

Allison Jones

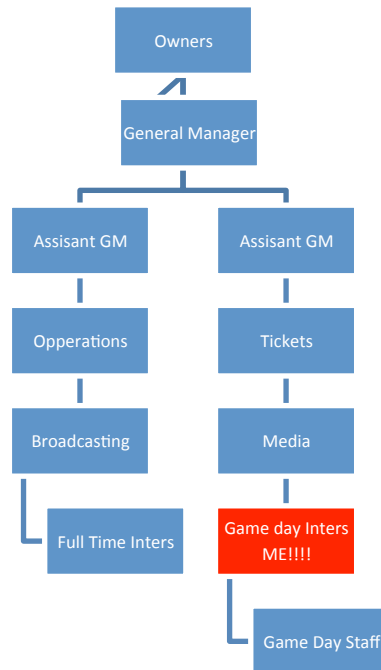
Field Experience Outline

8-6-2013

Part I

## Organization

1. **Mission Statement:** The Hagerstown Suns are committed to promoting America's national pastime while creating a safe, friendly, exciting environment for fans, sponsors and players to enjoy the game. A hard-working, innovative staff continually strives for excellence to produce an enjoyable experience for families, friends, sponsors and players. The front office members lay a strong foundation to build success. We are dedicated to providing affordable, quality entertainment for fans of all ages. We help businesses reach the market in which they operate. We give players excellent facilities, qualified personnel and a professional environment to help them achieve their goals. We respect - and love - the game. We, the Hagerstown Suns, will not settle for anything less than these goals as we work to make the Hagerstown community a better place through baseball.
2. The Hagerstown Suns have 4 owners; with Bruce Quinn has a majority owner.

