

# Archmere Academy Alumni Council Meeting Minutes

## Thursday, April 10, 2003

**Council Members Present:** Marc Albero, Michele D'Angelo, Bob Dunn, Carmen Franceschino, Earl Francis, Dick Joyce, Noelle Lauer, Peter Mariani, Bob McCann, Al Minutola, TJ Voell, John Yasik

**Unexcused Absences:** Marty Londergan, Ed Gallagher

**Excused Absences:** Tom Anderson, Mike Pembroke, Phil Toman

**Others Present:** Theresa Carroll, Tom Mallon

1. Opening Prayer
  - a. Father Mullen was not present. His mother had a heart attack over the weekend and he is tending to her. We keep Father and his mother in our thoughts and prayers.
  
2. Comments on Participation and Involvement
  - a. Carmen Franceschino urged the younger alum to get involved in chairing committees. He said that he and some other "veteran" council members have been chairing the same committees for years and it is time for the younger alum to take over and learn the process for chairing events.
  - b. Marc Albero volunteered to be chair next year for Career Day in lieu of Carmen.
  - c. Peter Mariani urged all members to continue signing up to volunteer for events as well as to volunteer to chair events that do not have a chair
  
3. Contact Information
  - a. Peter Mariani passed around contact information for the Council. He asked for all changes to be forwarded to him via e-mail.
  
4. Financial Update
  - a. Al Minutola reviewed the budget. The Varsity Shop was discussed for new members who were unaware of the changes. Members were told that the Varsity Shop was sold to the school and three installments will be paid: October 2002, March 2003, and in July 2003 to the Council. These installments will be \$4000 each time.

- b. The Archmere MBNA Card needs more of a marketing push. The Council was told that Archmere gets money back for every transaction.
  - i. \$0.15-for each transaction
  - ii. \$3.00 for each new account opened
  - iii. \$1.00 for the renewal of an account
- c. Two mailings are sent out each year to remind the Archmere family about the MBNA Card.
- d. The Golf Outing has been the same price every year. Last year the Council lost money on the Golf Outing because attendance was down. A suggestion was made to increase the price for this year's outing.
- e. Al wants budgets from all chairs submitted to him no later than May 22, 2003.

5. A Farewell to Jack Haley

- a. Jack has stepped down from his Council position. His wife is very sickly and she cannot be left alone.
- b. Phil Toman has designed a certificate to thank him for his years of service. The Council agreed on giving him the certificate of recognition as well as a gift certificate. Carmen solicited responses from the Council to find out Jack's hobbies.
- c. Jack's position will be filled by presidential appointment. Carmen has 4-5 names on the list who would be assets to the Council.

6. Sports Hall of Fame Nominations

- a. Bob McCann asked the Council to submit nominations to him for the Sports Banquet. Volunteers were asked to stay after the meeting to work on nominations.
- b. Some names that were suggested were: Bill DiNardo, Andrea Ciconte, and John Naimoli.
- c. Participation was down last year as a result of Ed Gallgher became sick and Peter took over at a very late date, as well as the banquet being moved to the Patio at the last minute.
- d. Ticket price will be raised this year.

## 7. Dates for the Upcoming Calendar Year

- a. Tom Mallon and Peter Mariani sat down before the Council meeting to discuss Council events that should be put on the school calendar.
- b. During the meeting, Tom went through the school calendar and asked for the Council to let him know when our meetings will be held and other Council events.
- c. There will be no June 2003 meeting for the Council.

## 8. Special Social Events-Happy Hours

- a. New York and Texas Happy Hours were successful.
- b. Peter Mariani believes that it is important to keep our non-local alumni involved through these happy hours.
- c. There will be no D.C.Happy Hour.
- d. John Yasik gave an update on the McKenzie's Happy Hour. He said that there will be no private room available but the brewpub manager said that Archmere Alum would be given wristbands to designate who can eat/drink.
- e. John discussed the pricing structure for the event. The prices seemed a little bit steep, but the donations at the door will offset the price/person.
- f. The McKenzie's Happy Hour is tentatively set for May 15, 2003 from 7-10 PM.
- g. Theresa Carroll suggested that we do a happy hour at Hennessey's in Aston, PA since the owner is an alum. The Council was not in agreement on this idea.
- h. Peter Mariani will be going to Atlanta, GA at the end of April. He said that there are 41 alum that all live right off of the main highway that goes through Atlanta. He has set up a private "corner" for the happy hour at the Wyndham Hotel in Atlanta for April 29, 2003. He estimated that this event would cost about \$300. Bob Dunn motioned to approve this and TJ Voell second the motion.

## 9. Status of Activities

### a. Aukition

- i. Tom Mallon stated that the Aukition was a great success. He estimated that the Aukition brought in about \$70,000. Thank you letters will be going out in the mail.

