For the 2013-14 School Year we delivered

21 Half Sheet Cakes
70 Quarter Sheet Cakes
291 Round Cakes
676 bags of cookies
226 boxes of brownies
265 bouquets of balloons
73 small bouquets of flowers
62 large bouquets of flowers.
8 Mylar Balloons (discontinued because reasonably priced one unavailable)

We received 50 mail orders for the year, about a third of them handed to us at NSO and Parents' Weekend.

New Policies:
We added shamrock cookies on St. Patrick's Day, the week of finals.
Holiday and finals cookies were advertised regularly in club emails.
Individuals volunteered to run our special delivery days when order numbers are high, freeing the chair to just place the orders. The special day chairs followed up with parents who made errors in their orders and assigned orders to volunteers.
3 volunteers were trained to run the system so the chair did not have to handle placing the orders when she was on vacation.

Recommendations for 2014-15:
Our computer order system must be overhauled so it is more efficient.
Making simple changes in an order requires too much time.
The delivery of information from the order form on our website to PayPal and then to our system needs to be changed so the signature on the cards follows the card message. This needs to be obvious to the parent filling out the form and to the delivery volunteer receiving the message.
A method of dropping the order data we receive into an Excel Spreadsheet would save hours of time.

Comparison of our order numbers and profit for the last three years.

<table>
<thead>
<tr>
<th></th>
<th>2011-12</th>
<th>2012-13</th>
<th>2013-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>cakes</td>
<td>330</td>
<td>339</td>
<td>382</td>
</tr>
<tr>
<td>cookies</td>
<td>206</td>
<td>444</td>
<td>676</td>
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</tbody>
</table>
Delivery Service
2013-14
Nancy Franich Chair

<table>
<thead>
<tr>
<th>Item</th>
<th>Quantity 1</th>
<th>Quantity 2</th>
<th>Quantity 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>brownies</td>
<td>100</td>
<td>233</td>
<td>226</td>
</tr>
<tr>
<td>balloons</td>
<td>206</td>
<td>260</td>
<td>265</td>
</tr>
<tr>
<td>flowers</td>
<td>75</td>
<td>118</td>
<td>135</td>
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</tbody>
</table>

Estimate of Profit
$13,733 $17,300 $21,698