



Hopkins Football Booster – Nov. 11, 2024

Hopkins Football Boosters – meeting notes
Consent Agenda

Meeting held via Zoom - 8:00 p.m – 9:30 p.m.

Attendees:

Bo Johnston	Robin Grote	Trisha Woolever
Doug Boie	Joe Sebesta	Kim Radel
Gabe Sojka	Scot Brown	Kirk Anderson
Aaron Kuznia		

Bo Johnston, President opened the meeting.

Welcome

Bo Johnston made a motion to call the Nov meeting to order

Joe Sebesta 2nd the motion

Motion passed meeting called to order

Joe Sebesta motioned to accept the November Agenda

Kim Radel 2nd the motion

November Agenda passed

Consent Agenda October & November

Trisha Woolever made a motion to pass the consent agenda

Robin Grote 2nd the consent Agenda

Consent Agenda passed

Booster Committee Updates

Charitable Gaming Report – report give by Bo Johnston

Booster President and Treasurer had background checks done for charitable gaming. All city documents have been signed by Bo Johnston, President. Charitable gaming will be on the Minnetonka council meeting agenda, January 13. If approved by city (this could take up to 60 days) then we will need to get approval by the state of Minnesota. We do not know how long it will take to be approved by the state. The city only wants to allow 6 licenses. Hopkins Fire Pension Fund is also applying for a charitable gaming licenses.

Marketing Report – Kelly Caspers was unable to attend

Community report – Kim Radel

Banquet – 62 Players and coaches have signed up so far, 55 adults.
Aimee is making a run through sign for coaches to run through
Plaques for senior gifts and player awards to be given out at banquet

Varsity letters will be handed out
Coaches' gifts should arrive on Thursday
Kelly Casper will be making a program

Sponsorship update – Mark Vagle

All Booster members need to continue to talk to the community to promote the team and raise money for the team. Mark has 2 or 3 businesses that he is in conversation with about donating.

A donor that has committed to \$2000.00 for 2025

The Rotary club has committed to \$2500.00 for 2025

***Should some of the players/captains' hand deliver thank you notes? ***

Apparel & Merchandise

Gifts have been ordered Hopkins Hoodies

Girls Flag football – nothing to report at this time

Old Business

Please continue to recruit volunteers for the Hopkins Football Board. If there are any questions please reach out to Kelly Casper or Bo Johnston.

New Business

Hopkins Football has been w/ Sports Engine since 2013. Hopkins Football Boosters are currently being charged legacy pricing.

Legacy Pricing - \$1,115 every 2 years (\$557.50 per year)

New Pricing - \$1299.00 per year, plus transactional fees = 3.25% + \$1.50 per transaction

Paying more for less functionality

Lost Quick Books integration

Now paying for Dibbs

Help desk ticket based services

Crossbar is what is being looked at as replacing Sports Engine. Crossbar is a sports management platform.

The annual cost is \$995.00

Set up fee 0.00

Early Termination fee \$500.00

Transaction fee 1.99% +.99

Credit Card fee 2.00%

ACH Transaction fee 0.00

Scott Brown provided a quick demo of the service. Scott showed the ease of the product. Crossbar would train the Booster Board if requested without a fee.

Bo Johnston made a motion to change from Sports Engine to Crossbar

Joe Sebesta 2nd the motion

Motion was passed

Fundraising – Presented by Joe Sebesta

Club card fundraiser

Goal was 2,000 cards

Total sold 1,410 cards short by 590

Varsity player 9-12 = 112 players

Coach Chauncy's goal was 20 card per player

Actual average 10.7 (numbers

Number of players selling ≥ 20 was 20/21

Number of players selling ≤ 5 was 43

The concern is who will be selling and delivering the bags of salt in the winter? Who will be selling the mulch and delivering in the spring? 18% of the team?

We will need to have further discussion. Winter and Spring sales are on hold.

Upcoming Coming event

BANQUET starts at 10:00am. Anyone that would like to set up arrive at 8:30/8:45.

Players should wear a collared shirt.

Optimist Christmas tree setup is after the banquet at 1:30pm

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Meeting Adjourned

Scott Brown motioned to adjourn the meeting

Kim Radel 2nd

Meeting adjourned



CONSENT AGENDA – November 2024

Hopkins Football Boosters
Consent Agenda

Zoom Web Meeting 8:00 p.m.-9:00 p.m.

