

GPNHS Band & Orchestra Fundraiser

Spring Flowering Bulb Sale

September 22-October 6, 2010

Parent Coordinators: Kath Usitalo Kozak /
Nancy Lopiccolo
Jamie Blaine

In the early part of 2010 when looking for a new fundraiser for the following school year the Boosters decided to try the sale of spring flowering bulbs, which would take place at the start of the following school year (fall planting for spring flowers).

Over the summer Kath maintained contact with Colleen Schmidt of Great Lakes Fundraising (GLF) and received the catalog and contract. Colleen helpfully forwarded tips and information for planning and coordinating the sale.

Here is a brief summary of the steps involved in the fundraiser:

- In early August request catalogs/brochures from GLF to be received prior to Labor Day to have on hand for parents at the Booster meeting the first week of school
- Total catalogs requested = 300; could have gotten by with 250-275 (about 200 students with extras on hand for parents at the Booster and Trip meetings)
- Prepare cover flyer/info sheet to accompany catalog; make 250 copies at school
- Obtain instrumental student list from Dave Cleveland
- Purchase envelopes and a prepare label for each student (see sample packet)
- See timetable/outline for details on promoting the sale
- See sample press release
- Create poster for band room to promote sale
- Collect orders, money and checks (made payable to GPNHS)
- Review each order form to confirm and tally orders
- Create xcel spreadsheet for each student
- Submit order to GLF and request invoice to be e-mailed to Dave Cleveland
- Turn over funds to Dave Cleveland
- Receive order, sort, and bag bulbs (most orders fit into one grocery bag)
- Students/parents picked up the bulbs after school

Suggestion:

Launch the sale one week earlier (i.e. September 15 rather than the 22nd) but still conduct it for only two weeks. This way you can set and publicize a pick-up date for the orders while allowing for possible delays in delivery. For example, we expected delivery Friday, October 14, which allowed the weekend for sorting and organizing, with pick-up set for Monday after school. However, the bulbs weren't delivered until Monday, which meant we had to prep the orders that evening for pick-up on Tuesday (and alert the students and parents of the change of date via Dave's announcements at school and Booster email blast).

Tally:

Of about 200 instrumental music students, 56 participated in the sale. Two residents saw the publicity and phoned; one followed up with an order for a total of 57 orders.

Students received half of the amount of their sales credited to their trip account. Some students earned a few dollars; one received over \$180. Many were in the \$20-\$50 range.

Expenses:

Purchase 250 envelopes for the flyer and catalog, and labels (or write names on envelopes).

Copy flyers at High School = no charge.

No charge for catalogs from GLF.

Grocery bags to hold bulb orders = free (we recycled our own stashes, or ask store for bags)

Summary:

Great Lakes Fundraising (GLF) provided great support and was very accessible.

Parent effort is mostly in the preparation of the envelopes and the tallying and organizing of the orders, and creation of the individual spread sheets.

The envelopes made it easy to keep track of each student's order; all but one or two returned their orders in the same envelope, which helped, also.

The individual spreadsheets are optional but if you have a parent who can create them they saved a lot of time and effort.

GLF considered this a very strong sale.

It seems as though it was successful for a first time sale, and worth trying again in the fall of 2011 to see if more students and parents agree it's worth the effort.

(And, we'll know in spring about the quality of the blooms!)

Grosse Pointe North Band & Orchestra Fundraiser
September 22-October 6, 2010
Nature in Bloom Spring Flowering Bulb Sale

September 15, 2010
Contact: Kath Kozak,

The instrumental music students at Grosse Pointe North High School are selling spring flowering bulbs, a "green" fundraiser that they hope raises some green toward their Spring 2011 trip to Philadelphia to perform in the National Heritage Festival. The sale kicks off September 22 and runs through October 6. There are two dozen choices of assorted bulbs, including crocus, hyacinths, Dutch Iris, daffodils, several varieties of tulips, and more. Check the website at www.gpinstrumental.org. If you'd like to support their efforts (and beautify your yard come spring) but don't know a student in the program feel free to contact parent coordinator Kath Kozak for more information.

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PHOTO OF TULIPS - OUTLINE

Think spring! Order spring flowering bulbs from Grosse Pointe North High School Band and Orchestra students in their fundraiser to support their springtime trip to the National Heritage Festival in Philadelphia.