### b. Annual Fund

- i. Tom Mallon stated that there might be a third mailing going out to solicit donations. Also, he is continuing to pursue corporate matching gifts.
- ii. We are about \$40,000 away from the goal.
- iii. Peter Mariani and Carmen Franceschino strongly encouraged all Council Members to donate to the campaign. The goal is to have 100% of the Board of Trustees, Faculty, Alumni, and the Father's and Mother's Guild donating. Carmen urged all Council members to also donate.
- iv. TJ Voell asked if the deceased are omitted from gift giving and Tom said yes.
- v. Marc Albero asked Tom to run a list of all Council members to see who has not given for next meeting.

### c. Memorial Mass

- i. Phil Toman was unable to attend the meeting but sent an e-mail to read on his behalf. He thanked all those who participated.
- ii. He asked all members to give suggestions on how to increase the attendance at this special mass. He was disappointed with the attendance for this year.
- iii. Tom Mallon estimated that about 50 people attended the Mass.

d. Career Day

- i. Carmen discussed how great it is to see a lot of young alum coming back to speak to current students.
- ii. He urged all to participate in this event.

e. Blue Rocks

- i. The Alum Blue Rocks night will be held on July 14, 2003 with fireworks in the Pepsi Pavilion. We will have our own space this year.
- ii. We will need to send a check for \$1300 to the Blue Rocks for this game in June.
- iii. The tickets are \$20.00/person. Guests will pay \$12.00 and the Council will pay \$8.00. There are 100-140 tickets that need to be sold.
- iv. Peter asked for comments on if we should invite incoming freshman and their families. Michele D'Angelo suggested that we have seniors attend in order to talk to the incoming freshman. The Council decided to keep it simple and invite only Alum.

f. 1932 Club and the Website

- i. Peter Mariani urges all of us to donate \$19.32 for the Club.
- ii. He said that they are constantly capturing a lot of lost alumni.
- iii. The database currently has about 1800 addresses. Peter has asked us to brainstorm on ways to solicit more addresses.
- iv. He has begun to promote the Campus Master Plan and has received about 15 comments.

g. Basketball

- i. Al Minutola vs. Sallies alum-Al's team lost in overtime. Was Al playing during overtime??? The "boys" were about 12 years younger than Al.

- ii. Tower Hill wants to play Archmere in a game. Al said that his next goal is take on St. Mark's HS.
- iii. Peter Mariani said that the site with pictures from this game was the most visited site of the week!
- iv. TJ Voell keeps in touch with Phil Martelli-the HAWKS basketball coach. Phil offered his team to help Al out in beating our friendly rivals.

#### h. Campus Master Plan

- i. Tom Mallon said that a subcommittee was put together to discuss and determine the timing and financing of the campaign.
- ii. Bond financing for the full \$12 M was suggested. The goal is not to raise tuition. However, another suggestion was to raise tuition about \$500/child after 2-3 years into the rollout of the Campus Master Plan.
- iii. Tom noted that the tuition would be \$13,900 in 2004, which is an increase of 4.9% over 2003. We are undercharging for each child that attends by about \$500.
- iv. Tom said that they are soliciting a full-time director of major gifts (capital, plan giving, estate planning, etc.).
- v. A third party vendor is also another possibility.
- vi. Admissions
  - 1. New freshman class: 129 students
  - 2. 47 different grade schools make up in incoming class. 250 students took the entrance exam.
  - 3. 3% minority
  - 4. 18 students want to transfer into Archmere
  - 5. There are 503 students for the 2004. The Board has said no more than 500 students. The entire school is at about 50:50 male/female and about 10% are minority students.

#### i. Other Business

- i. Al Minutola believes that we need another fundraiser. He suggested a concert for late June.

- ii. Bob McCann stated that we ask people all the time for money. We are asking people for too much and too often to donate. Bob said that when we really need to fundraise, people would not give if we ask them too many times throughout the year.
- iii. The Council did not want to create another fundraising program. Carmen suggested that we increase the price of the golf outing and Peter suggested raising the price of the Aukition and Sports Banquet so we do not have to have another fundraiser.

The meeting was adjourned at 8:15 P.M.

**Action Items:**

- Hall of Fame nominations to Bob McCann
- Presidential appointment to Council-Carmen Franceschino
- Updates for contact list/committee chairs to Peter Mariani
- Donations to the Annual Fund
- Submit budgets to Al Minutola
- List from Tom on Council members who have not donated
- Ideas to Phil Toman on how to increase attendance for next year's Memorial Mass
- Donate to the 1932 Club or Peter will continue to stalk you!
- Ideas to Peter on how to obtain more e-mail addresses from alum

**Upcoming Events:**

1. March 30, 2003, Memorial Mass
2. April 11, 2003, Career Day
3. May 7, 2003, Headmaster's Dinner
4. July 14, 2003, Blue Rocks
5. October 6, 2003, Golf Outing
6. October 17, 2003, Sports Banquet
7. October 18, 2003, Homecoming/Reunions
  - a. (This event will be the third Saturday in October, annually).
8. November 14, 2003, Career Day
9. December 14, 2003, Visit with Santa
10. March 6, 2004, Aukition
11. March 28, 2004, Memorial Mass
12. April 23, 2004, Career Day

**Next Council Meeting: Thursday, May 8, 2003**