1. Meeting Minutes from Previous Meeting

September & October Meeting minutes attached.

Board Action: Approval of Previous Month's Meeting Minutes.

2. Financial Report

Provided By Bo Johnston, President & Trisha Woolever, Treasurer.

Account Update

Account	September Month	Current Month
Varsity Checking (Operating Account)	\$16,967.42	\$28,077.27
Varsity Savings (Capital Account)	\$18,099.01	\$22,180.59
Youth Checking (Operating Account)	\$28,584.65	\$20,921.45
Youth Saving (Capital Account)	\$25,142.50	\$11,710.22
Scholarship Fund Savings Account	\$1,441.62	\$2,692.34
Charitable Gaming Account	\$0	\$9,942.28
Total Account Value	\$89,081.33	\$95,328.78

Note:

Board Action: Motion to review and accept Financial Report.

Financial Update

Financial activity by month report attached.

Board Action: No action

3. President's Report

No Report.

Board Action: No Action.

4. Committee Reports

No Report.

Board Action: No Action.



Hopkins Football Booster – Sept. 17, 2024

Hopkins Football Boosters – meeting notes
Consent Agenda

Meeting held via Zoom - 8:00 p.m – 9:00 p.m.

Attendees:	Bo Johnston	Aimee Marriette	Robin Grote	Trisha Woolever
	Kelly Casper	Aaron Woolever	Eric Peterson	Valeta Moore
	Gabe Sojka	Melany Terrazas	Corby Koehler	Franklin Green
	Kim Radel	Heather's Iphone	Kirk Anderson	Paul Spilde
	John Bissell			

Bo Johnston, President opened the meeting.

Welcome

Highlighted Friday nights win!

Kim Radel motion to call meeting to order

Kelly Casper 2nd the motion

Motion passed meeting called to order

Aaron Kuznia motioned to approve the agenda

Robin Grote 2nd the motion

Agenda approved

Motion made by Trisha Woolever to approve the Consent Agenda

2nd by Aimee Marriette

Consent Agenda approved

Booster Committee Updates

Charitable Gaming Report – Kirk Anderson

In process w/ city of Minnetonka w/ fill out application for the gaming license.

Opened dedicated checking at Entre Bank

Discussion on moving \$10,000 from youth Capital Account to the gaming checking account. This money would be considered a loan and would be paid back to the youth account.

Bo Johnston made the motion to move funds to the gaming account.

Robin Grote 2nd

Motion passed

Need to form official charitable committee

Need assistant gaming manager

Need 1-2 other board member to be on the committee

At this time Kirk Anderson will be the gaming manager

Action Item: Clarification on what the assistant manager does and what the committee members will do?

Paul Spilde & John Bissel both volunteered to help on this committee.

Marketing Report – Kelly Caspers

- Game Day Fun
 - Game Day activities
 - Home game Tailgate party
- Collateral
 - Game day program cost was \$1500.00
 - Senior Banners are in progress
 - Family Pins
 - Yard signs available
 - Game day Banners

There is a known issue w/ the square app it is being addressed.

Fundraising Chair – Joe Sebesta

Varsity Fund raiser – 2024 Club Cards a total of 828 have been sold. We need to sell 2000.
Our stretch goal is 2600.

Upcoming sales events:

9/19 Digital Blitz & Social Media

9/21 10-2pm Driskall's Downtown to sell items

Youth will be doing RahRah

Sponsorship update – Bo Johnston

Business	\$28,700.00
Individual	\$12,278.28

Community Events & Volunteering Chair – Kim Radel

Nautical Bowl sales from 9/6 and 9/13 raised \$200.00
Unmapped, Del Sur & Tonka Pizza don't know yet

Upcoming events

Applebee's Flapjack breakfast	10/13
Culver's	09/23
Chick-Fil-A	10/01

Apparel & Merchandising – Bo presented

- Youth Apparel ordered
- Girls Flag orders not placed

Youth Football Director Reports

Hopkins High school 126 registered

8th grade 33 kids signed up created on team NOT 2

7th grade 27 kids registered

6th grade 30 kids registered

Madden 4th & 5th graders 37 kids registered – total of 3 teams

Shula 2nd & 3rd grad 40 kids

Lombardi only 4 signed up, refunds given

Flag Football Girls – 13 registered – looking for games

Total youth registration is down.

