



Vendor Report 2019 Annual Meeting

My first term as chair of the Vendor Committee is coming to a close and while it has been extended by six months, I've loved every bit of it! The Vendor Committee is made up of 56 active members who have been absolutely fantastic in their feedback and suggestions for better products. Since the last time we all met, the committee chose 51 items for 2019, *A Universe of Stories* and has gamely gone along with Luke Kralik and me as we've traversed the new path for 2020, *Imagine Your Story*.

For the 2018 program, there were **11,413** orders placed with Demco, **1,087,258** items sold, and the items sold totals **\$3,694,880**.

As of July, for the 2019 program we've had **10,929** orders placed with Demco totaling **\$3,712,735**.

With the switch over from Demco as our sole source provider to different companies, the way items were chosen for 2020 was a little different. The committee voted 6 times on things like the color for the travel tumbler, water bottle, canvas tote, color of the golf shirt, the t-shirt designs and colors. Last fall, the Board created a list of over a hundred possible themed incentives from Rhode Island Novelty and Chrissie McGovern, Beth Yates, Luke and I narrowed those down to 39 which we then sent to the Vendor Committee and State Reps which narrowed it down even more. After receiving samples of products from Rhode Island Novelty we were able to come up with the final program incentives that will be in the catalog. This is a departure, as in the past Demco has chosen all the themed incentives. The Committee has been really great in working with us as we figure out how to do a lot of these things ourselves!

We hold a monthly meeting with Demco to discuss what's selling, what's not, manuals, catalogs and anything else that needs discussing with them. I began working with illustrator LeUyen Pham on creating all 4 program posters for 2020 in February 2018 and continued until October of 2018- this will be the first program year that one illustrator has created all the posters. At the same time, Chrissie McGovern was working with Selina Yoon on the posters for 2021 and we will soon convene a committee to begin working with Caldecott award-winning illustrator, Sophie Blackall for 2022!

Respectfully submitted,

Deanne Dekle, Vendor Committee Chair