



Thank you very much for your interest in fundraising with Just Perennials' plants. I have been in the business of farming perennials since 1988 and aim to provide you with quality plants and service, at a very reasonable wholesale price. I want this fundraiser to be super easy and most profitable for you. I think your customers will be amazed at the size and quality of our plants.

Spring is on the way and your community will be looking to purchase plants as the gardening season arrives. You will be selling them a quality plant at a very competitive retail price. Your community will want to support your initiatives to make a positive difference within that community. This is a "green" fundraiser that promotes nature's beauty and our support for living plants and the outdoors.

You only pay for the plants ordered. Selling just 100 plants will net you \$350 (based on a sale price of \$8 per plant). An excellent return with no monies invested. Many of the plants retail for much more. Delivery is free.

Please read through the following Frequently Asked Questions and let me know of any unanswered questions that you have.

Once you decide to have a sale, all you need to do initially is book a delivery date with me.

I look forward to partnering with you in hosting a perennial plant sale for your community.

Respectfully,  
Brian Arsenault  
Retired OCT  
226-400-3118 or [barsenault81@gmail.com](mailto:barsenault81@gmail.com)

Just Perennials has partnered with many different groups over the years to fundraise monies. We are especially proud of the ongoing relationship we have with the Hamilton La Leche League.

*"Our organization has used Just Perennials as a fundraiser for a number of years. It is a very easy fundraiser for all sorts of organizations, big or small. We have found that there is a good variety of plants. The plants are healthy. What we really like about the plants is that they have been grown outside the previous winter. This means that these plants are hardy, well adapted to our southern Ontario climate.*

*Just Perennials is well organized. Plant delivery goes very smoothly. Before you know it, plants are ready to be picked up.*

*All in all, we have had great success, and thoroughly enjoyed, using Just Perennials for our fundraising efforts"*

Andrea Fackelmann, Hamilton La Leche League Leader

## **Frequently Asked Questions**

### ***Who can purchase from Just Perennials?***

We are a small nursery business that sells to many different groups who are looking to turn a profit by hosting a spring plant sale. Schools, scouts, daycares, teams and churches make up the majority of our fundraising partners.

### ***Who do you contact with inquiries or to book a sale?***

Email messaging is the best and most effective way to contact Brian. We can also be reached at 226-400-3118. We do have a Just Perennial facebook page and website.

### ***Does it cost any money to host a spring perennial plant sale?***

No, as you only pay for every plant you order.

### ***Are there a minimum or maximum number of plants that you can order?***

As we grow thousands of plants, we hope you sell lots of them. Therefore, there are no minimum or maximum amounts. We will make delivery trips as required.

### ***What price should we sell the plants for?***

As price is an important factor in how your sale goes, we suggest you check out the local nursery to see what they sell one gallon perennials for. We suggest you sell your plants for about \$8 plant (your customer saves the HST). You can also offer them at 2 plants for \$15 (3 for \$21).

We do not charge for delivery. You pay for each plant ordered.

### ***Why your community will buy from you?***

A large factor that affects the success of your sale is why you are having the sale in the first place. Highlight what you plan to do with the monies raised and who will benefit from their support. It's a fundraiser. Your community will purchase from you to support your efforts on their behalf. Once the plant sale is established, the plants will sell themselves on an annual basis.

### ***What do the plants look like when delivered?***

All of our plants are hardy perennials because we **DO NOT** have greenhouses and grow everything outside. I will deliver a reasonably sized, healthy plant in a tagged pot. The varieties we sell vary year to year, as we are always trying to improve our selection. Like

all perennials, our plants have varying blooming schedules. Plant photos for this year are available on our Just Perennial facebook page in the photo album.

Most importantly, we want you and yours to be satisfied customers, so we will always deliver our best to you. We want you to host another sale next year.

### ***How are the plants shipped?***

All plants are in plastic pots and have a name/information tag in each pot. Delivery dates and times need to be agreed upon.

### ***What do you do when the plants arrive at your door?***

As the plants are shipped in varieties (25 hostas, 16 ameria), a good idea is to put the plant names up on a wall in the same order as your order form. As the plants come off the truck, they then are placed in their designated spot and are ready for individual order preparation. A quick count will confirm that your order is complete. Payment of cash or cheque is on delivery. **Cheques are made out to Just Perennials.** A receipt will be issued. *It is a good idea to order some extra plants for last minute sales.*

### ***What's next after the plants arrive?***

With the help of three or four volunteers, orders are prepared for pick-up. Grab a stack of sturdy cardboard boxes from your local grocery store to help the sorting of orders. Each individual order is prepared by traveling along the delivered plants and selecting what Mrs. Smith has ordered. Mrs. Smith needs 2 hostas, 1 coneflower and 2 ameria. It is crucial that you prepare Mrs. Smith's order for her and that she doesn't go plant shopping herself. Once Mrs. Smith's order is ready for pick-up, it is placed in last name alpha order in a separate area with a copy of her order form.

### ***How long should you allow for pick-up?***

If your pick-up is on a Thursday afternoon, it is suggested you have the plants delivered on the Wednesday. This allows for plenty of order preparation time. Or you can have them delivered, prepped, picked up all in the same day. For most sales, 2-3 hours for pick-up is plenty of opportunity. Phone numbers are available on your form if anyone is a no show.

### ***When should you host your plant sale?***

For most gardeners, the month of May is planting season. With the unstable weather that we sometimes experience, many people do not plant until later in the month. That said, Mother's Day in early May and the May long weekend are great plant sale dates. Most consumers let the weather influence them. Sunny days are gardening days. As we are busiest in the first three weeks of May and limited in how many deliveries we can make in a day, it is suggested you book your delivery date early. Also, if your group has a special event planned (ex. Spring Fair), tying your delivery/pickup into this event is a great idea. We will make fundraising deliveries until the end of June.