Old Business –

Budget recap

Tier 1 Mission Critical items -	\$33,000.00 has been allotted.
Tier 2 need but not critical -	\$55,000.00 has been allotted.
Tier 3 wish list -	\$22,000.00 has been allotted

Open board Position

Football Events Chair

New Business

End of Year banquet – tentative first weekend in December @ the Oak Ridge County

Request Ad hoc Committee to Plan. Volunteers: Kim Radel, Aimmee Marriette, Aaron Kuznia

Upcoming events:

Picture Day Saturday 9/21/2024 for:

JV

Varsity retakes

Varsity Buddy pics.

Meeting Adjourned

Kelly Casper motioned to adjourn the meeting

Robin Grote 2nd

Meeting adjourned



Hopkins Football Booster – Oct. 22, 2024

Hopkins Football Boosters – meeting notes
Consent Agenda

Meeting held via Zoom - 8:00 p.m – 8:30 p.m.

Attendees: Bo Johnston Aimee Marriette Robin Grote Trisha Woolever
Kelly Casper Doug Boie Melany Terrazas Franklin Green
Gabe Sojka Eric Pederson Kirk Anderson

Bo Johnston, President opened the meeting.

Welcome

Robin Grote made a motion to call the meeting to order

Doug Boie 2nd the motion

Motion passed meeting called to order

No Consent Agenda presented.

Booster Committee Updates

Charitable Gaming Report – Kirk Anderson

Continuing to move forward

Marketing Report – Kelly Caspers

- Continue to promote our Football team
- Pancake feed made \$2,600.00

Banquet – Kim Radel will be taking point

- Nov. 23 is the date that we are targeting more to follow
- Price will be \$35.00 per person
 - No charge for Coaches
 - No charge for players

New Business

We need to continue to recruit volunteers to help support our football team. Please reach out to Kelly Casper or Bo Johnston. There are plenty of positions that need to be filled and can be filled.

Highschool students that had refereed the youth season did a good job. We are looking to do something to show our thanks.

All apparel has been ordered and paid for

Meeting Adjourned

Kirk Anderson motioned to adjourn the meeting

Doug Boie 2nd

Meeting adjourned

Hopkins Football Booster Club

Statement of Activity by Month

January 1 - November 18, 2024

	JAN 2024	FEB 2024	MAR 2024	APR 2024	MAY 2024	JUN 2024	JUL 2024	AUG 2024	SEP 2024	OCT 2024	NOV 1-18, 2024	TOTAL
Revenue												
Community Fundraising (B2B)												\$0.00
Community Fundraising - Giveback Night Events						309.38			798.08	732.00		\$1,839.46
Total Community Fundraising (B2B)						309.38			798.08	732.00		\$1,839.46
Donations												\$0.00
Donations - Booster Club Donations			32.75					555.90	2,440.08	2,090.00		\$5,118.73
Total Donations			32.75					555.90	2,440.08	2,090.00		\$5,118.73
Fundraising						800.00			135.00	3,075.00		\$4,010.00
Fundraising - Apparel & Item Sales							40.00	360.00	1,100.00	925.00		\$2,425.00
Fundraising - Banquet Tickets										295.00	1,545.00	\$1,840.00
Fundraising - Card Sales	246.00							11,171.00	7,026.02	9,551.00		\$27,994.02
Fundraising - Concessions			1.00	450.23								\$451.23
Fundraising - Electronic Card Sales & Residuals				565.00					2,007.50			\$2,572.50
Fundraising - Misc. Sales										47.00		\$47.00
Total Fundraising	246.00		1.00	1,015.23		800.00	40.00	11,531.00	10,268.52	13,893.00	1,545.00	\$39,339.75
Fundraising Events												\$0.00
Events - Alumni Football Game					48.81	40.00	50.00					\$138.81
Events - Camp Registrations					455.00	175.00	315.00					\$945.00
Total Fundraising Events					503.81	215.00	365.00					\$1,083.81
payout				-596.46	-6,926.39	-7,515.48	-8,241.90	-12,825.79	-1,258.08			\$ -37,364.10
Registration Fees (Youth)												\$0.00
Donations - Initiative Campaigns								245.00	500.00	120.00		\$865.00
Registrations - 7on7 Program						450.00	650.00					\$1,100.00
Registrations - Fall League				3,573.29	6,926.39	7,515.48	8,241.90	9,707.79	-520.96			\$35,443.89
Volunteer Shift Buy Out (Youth)	723.00	482.00						1,059.50	1,150.00			\$3,414.50
Total Registration Fees (Youth)	723.00	482.00		3,573.29	6,926.39	7,965.48	8,891.90	11,012.29	1,129.04	120.00		\$40,823.39
Sales of Product Income			0.00	0.00	10.00	10.00	170.00	20.00	23.00	68.00	120.00	\$421.00
Services									200.00	970.00	20.00	\$1,190.00
Sponsorships												\$0.00
Sponsorships - Business					1,500.00	1,000.00		8,000.00	2,000.00	3,500.00		\$16,000.00
Sponsorships - Girls Flag									500.00	250.00		\$750.00
Sponsorships - Individual (Varsity)				100.00	1,446.52	6,432.30	2,000.00	2,300.00	40.00	50.00		\$12,368.82
Total Sponsorships				100.00	2,946.52	7,432.30	2,000.00	10,300.00	2,540.00	3,800.00		\$29,118.82
Total Revenue	\$969.00	\$482.00	\$33.75	\$4,092.06	\$3,460.33	\$9,216.68	\$3,225.00	\$20,593.40	\$16,140.64	\$21,673.00	\$1,685.00	\$81,570.86
GROSS PROFIT	\$969.00	\$482.00	\$33.75	\$4,092.06	\$3,460.33	\$9,216.68	\$3,225.00	\$20,593.40	\$16,140.64	\$21,673.00	\$1,685.00	\$81,570.86
Expenditures												
Awards & grants to others						990.00						\$990.00

