

Uniform Sub-committee

Report Date

Friday 4 November 2022

Alison Gracia – Uniform Subcommittee Convenor

Ashleigh Searle – Uniform shop manager

News and updates:

With the first kindergarten orientation complete, the uniform shop sales continue to do well. Year to date sales are \$132k reflecting a 17% increase on prior year. We have a smaller intake of only 110 kindergarten students for 2023 compared to this year's 154 students, therefore sales may decrease slightly in November as there is less demand for new uniforms.

Popular items sold this term included short sleeve, polos, summer dresses and the centenary hats whilst there has been limited sales of the centenary keyrings. We will promote these items as Christmas stocking fillers in the newsletters leading up to Christmas.

Summary Term 4:

Shopify

Since the launch of our online store, we have had 443 online orders and 1400 sessions where customers have visited and interacted with our store. This is a positive outcome and shows that the website is a success. Not only do parents find the new online store user friendly, they appreciate the information that is available to them 24/7. The website allows them to compare sizes, shows availability of stock and provides guidance on how items can be returned and exchanged. Current information regarding the kindergarten starter packs and opening times have also been uploaded to the homepage.

Shopify reports have been made accessible to the P&C executive members from last term, providing access to financial reporting and in-built analytics to access transparent information required for executive and financial meetings.

Orientation

The uniform shop manager, uniform convenor and 2 volunteers welcomed the parents of the new 2023 kindy students into our onsite shop on Monday the 31st November after two years of COVID disruptions and shop closures. The children were excited to try on and purchase their new uniforms and the parents enjoyed the face-to-face service and guidance that our lovely volunteers provided. We will be welcoming kindy parents back this coming Wednesday 9th November. We are confident that the second orientation day will be just as successful as the first. This year there appears to be a trend of parents sending their child to their orientation day in school uniform as part of their transition experience. This may encourage future parents to purchase their uniform packs earlier.

Based on our current backpack stock levels, of 40 units, we expect that we still have a few parents who still need to purchase new uniforms for next year.

Volunteers

Besides from the orientation days volunteer help has been pretty dismal this term. We are hoping that current kindy parents will help out next year and that we can encourage them to participate now they are familiar with school activities and routines. On the days where there are no

volunteers, we have welcomed the help of some of the current year 5 students. In the mornings, before the bell rings, on a Monday and a Wednesday they assist in picking and packing orders. Once we confirm the order is correct, they take them to the designated classrooms. This has helped save time and gives them confidence and a sense of pride.

What's ahead for term 4:

Winter stock ordering

With summer orders well underway we will now begin to prepare our winter bulk wholesale orders for 2023. School holidays are around the corner and some factories will close for the festive season and Chinese New Year meaning there is a need to plan 6 months in advance to ensure that the stock arrives on time for winter next year. Stock requirements are estimated using previous year's sales figures. Using the last 3 years of sales information and the Shopify reports we feel this is a solid proxy.

Sports Skorts

We are still to receive the girls' summer sports skorts sample from our suppliers. This is a priority task now that the kindy orientations are almost complete and we have the Shopify website up and running successfully. I am still hopeful that we will have the stock available early 2023.