees
 - \$21 hat

- \$30 banner
 - \$26 practice jersey (all)
 - \$35 varsity jersey (varsity only-senior designed)
 - \$77 non varsity
 - \$112 varsity
 - There were player fees cut last year, so '22 to '23 saw a reduction of approx. \$50.00
- 3. BP Shirts & Varsity Jerseys
 - We specifically discussed the uniform cycle, and it was agreed upon this was an off year. Hats only needed
 - Part of player fees, we will be null
 - Any risk of supplementing cost via general fund?
 - We are already 47% through budget
- 4. Concession startup \$750-\$800 (April)
 - This is not all encompassing. E, g. There is continued concessions cost through the season but that is offset by sales.
- 5. Christians seed money (April)
- 6. Sponsor Banners \$2000-\$2200 (April)
 - Need heavy sponsorship push (timing above)
 - Sponsor banners. Will it be more than \$2200 (poor shape, replacements, new ones?)
 - Almost all the new banners were purchased last year, so the cost will be lower.
 - Anyone that had one last year, no new purchase short of Palmers, Randy's Mobile, Conklin and whatever sponsors.
- 7. Baseballs, when and how much?
 - Potential \$500 for balls
 - News balls cost?
- 8. Coaches pay. Budget was \$8000
 - July finance year starts see 1k towards fall ball costs
 - No Johnson nor Merchant costs
 - Will Merchant be replaced?
- 9. Helmets; when and how much
 - Keeping in mind we are approx. 75% through the budgeted amount for equipment
 - On Amazon wish list, 17 helmets at approx. \$50.00
- 10. When is youth camp?
 - Will t-shirt sales occur/cost of shirts?
 - Costs for registration?
 - Anticipated player count?
 - What costs are associated with that? T-shirts? Cost of camp?