

ANGP Notes

Tuesday, January 22, 2019

Mulch-Paul Strasberg (pstrasberg@adiconsulting.com)

- Working with company who have supplied mulch in the past as well as another offer from a second company.
 - Was approached by a parent offering to help with the sale
 - Turns out the person wanted to bid
 - Possibly has an 8th grader at Robinson
- Brought a copy of the finalized flyer
- Also up on ANGP website for ordering online as well

Mulch Agenda

- A. Marketing (newsletters and online)
 - a. Wants a volunteer identified to take this on.
 - i. A woman had done research on newsletters and was willing to do this
 - ii. Also recommended to contact Joanne Walton
- B. Marketing (Past mulch purchasers)
 - a. Wants volunteer to reach out to them (over 330)
 - i. A man named Jim volunteered
- C. Marketing-2019 Graduate Families
 - a. Sending mailing in early February
- D. Posting Order form on ANGP website
 - a. Needed to be approved, but now done!
- E. Sourcing mulch purchase
 - a. Quail Ridge
 - i. Fredericksburg and Manassas.
 - ii. Contact KC
 - iii. Supplier for years
 - b. JK Enterprise
 - i. Possible Robinson family (8th grader?)
 - ii. Approached by Jake

	Double shredded Hardwood 3 cubic ft	Sell for \$5.40	Black Hardwood 2 cubic ft	Sell for \$5.55	Pine Bark Mini Nuggets	Sell for \$5.90	
Quail Ridge (contact KC)	\$2.60	\$2.80 profit per bag	\$2.80	\$2.75 profit per bag	\$3.50	\$2.40 profit per bag	Email says forklifts will be available

Previous supplier								for offloading
JK enterprise (possible Robinson parent)	\$2.35	\$3.05 profit per bag	\$2.60	\$2.95 profit per bag	\$3.50	\$2.40 profit per bag		Forklift will unload tractor trailers

F. Delivering Mulch

- a. Wanted to identify volunteers to take on jobs
 - i. Plan delivery including # volunteers, vehicles, having food available, forms for delivery and tax deductible receipts
 - ii. Organize items to be donated including forklifts, forklift operators and trucks
 1. A family has donated forklift and operator in past, but have not responded to his email
 2. Other avenues discussed including asking JK if they would donate
 - iii. Receiving the mulch and getting it organized for efficient distribution and delivery
 - iv. Recruiting volunteers to drive
 - v. Recruiting student volunteers
- b. It was recommended that he create a list of needs and Angela would put up a sign up genius

- Ticket Sales \$10,350
- New person in charge of donations as former person is no longer able to do it
- Restaurant fundraiser
 - Sweet Frog \$24
 - Café Rio \$77 (but company rounded up and gave us \$100!)
 - Cava \$34 (?)
 - Concern about Chipotle because we need to make at least \$300 or we get nothing. Discussed getting the word out!
- Fan Quest coming up-maybe sell merchandise?
- Casino-still in need of dealers
- Need nurse
- Need Slide Show person
- Need Movie Night person
- Suggestion from Diane Spina that we put videos from last year's ANGP on morning news to get kids excited and increase sales
 - Perhaps ask if Nikki Spina interested in putting together something
- Next meeting February 26th

- Money Matters
 - \$15,868 in account
 - Paid \$8,000 to D&B, still owe \$19,000
 - Received \$1500 from PTSO
 - Received \$150 from Boosters
- Michael Lukacs going to Fire Marshal training
- Have to pay fire marshal for inspection