

Granada Supporters Meeting  
February 10, 2020

In attendance: Girish Shah, Ian Murphy, Veronica Duenas, Maggi Murphy, An Fields, Larry Martin, Tracey Remund, Dick Bailey, Deb Bailey, Tricia Johnson, David Johnson, Tracey Remund, Heidi Robinson, Kristin Maryman, Keith Pickering-Walters, Ken Murphy, Arthur Murphy, Amy Gad, Christina Johanson, Tessie Wagner-Pease

Veronica Duenas, Supporter's President, called meeting to order at 6:25 pm

**NEW BUSINESS:**

Fan Food [www.fanfoodapp.com](http://www.fanfoodapp.com)

Demo and sales pitch via video chat with FanFood Rep, Matt.

David Moore, Athletic Director, introduced the idea and asked that Supporters learn about the app and consider its use at Granada for the snack bar.

Overview-

(School side)

- Fan food is a mobile concession ordering App used mostly at high schools (in 500 high schools this year)
- It uses 100% connectivity (4G or 5G).
- FanFood provides a Samsung tablet to use to access the app and assist with order fulfillment free of charge.
- Schools can separate venues (i.e. football, Bingo, etc.)
- Purpose is to enhance the fan experience (avoid lines, cashless system, don't have to physically take orders)
- App uses Stripe Security-very secure-same security system used by Facebook, etc.
- Fans enter their credit card into the app to pay and it stores it there for future one touch use.
- App uses Geolocation, so the closest stadium automatically pops up.
- They download the entire menu with pictures.

(Fan side)

- Choice of express pick up or in seat delivery.
- High schools usually do express pick up, but delivery is an option on the app at no additional charge.
- Details such as adding condiments are available (ketchup, onions, etc.)
- Gives fans an order # and name.

(Kitchen Side)

- Gives order #, name, and items ordered.
- FanFood provides "FanFood" bags to put order in (250 bags provided with initial marketing kit. After that, additional bags can be purchased. Best to use a sharpie to write order # and Name of the person who ordered on the bag for identification.
- When order is fulfilled, the snack bar clicks "ready for pickup" and the fan gets a text that food is ready.
- Average fan orders 2x's per game.
- Refunds can be for the full amount of the order or part of the order.
- Fan gets a text confirming the refund.
- Snack bar can update the menu availability in real time. (i.e. if they run out of nachos or if there are only 5 hot dogs left, etc.)
- Kitchen only has to touch the tablet 3x's per order (1. Grab order 2. Order fulfilled 3. Order is picked up.)
- No WiFi signal or hardwire needed.
- Only need cell signal- FanFood comes out to the school to test cell signal and uses the best cell carrier for the area.
- FanFood bags are recyclable.

#### (Cost)

- FanFood does not take revenue through sales at the snack bar.
- 10% convenience fee for express pickup orders (negotiable- 5% us -5% them)
- \$0.30 + 2.9% credit card fee charged to the snack bar.
- There is a tip option. 90% of fans tip. School keeps 100% of the tips.
- No ads are run by the App, however if we want sponsor ads to be run, FanFood can help set that up. They would charge a minimum of \$2,000 to a potential sponsor, but we could increase that amount to what we want and keep the difference.

#### -Subscription Payment Options

1. \$199/month for a minimum of 4 months (this allows a school to try it out)
2. Annual-\$149/month
3. 2 year-\$119/month

-Incentives: If we sign up early/now we receive 1. \$500 worth of free candy (wholesale priced). FanFood would drop ship it to the school. 2. If we get 150 FanFood orders in our first 5 games, they give us another \$500. – **This candy promo is only good through the end of March 2020.**

-FanFood will provide 1000 promo cards with a coupon to jumpstart interest (i.e. \$2 off order). App pays for the promo code, not school.

-Ideally would like to get us on board in the next month or so.

#### (Discussion- Questions and Concerns)

- There is no one present at the meeting from the snack bar committee.
- Are we big enough to need this?
- We could use it for Homecoming, Graduation, Football and Bingo.
- Will we need more people to staff the snack bar if we use this app?
- Do we pay all 12 months even if not using it?
- Should we put a poll out on Granada social media to see if people are interested?
- There are 5 football home games next season.

Keith: He houses iPads and there needs to be someone who is responsible for checking them in and out when he leaves. Would be best if it's a teacher on campus.

#### Minutes from January 2020

No questions

Motion to accept minutes: Girish Shah

Second: Dick Bailey

Motion Carries

#### Principal's Report

Matthew Hart is Sick-unable to attend meeting.

Principal's wish list: 1. Band Uniforms 2. Digital Photography Computers 3. Theater Upgrades

#### Treasurer's Report : Girish Shah

-Error on PayPal Usage line: Net total should be **\$1,239.66** NOT \$239.06.

-Change date on Supporters Committees line from 12/9/19 to **2/10/2020**.

Motion to accept Budget update: Keith Pickering-Walters

Second: An Fields

Motion Carries

Current Balances:

Motion to accept current balances: Keith Pickering-Walters

Second: An Fields

Motion Carries

Reconciliations:

Motion to accept Reconciliations: Keith Pickering-Walters

Second: An Fields

Motion Carries

Team Balances:

Question- If Grad night has their own account, why does it have an amount?

Motion by Tracey: Motion to move the grad night 2020 (\$1,600.90) to Grad Night income (from equity.)

Second: Ian Murphy

Motion Carries

Motion to accept Team Balances: Deb Bailey

Second: Christina Johansson

Motion Carries

Tax Returns:

-Girish: How do we get the TIN from each school that works Bingo?

-Keith: We should ask Susan Kinder at the District Office. We should add the TIN number on the work agreement for next year.

Grant Request from Deb Bailey

- Deb needs new computer that will cost her \$45K.

- She is filling out grant requests, working bingo and looking for ways to pay for these computers

-She asked for \$3,000

Motion by Kenny Murphy: Motion to give Deb Bailey the amount of \$8,000

Second: Dick Bailey

-All in Favor - Yes

-Opposed – None

\*Due to amount, second vote will be required at the March Supporter's meeting.

**Old Business:**

Matador Mingle-Looking for more donations for silent auction. Send out sign up genius again and add specific things to donate to increase participation.

Ian Muprhy - Bingo:

- 5 Year Anniversary - This Saturday

- Hired Taco guy to come feed Bingo Players

- Volunteers are getting better (meaning more people are volunteering)

- Bingo permit has been renewed

Maggie Murphy - Mingle:

-Safeway Donated \$1500

-Camp Meeting is Monday Feb 24, 7:00

Tracy Remund - Grad Night:

- 210 tickets sold
- Crab feed sold out
- Girish is waiting to get crab feed payments
- Tracy Remund will check with Robin Groth regarding paying caterer and explain that we need to get an invoice so we know how much to write check for crab feed for.

Meeting Adjourned: 7:57