

All Night Grad Party (ANGP) 2022
Committee Minutes – October 13, 2021

In attendance: Teresa Weaver, Colleen Brooks, Kathy DiPietro, Tom DiPietro, Andrew Glicklin, Nicole Gonzalez, Elizabeth Lutow, Marc Goldman, Jenny Childress, Amy Baldi

Sponsors

Elizabeth created flyers for prior sponsors. She also has general flyers for potential sponsors.

- She can make personalized flyers if we let her know of potential sponsors or have a relationship with someone who is willing to be a sponsor.
- Elizabeth/Teresa will send flyers to the committee to disseminate.
- While we would prefer sponsors donate money, we could also use items that be used in the raffles.
- Jim Weaver to check the old binders to see if we have lists of former sponsors (prior to 2021 party).

Elizabeth asked how she will know about online donations.

- Chris McCormick/webmaster will share that information.

Individual Donors

- There was a question about reaching out to families who donated last year, but it was agreed we should not – they had 2021 grads.
- There was a question about sending flyers to families of seniors, but we don't have a senior class list.
- Teresa stated that we can add the request for donations on the website.
- It was suggested we can include the request in the Ram Blast; Julianna Nickel has been coordinating our RamBlast requests, although the contact isn't always responsive
- Donors cannot identify restricted areas to support (e.g. someone wanted to donate but only to the yard signs). This sort of donation is too difficult to manage.

Teresa noted that we are ready to open ticket sales, but we still want to identify other fundraising pathways. There was a comment that most people read "sponsor" and think of businesses. We should add a disclaimer when we send out requests that we welcome family sponsors.

We can thank sponsors by:

- Putting their information on posters/banners and our website
- Sending thank you notes with photos from the event.
 - It was noted that writing thank you notes is a great opportunity for the seniors.

Venue

Mark brought the contract for Dave and Busters.

- Despite putting down a deposit, the St. James gave away our date. The St. James refutes that they agreed to hold the date for us.

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- When the St. James fell through, Marc reached out to Dave and Busters and the Fairfax Rec Centers. Someone from FCPS would have to manage the procurement of the dates for the rec centers.
- Dave and Busters was very responsive. When Marc advised they would need to lower the cost, they took off \$1,500 from their quote.

The minimum cost is \$18,000, regardless of the number of attendees. The price includes space, unlimited video games, \$50 power cards for ticket-earning games, and a dinner/breakfast buffet:

Dinner

- Burgers
- Pizza bites
- Chicken bites
- Mac and cheese
- Cinnamon sugar churros
- Soda

Breakfast - Breakfast tacos with options of egg, potato, cheese, bacon, brisket

Timeline

9:30pm – Access to set up

11pm – Doors open

11:30 - Doors close

12:15am – Dinner buffet opens

2am – Buffet switches to breakfast

5am – Doors open

Layout

- DJ/Entertainment room
- Quiet space
- Prize area
- First aid

It was suggested we take a field trip to Dave and Busters to assess the space and determine our layout.

We are estimating 250 students will attend.

- We will need a lot of volunteers.
- The venue requires 4 adults per exit.

Night-of Roles

Teresa stated there were plenty of parent volunteers last year.

- Tom will head Security for the event.
- Casino.

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- Patrols in the parking lots prior to the event to head off any pre-event drinking and to advise that students can only bring keys and phones into the venue.
- Each event room.
- Once the doors lock, volunteers inside stay all night.

Payment

- We need to pay ½ of the final estimate one week prior to the event.
- The balance is due the day of the event.

Casino

- Amy has a quote from Vegas Time that she will discuss with Marc offline. The estimate she received is much less than what was paid last year.
 - Last year they spent \$5,500 on the casino.
 - The quote for this year is \$2,250. This includes 1 roulette table, 8 black jack tables, 6 poker tables, a money wheel as well as delivery, set up, cards, chips, play money, and all required accessories.
 - Player capacity is 140 at a time.
 - 17 people are needed to work the tables.
- We will need to assess the timeframes for set up, training (15 minutes), opening and closing the tables. Last year, the tables were open until the end of the event because there was a \$500 gift card prize for the highest winner.

Past ANGP

- Tom volunteered at past ANGP at Dave and Busters. He can help compare what the space was used for in the past vs. how we would like to use it this year.
- He only recalls one issue – a kid stuck his tongue in the chocolate fountain.
- At previous events, someone had extra power cards but seemed to give them out randomly. We will need to set up a system to distribute any extra cards fairly.
- Tom noted that he had to write up a safety plan for the Fire Marshall's office in the past. We need to check with Dave and Busters to see if a safety plan and an on-site inspection by the Fire Marshall is still required.
- Having a DJ in the past has not always been successful. Just bringing music to play may be a better use of funds. It was also suggested that karaoke could be an option.

COVID Protocols

- There is concern that COVID concerns / COVID protocols could drive down ticket sales.
- We will need to assess protocols that are required closer to the event.
- We are hopeful families/students are eager to maintain senior activities and will plan to attend. We'll know more when we start selling tickets.

Finances

- Michelle created a draft budget and is working to separate out money from the website from the square.

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- Michelle drafted budgets with and without mulch sales.

Yard Signs

- We've sold 70 so far.
- When we get the signs in, we can schedule a pickup day for pre-orders. We can also sell them at different events.

Tickets

- Tickets are ready to sell.
- We will start selling them for \$80, increase to \$90 in January, and \$120 in May.
- It was noted that \$120 seems expensive but that is meant to drive early sales.

Spirit Night

- We are waiting for the total from the Chick-Fil-A event.
- We are hoping to do a Chipotle Spirit Night in January – they tend to be very generous and well-attended.
- We need to reinforce that people mention ANGP at the register; we may be losing revenue. Andrew referenced the recent Chick-Fil-A Spirit Night – he said the cashier didn't seem to know what he was talking about.
- It was suggested that we could look into doing a Krispy Kreme virtual fundraiser.

Merchandise

Sales are going well.

- We had hoped to sell 20 pair of pajama pants at the games – we are well ahead. We are running out of small and medium. We can get 50 more pairs at \$20 each – the committee agreed this is a good investment.
- The head of next year's ANGP committee was contacted and supports us purchasing the items now.
- We still have some shorts (these are pure profit) but limited to only large and extra large.
- We have one pair of sweatpants.
- We are out of blankets.
- We need to figure out how to sell the Student Driver bumper stickers. There was a comment that these don't seem to be advertised. Teresa noted we can add the information in Ram Blast.
- We have cooling blankets but can consider adding those to gift bags.
- Merchandise sales are going well at the football games but cotton candy is the biggest seller.
 - It was suggested we could try having two people spinning cotton candy to speed up sales.
 - The cotton candy line starts early and lasts the whole game.
 - Tom and Kathy watched You Tube videos to learn how to get the right technique.

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- It was suggested we could try pre-bagging some cotton candy; however, due to the current humidity, that would not work.
- Another argument against bagging is the problem with kids not throwing out the bags when they're done.

Scholarships

We need to determine ways to manage scholarship support.

- Not sure how to get yard signs out to these students.
- Since parents need to sign an online waiver, counselors can't register students for the party.
- Teresa recommends getting input from Nicole Weinraub or Deb Porter.

Additional Fundraising Ideas

- Holiday wrapping.
- Car wash
 - We need to make sure the students are running it, not the parents. Customers are more likely to donate when the students are doing the work.
 - This is a good spring fundraiser.
 - We will need hoses and towels.
 - Colleen will find out who arranged the band/orchestra car wash this past August and how much it brought in. It was held at the Exxon at the end of Burke Center Parkway near Rt. 123.