Hopkins Football Booster Club

Statement of Activity by Month

January 1 - November 18, 2024

	JAN 2024	FEB 2024	MAR 2024	APR 2024	MAY 2024	JUN 2024	JUL 2024	AUG 2024	SEP 2024	OCT 2024	NOV 1-18, 2024	TOTAL
Expenses - Booster Club (Misc.)									281.56		488.36	\$769.92
Expenses - Girls Flag Football												\$0.00
Equipment Expenses (Girls Flag)								300.00	65.00			\$365.00
Field Equipment (Girls Flag)					395.00							\$395.00
Total Equipment Expenses (Girls Flag)					395.00			300.00	65.00			\$760.00
Team Expense (Girls Flag)												\$0.00
Apparel (Girls Flag)										1,293.00		\$1,293.00
Total Team Expense (Girls Flag)										1,293.00		\$1,293.00
Total Expenses - Girls Flag Football					395.00			300.00	65.00	1,293.00		\$2,053.00
Expenses - Varsity Football												\$0.00
Coaching Expenses (Varsity)		7,104.00							1,367.25			\$8,471.25
Coaching Stipend (Varsity Head Coach)											2,500.00	\$2,500.00
Total Coaching Expenses (Varsity)		7,104.00							1,367.25		2,500.00	\$10,971.25
Equipment Expenses (Varsity)						159.94		968.31	302.87	198.37		\$1,629.49
Team Expenses (Varsity)										1,850.00		\$1,850.00
Apparel (Varsity)	1,092.00						428.00	650.50				\$2,170.50
Football Training Expenses (Varsity)						4,217.62	900.00					\$5,117.62
Player Expenses (Varsity)			1,750.00									\$1,750.00
Total Team Expenses (Varsity)	1,092.00		1,750.00			4,217.62	1,328.00	650.50		1,850.00		\$10,888.12
Total Expenses - Varsity Football	1,092.00	7,104.00	1,750.00			4,377.56	1,328.00	1,618.81	1,670.12	2,048.37	2,500.00	\$23,488.86
Expenses - Youth (Flag & Middle School) Football												\$0.00
Coaching Expense (Youth)		5,362.00							665.00	15.00		\$6,042.00
Apparel (Coach)										924.00		\$924.00
Coaching Background Checks & Training			595.00						425.00	60.00		\$1,080.00
Total Coaching Expense (Youth)		5,362.00	595.00						1,090.00	999.00		\$8,046.00
Equipment Expenses (Youth)								1,844.40	65.00			\$1,909.40
Field Equipment (Youth)					395.00							\$395.00
Flag Program Equipment (Youth)								222.32				\$222.32
Junior High Equipment					312.00			4,258.14	645.54			\$5,215.68
Other Equipment (Youth)										179.83		\$179.83
Total Equipment Expenses (Youth)					707.00			6,324.86	710.54	179.83		\$7,922.23
Field Rental Expenses (Youth-Non MS)				20.00	225.00		179.00	1,099.00		5,536.25	633.75	\$7,693.00
Football Events (Youth)		149.93										\$149.93
Referee Expenses (Youth, Non-MS)											951.62	\$951.62
Tackle Football League Fees									7,296.34			\$7,296.34

