

CB EAST BAND PARENTS ASSOCIATION

Fundraising

Fundraising Requirement



- \$125 per family

Can be accomplished by either:

Buy-out

Participating in fundraisers

Where does the money go?



- ❑ Equipment maintenance, including the golf cart and trailer/truck
- ❑ Instructor fees
- ❑ Leadership camp
- ❑ Show design
- ❑ Uniform maintenance
- ❑ Banquet
- ❑ Miscellaneous other expenses

What about our registration fees?



- Registration fees cover approximately 50% of the required expenses
- The remainder is provided by fundraising

What is a student account?



- Certain fundraisers provide funds into a student account
- The student account can be utilized to pay for:
 - Trip
 - Registration fees
 - Banquet fees
 - Uniform items (gloves, shirts, etc.)

What are the available fundraising opportunities?



The following fundraisers do not provide any monies into a student account, but require volunteers to raise the funds:

Back-to-school night/Concerts – concession stand

Car wash

Concession stands at football/soccer games

District auditions – concession stand

Peddlers Village – pumpkin painting

What are the available fundraising opportunities?



The following fundraisers provide monies into a student account as well as raise amounts towards the fundraising requirement:

Gift Cards

Corbis Pizza

Cherrydale Farms

Yankee Candle

WaWa Coupons

Ad Sales

Of the amounts raised, how much goes into the student account?

- It depends
- The following fundraisers provide a 70/30 split of the **profits**
 - ▣ Yankee Candle
 - ▣ WaWa Coupons
 - ▣ Gift Cards
 - ▣ Corbis
 - ▣ Cherrydale Farms
- The following fundraiser provides a 50/50 split of the **profits**
 - ▣ Ad Sales

What is a 70/30 split of the profit?


- Example of Yankee Candle sale
 - Student sells \$100 of Yankee Candles
 - The band has to pay to Yankee Candles 60% of the sale (Yankee Candle earns \$60 from the sale)
 - The remaining **profit** is then \$40 which is split 70/30
 - Therefore, 70% of \$40 goes into the student account (\$28)
 - 30% of \$40 goes to the band towards the fundraising goal (\$12)

How do the WaWa Coupons work?



- WaWa coupons are a 70/30 split
- A book of coupons costs \$40
- The band has to pay to WaWa \$30 for the book
- Therefore, the profit is \$10
- \$7 is applied to the student account, \$3 goes to the band towards the fundraising goal

What are gift cards and how do they work?



- ❑ Families are able to buy gift cards to places such as restaurants, grocery stores, clothing stores, etc. (100's of gift cards available)
- ❑ An order is placed once a month
- ❑ The amount of “profit” varies depending on the gift card
- ❑ Good to give as presents, use for grocery shopping, go to the movies, etc.

What are gift cards and how do they work?

- Example of gift card order
 - Order \$100 of gifts cards from AppleBee's and \$100 from Eddie Bauer
 - Rebate percentage for both is 10%
 - You will pay \$200 to receive the gift cards, the band will receive the 10% rebate or \$20
 - The \$20 will then be split 70/30 with \$14 going to the student account and \$6 going to the band towards the fundraising goal
 - Effectively, you receive \$200 of gift cards for \$186

How do the ads work?



- Ads are the quickest way to earn a large amount of money for a student account and the band
- There is no cost on the ads for the band, therefore, the entire amount raised is profit
- Example – sell \$150 ad
- Profit is \$150 therefore, \$75 goes to the student account and \$75 goes to the band

How do I meet my \$125 fundraising requirement?

- Each fundraising event that has a split of profit goes towards the fundraising requirement
- Prior examples –
 - ▣ WaWa - \$7 to student and \$3 to band
 - ▣ Ad - \$75 to student and \$75 to band
 - ▣ Yankee Candle - \$28 to student and \$12 to band
 - ▣ Gift Cards - \$14 to student and \$6 to band

Therefore, the total in the student account is \$124 and the total to the band is \$96 towards the fundraising goal

An additional \$29 would need to be raised for the band or \$29 from the fundraising check will be kept to make up the difference

How is the fundraising check settled?



- At the end of the band season, the amount raised by each student is totaled
- If the amount is greater than \$125, the check will be shredded
- If the amount is less than \$125, the check will be deposited to cover the remaining amount due
- If there are amounts left over they will either be refunded or applied to the student account (at the option of the family)

QUESTIONS?