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Grosse Pointe North Band & Orchestra Fundraiser
September 22-October 6, 2010
Nature in Bloom: A truly green program
 Plant flowering bulbs this fall for a beautiful and colorful spring!

Purpose: To help finance your trip to perform at the National Heritage Festival in Philadelphia in April 2011.

It Can Add Up! For each item you sell, 50% goes to your trip account. For example, if you sell a \$13.00 package of tulips, \$6.50 goes towards your trip.

Steps to follow:

1. Please familiarize yourself with the brochure and order form.
2. Ask relatives, friends, neighbors to support the sale and remind them how beautiful their yards will look in the spring; encourage them to plant masses of bulbs for optimum color! You will pick-up the bulbs for delivery on **October 18**.
3. Print your name and all orders clearly on the order form.
4. Double check your order and be sure to **include Michigan's 6% sales tax**. Below is a cheat sheet to help with 6% sales tax calculations.
5. **Collect cash or check made payable to GPNHS** (Grosse Pointe North High School).
6. Add up the columns and write the total number of items ordered and the dollar amount of money collected (including sales tax!) on the form.
7. Turn in funds and form in envelope provided on **Wednesday, October 6**.

PLEASE NOTE: This is the first time we've sold flowering bulbs. As stated in the brochure, all plants are 100% guaranteed.

Description	Customer Cost	6% SALES TAX	Description	Customer Cost	6% SALES TAX
Greenland Tulips	13.00	.78 ea	Iris Hollandica "Eye-of-the-Tiger" - 7 bulbs	11.00	.66 ea
Mixed Tulips - 10 Bulbs	13.50	.81 ea	Sky Blue Lilies - 10 Bulbs	6.00	.36 ea
Mixed Dutch Iris - 7 Bulbs	6.50	.39 ea	Mixed Grape Hyacinths - 16 Bulbs	12.50	.75 ea
Mixed Peacock Tulips - 7 bulbs	11.00	.66 ea	Mixed Rock Garden Allium - 15 Bulbs	6.00	.36 ea
Queen-of-the-Night Tulips - 10 bulbs	13.50	.81 ea	Mixed Asiatic Lilies - 4 Bulbs	13.00	.78 ea
Pink Tulips - 10 bulbs	15.00	.90 ea	Tulip Tarda - 15 Bulbs	9.00	.54 ea
Cool Blue Collection - 46 bulbs	22.50	1.35 ea	Super Spring Collection - 49 Bulbs	21.50	1.29 ea
Mixed Daffodils - 8 Bulbs	12.50	.75 ea	Paperwhites - 3 Bulbs	9.50	.57 ea
Dutch Master Daffodils - 3 Bulbs	6.50	.39 ea	Pink Carpet Oxalis - 5 Bulbs	11.00	.66 ea
Fancy Fringed Purple & Pink Tulips - 7 bulbs	14.00	.84 ea	Mixed Anemone Blanda - 15 Bulbs	8.00	.48 ea
Mixed Crocus - 20 Bulbs	11.50	.69 ea	Spring Rock Garden Collection - 60 bulbs	23.50	1.41 ea
Mixed Hyacinths - 3 Bulbs	10.00	.60 ea	Drumstick Allium - 20 Bulbs	6.50	.39 ea

Bulb Sale
Talking Points
Parent Trip Meeting
9/28/10

- Spring bulb sale holds GREAT potential for trip fund for the trip to Philly
- Bulb sale is the first ever for the Grosse Pointe North Instrumental Music Program
- The bulb sale replaces the Entertainment Book fundraiser
- "Very Green" because in addition to helping the trip fund it will yield beautiful results in spring!!!!
- 50% of each sale goes to the student / seller's trip fund: if they sell an item for \$10, then \$5 goes directly to their trip account
- Sale launched Wednesday, September 22---kids received brochures at school
- Sale wraps up Wednesday, October 6---IMPORTANT!!!
- Delivery is slated for after school on Monday, October 18.
- Pick-up will be in front of the school, similar to the Fruit Sale.
- Vitally important that the students return their forms and money on October
- Be sure to collect money up front
- Accept cash or make checks payable to GPNHS
- Must calculate 6% sales tax as indicated on the form