Hopkins Football Booster Club

Statement of Activity by Month

January 1 - November 18, 2024

	JAN 2024	FEB 2024	MAR 2024	APR 2024	MAY 2024	JUN 2024	JUL 2024	AUG 2024	SEP 2024	OCT 2024	NOV 1-18, 2024	TOTAL
Team Expenses (Youth)												\$0.00
Apparel (Youth) - Jerseys	1,000.00						250.00	3,500.00		1,740.00		\$6,490.00
Apparel (Youth) - Sponsor Shirts & SWAG										1,891.50		\$1,891.50
Total Team Expenses (Youth)	1,000.00						250.00	3,500.00		3,631.50		\$8,381.50
Total Expenses - Youth (Flag & Middle School) Football	1,000.00	5,511.93	595.00	20.00	932.00		429.00	10,923.86	9,096.88	10,346.58	1,585.37	\$40,440.62
Football Event (Varsity)												\$0.00
Team Dinners (Varsity)									1,270.87	1,154.04		\$2,424.91
Varsity Game Day Expense									2,218.92			\$2,218.92
Total Football Event (Varsity)									3,489.79	1,154.04		\$4,643.83
Football Events (Youth)												\$0.00
Team Events (Youth Flag)											209.85	\$209.85
Total Football Events (Youth)											209.85	\$209.85
Fundraising & Community Expense										225.62		\$225.62
Fundraising Expense - Apparel Expense										3,181.25		\$3,181.25
Fundraising Expense - Fundraising Event Expense										1,115.00		\$1,115.00
Fundraising Expense - Incentives for Donors											488.37	\$488.37
Fundraising Expense - Incentives for Players											829.20	\$829.20
Total Fundraising & Community Expense										4,521.87	1,317.57	\$5,839.44
Office expenses									67.32			\$67.32
Bank fees & service charges							35.00	0.00	0.00	92.72	0.53	\$128.25
Merchant account fees				46.34	1,398.99							\$1,445.33
Shipping & postage	59.85											\$59.85
Software & apps			52.10	65.00	65.00	80.00	80.00	80.00	85.00	85.00	35.00	\$627.10
Total Office expenses	59.85		52.10	111.34	1,463.99	80.00	115.00	80.00	152.32	177.72	35.53	\$2,327.85
Square Fees			0.72	3.20	57.83	236.14	75.18	389.45	244.53	354.27	57.62	\$1,418.94
Total Expenditures	\$2,151.85	\$12,615.93	\$2,397.82	\$134.54	\$2,848.82	\$5,683.70	\$1,947.18	\$13,312.12	\$15,000.20	\$19,895.85	\$6,194.30	\$82,182.31
NET OPERATING REVENUE	\$ -1,182.85	\$ -12,133.93	\$ -2,364.07	\$3,957.52	\$611.51	\$3,532.98	\$1,277.82	\$7,281.28	\$1,140.44	\$1,777.15	\$ -4,509.30	\$ -611.45
Other Revenue												
Interest Earned	18.47	16.45	16.67	18.39	18.25	16.95	16.44	8.72	8.71	10.06		\$149.11
Total Other Revenue	\$18.47	\$16.45	\$16.67	\$18.39	\$18.25	\$16.95	\$16.44	\$8.72	\$8.71	\$10.06	\$0.00	\$149.11
NET OTHER REVENUE	\$18.47	\$16.45	\$16.67	\$18.39	\$18.25	\$16.95	\$16.44	\$8.72	\$8.71	\$10.06	\$0.00	\$149.11
NET REVENUE	\$ -1,164.38	\$ -12,117.48	\$ -2,347.40	\$3,975.91	\$629.76	\$3,549.93	\$1,294.26	\$7,290.00	\$1,149.15	\$1,787.21	\$ -4,509.30	\$ -462.34