

23/24 Kickoff Meeting

Agenda

- 01 Introduction
- 02 Swear in VPs
- 03 23/24 Updates & Goals
- 04 Financial Update
- 05 Athletic Dept Update
- 06 Team Rep Roles & Responsibilities

01

Introductions

23/24 ABCD Board

Officers

NEW

Scott Winkler

President

Dad of four DCS student-athletes
softball, baseball, football, and equestrian

NEW

Allison Bishop

Vice President

Mom of one DCS student-athlete
swim

NEW

Marie Richards

Vice President

Mom of two DCS student-athletes
basketball, baseball, football

Jodi Kniesteadt

Treasurer

Mom of three DCS student-athletes
tennis, hockey, baseball

Marji Wisniewski

Secretary

Mom of one DCS student-athlete
volleyball

Members at Large

Michael Bavineau

Athletic Director

Dad of two DCS student-athletes
basketball, golf, football

NEW

Kelly King

Asst Athletic Director

Director of Operations UofM Athletics

NEW

Cara Heist

Concessions Coordinator

Mom of two DCS student-athletes
baseball, football

NEW

Samantha Brandt

Social Media Manager

Mom of two DCS student-athletes
softball, baseball



[23/24 Team Rep Directory](#)

02

New VPs

03

23/24 Updates & Goals

Our Mission

In 2022, ABCD provided \$23,177 in support of 25 teams including Mill Creek Sports, Band, Dance & Hockey Team payouts to provide equipment and other team needs, long-term capital campaigns for brick & mortar projects.

**We exist to strengthen our championship athletic program
and ensure every Dexter student that wants to play - can.**

In 2022, ABCD provided \$10,000 to underwrite athletic scholarships
Underwriting scholarships for those in need financial assistance,
long-term lowering the financial burden for all families.



DEXTER ALWAYS WINS.

The Athletic Booster Club of Dexter believes in the power of sports to transform lives and positively impact our entire community. Fulfilling our mission - to strengthen our championship athletic program and ensure every Dexter student that wants to play, can - means Dexter students, families and our community always wins.

JOIN THE CLUB, VOLUNTEER, OR GIVE.

It's all online at our new website abcdexter.org or scan below.



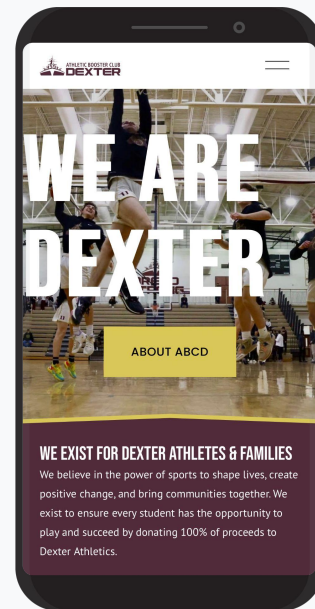
Offseason Optimizations

- **Concessions audit & updates** led by Cara Heist
 - **Deep clean** & organization of all stands
 - **New equipment** - stand-up warmer, popcorn machine, hot chocolate machine, tables and more
 - **Equipment repairs** - stand-up coolers
 - **Structural repairs** - new shelving at Al Ritt
 - **New menu signage**
 - **Credit card** POS system
- **Simplified concession payouts & sign-ups** to make Team Reps lives easier, provide equitable opportunities for all teams and provide even more money back to our programs
- **Logo & brand identity** to better align with our mission of supporting our championship athletic program and ensuring that every student-athlete that wants to play- can.
- **ABCDexter.org site** with enhanced features to make finding information, making donations and other key information more accessible.



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What's new

- Guaranteed, fixed payouts vs. variable
- Increased pay for “General Events”
- ABCD providing centralized [SignUpGenius](#) to ensure all sports have opportunities to sign-up for any concession
- Modeled to payout as much as prior years while providing greater financial opportunities for smaller sports

New for 23/24

| Event | Team Payout |
|--|--|
| Large Events E.g. Invitationals, Football, Basketball, Track, Powerlifting, etc. | Concessions: \$35 Concessions Lead: \$50 |
| General Events E.g. Baseball, Soccer, Lacrosse, etc. | Concessions: \$25 Concessions Lead*: \$35 |

**If necessary*

A full-staffed Varsity Football game can earn a team over \$1,000.

04

Financial Update

2022/23 ABCD Payouts

\$23,177

Total Paid to
Teams/Organizations

Payout by Fundraising Activity

Fall Concessions: \$12,465

Holiday Hustle: \$2,240

Winter Concessions: \$3,788

Spring Concessions: \$2,184

Board Member Stipends: \$2,500

+\$10,000

Paid to Athletic Scholarships

\$33,177

Total Paid to Support Dexter
Athletes, Teams & Families

Payout by Team/ Organization

| | | | |
|----------------------|---------|----------------------|-------|
| Football | \$5,649 | Volleyball | \$500 |
| Boys Basketball | \$2,153 | Dance | \$491 |
| Baseball | \$2,022 | Girls Cross Country | \$420 |
| Track | \$1,708 | Dexter Band Boosters | \$395 |
| Boys Tennis | \$1,562 | Girls Tennis | \$280 |
| Mill Creek Athletics | \$1,503 | Boys Cross Country | \$250 |
| Boys Soccer | \$1,121 | Hockey | \$240 |
| Girls Basketball | \$889 | Softball | \$165 |
| Cheer | \$778 | Wrestling | \$158 |
| Girls Soccer | \$751 | Powerlifting | \$144 |
| Boys Lacrosse | \$654 | Boys Water Polo | \$90 |
| Field Hockey | \$641 | Girls Lacrosse | \$28 |
| Girls Swim & Dive | \$585 | | |

