

Merchandise Committee Report

Submitted by Kristen Oliver 5/6/2022

FIRST QUARTER SALES 2022

Month	Mdse	Donations	Total Sales
Jan	1202.75	1125	2327.75
Feb	2140.91	1605	3745.91
March	461.39	25	486.39
	3805.05	2755	6560.05

Notes – April sales totals were \$1327.05 with \$150 of that being charitable donations. Highest selling item for all three months are Pearl M pendants.

Pearl M – Received quotes from two local jewelers to manufacture Pearl M pendants/pins. For quantity of 30 pins, one was \$800 per pin and the other was \$600 per pin. There would also be the initial set up charge of \$2800 and \$2000 respectively. My opinion is that neither of these options is feasible as there would be a huge up front cost for a very low if any profit margin. Viji has been in communication with the current manufacturer who has reworked the design and improved the quality. They sent a sample pin and it does look much better. Will likely reorder if they can guarantee this uniform quality.

Eucalyptus pins – Ella and I picked, packed and shipped 250 leaves and shipped to LA for manufacturing another batch of pins. Delay in deposit payment means pins will not be ready for Commencement.

Mugs have arrived with double-sided logo, priced raised from \$25 to \$30 to reflect this change plus increase in manufacture costs.

Sweatshirts – I am holding off on this project at the moment for two reasons: lack of space to house them coupled with the uncertainty of future RAH access.

License Plate Holders - New item to be designed when I meet up with Erika

Commencement – Will have two merch booths: one at the Tea Shop and one at RAH.

Stock - t-shirts, Hung Liu scarfs, cards, candles, and ornaments will be inventoried and replenished as needed after Commencement.