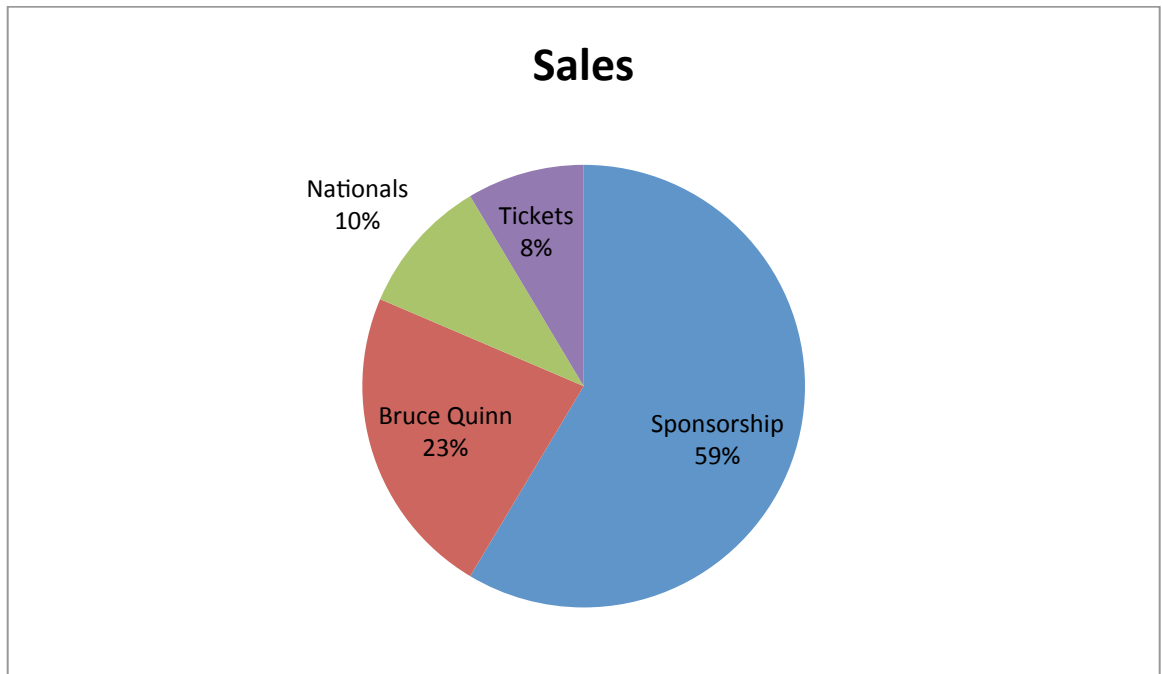


- 3.
4. We all work very close together. Some way or another we have to use each other for promotions or tickets. We all intermix in the work area. Each is always willing to help each other.
5. Honestly, Bruce only was there twice since I started. He tells us what to do and how to do it from Florida. He always makes the final decisions when it comes to spending money. But a lot of issues we handle in office with Bob, our General manager or Lori Assisant GM take care of things.

## Part II

## Administration

1. Budget
  - a. It's a 274 operates on a bi-monthly pay cycle
  - b. The source of funds range from Bruce Quinn, Washington Nationals, sponsorships, tickets/season ticket holders and sales all over the stadium.



- c.
- d. The budget is set between, Bruce Quinn, Washington Nationals and Susan George; she is the accountant for the Suns. Bruce Quinn has all final say in money ideas.

## 2. Polices

- a. There is an employee manual that list everything they needed to know. It is our job to read and follow these. These policies can only be made if the General Manager and HR department feel like it can be changed.
- b. The manual is given to you on your first day. It is your job to read and understand what you read and follow the rules.

## 3. PR and Marketing

- a. To inform the public of the Hagerstown Suns Minor League Baseball team, to entertain the area and provide a fun place for all. They use it to get important information to their fans and the public whether it be by social media, newspapers or interviews the public is always informed.
- b. They use social media, news, emails, calls, and by going to the games you get information about up and coming games. They pass out schedules that have the season's promotional information.

#### 4. Volunteers

- a. No there is no real program for volunteers, all are paid employees. If you help the suns in any way you get a pay check.
- b. As stated before you're a paid employee.
- c. NA
- d. NA
- e. NA

#### Part III

1. Programs: will be their pocket schedules
2. There are tons of programs/promotions for fans of all ages. On Sunday's kids get a special gift just for them, we call it our Kid's day. But we have everything from baseball bingo, fireworks, on-field games, giveaways, non-Sun's events, baseball camps, inviting the Challenge Little League, Curing Blindness, and so much more.

#### Part IV

1. SASA
2. ASAS

#### Part V

1. When you apply, you're asked what you are looking to do, they then point you to what supervisor you should be working with.
2. They did host a two day staff training for the new system they put into place and for new comers. I was unable to go. I was taught as the days go on something new every day.
3. Yes each job has their own description and expectations when they are interviewed and sign the contact.
4. Each position has a boss. Lori would watch over her promotional team and myself. Where tickets had their own, groups had people to look over as did tickets. Their supervisors were at every game and help when it is needed.

## Part VI

1. All the information I could get is in the manual.

## Part VII

By doing this field experience, I have learned what it is really like working for a sports company. It showed me way more than a book could ever do. I found out we have to do so many different things that I was never taught. The most beneficial thing I got was I now have a background in sports; I was given the chance to do many things most people dream of. I've done everything from getting pied, running in a fruit race to pulling tarp. I've done it all. It has taught me that I do want to work in sports; by this opportunity it made me realize this is the right field for me. I grew the most in the behind the scene from calling to get sponsors to making a yellow submarine. I also realize that there are areas I do need to grow in like graphics and Photoshop. In marketing, we need to have a background in this. It is clear to me it is very important in the sports work. I'm currently trying to find a class on it, also plan on buying the product to practice. This was the best experience I've had. I'm so thankful Lori Kendall let me join the Hagerstown Sun's Staff; I've meet friends for life. There were bad days and great days, either way it has helped me realize sports is for me. Lori helped me see my good and bad in the way I work with others and in the work field. It will only help me change what I'm doing wrong and help me with my future employers.