05

Athletic Dept Update

06

Team Rep R&Rs



ATHLETIC BOOSTER CLUB OF DEXTER

Team Rep Expectations

2023-2024 School Year

Athletic Booster Club of Dexter (ABCD) Team Representative Expectations. Each Dexter Community Schools District Sport is required to provide one representative to serve on ABCD. Representatives provide input and assistance to ABCD and the Athletic Program and are integral in achieving the ultimate mission of ensuring every student who wants to play a sport can, and providing the financial support to our teams & coaches to build a championship culture.

Team Reps should be confirmed by the start of the school year in the [Team Rep Directory](#), including phone number and email addresses, and communicated to ABCD VP's Marie Richards and Allison Bishop.

Representatives should not do these things alone, they should work closely with your coaches and team parents/ families to complete your responsibilities.

ABCD Representatives are expected to:

- 1) **Attendance:** Attend all scheduled meetings (6-8 meetings is customary) or appoint an alternate if they are not available (meetings are excused in the event your team has a contest on a scheduled meeting night).
- 2) **Ambassadorship:** Proactively communicate with both your coaches and parents about the needs, benefits and activities of ABCD. Actively communicate with ABCD Officers on the needs and activities of your team and how ABCD can help support your team more effectively.
- 3) **Fundraising:** Throughout the year ABCD will conduct fundraising activities (i.e. Trivia Night, Holiday Hustle, Membership sales, etc.). Team Reps will be expected to take on responsibilities to help create, promote, support and conduct fundraising events.
- 4) **Raffle Licenses:** If you are representing a sport that runs a raffle (e.g. "50/50"), ABCD will file for a Raffle License through the state of Michigan on your behalf as being a qualified non-profit is a license requirement by the state. Raffle license requests need to be made 60 days in advance of the start of the raffle/ season. \$15 per license will be charged for raffles with prizes under \$500. \$50 will be charged for raffles with prizes exceeding \$500.
- 5) **Concessions Sports:** If you are representing a sport that sells concessions, the following is expected from the representative.

Concessions Expectations/ Responsibilities

For sports that sell concessions only

Concessions Lead

As a Team Rep for a sport that sells concessions you are the leader for your associated teams' concessions throughout the season. We depend on strong Team Rep leadership in order to successfully operate our concessions and maximize financial payouts back to our student-athletes, families and teams. As noted above, all Team Reps need to be confirmed via the [Team Rep Directory](#) and communicated to Marie Richards & Allison Bishop.

We can't do this without you.

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Well run concessions, make fulfilling our mission possible.

You are the Concession Lead

We depend on strong Team Rep leadership in order to successfully operate our concessions and maximize financial payouts back to our student-athletes, families and teams.

Concession Staffing

- Team Reps will support concessions by acquiring sufficient volunteers for their team's home sporting events.
- Sign-ups will be managed via [SignUpGenius](#) - you can find the link here or on the [ABCD website](#).
- ABCD will send the SignUpGenius links to all Team Reps & Coaches at the start of each season to help drive volunteers from parents outside of your team's sport but the final responsibility of staffing is that of the Team Rep.

Food & Beverage

Concessions will consist of popcorn, hot dogs, candy and pop. If you would like pizza, call Classic Pizza 48 hours in advance with the order and needed time of delivery and location. Payment not required at time of order or delivery.

Team Starter Pack

Team Reps will be solely responsible for the contents of the Starter Pack throughout the season and must sign for its delivery & return.

The Team Starter Pack will consist of:

- **Start-up cash** (i.e. Predetermined amount based on sport/ concession revenue)
- **Concession key fob** for entering the team concession stand.

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Gameday Operations

1. **Start-up:** You are responsible for bringing start-up cash to concessions and/or ensuring CC machines are checked out*
2. **Reconcile at shutdown:** Fill out reconciliation sheet when concessions close
 - Calculate revenue (Total Cash upon concession closure minus Start-Up Cash when concession opened)
 - Complete money form (envelope)
 - Complete sign-in sheet (put in envelope)
 - Txt picture of completed reconciliation sheet to Marie Richards (734.497.4928) prior to place in safe
 - Drop into the safe
3. **Report inventory needs** by txting Marie 734.347.4928 and/or emailing abcdconcessions@gmail.com
4. **Safety check** by ensuring concession stand is locked and all “hot” devices are turned off and unplugged

*Credit Card POS checkout process not currently available as we test during Fall events.