## Fundraising for Your Main Street

## MAKING MONEY THE FUN AND EASY WAY




HERITAGE


## Fundraising

Who needs money?

## Fundraising

Fundraising can supplement the general operating budget, provide unencumbered funds for special projects, initiatives, and marketing.

## Fundraising

A diverse funding source can insure that your program is stable, and will not become too dependent on one resource alone.

A general rule of thumb is that the Main Street program should be $1 / 3$ public, $1 / 3$ private, and $1 / 3$ earned income.

## Fundraising

Today, we'll consider several different sources of funds, including membership, major fundraisers, minor fundraisers, merchandise sales, and most important, the Great American Plain Old ASK!

We'll also talk about how to leverage your success to raise more money.

## But first...

Being "501(c)(3)" means that a particular nonprofit organization has been approved by the Internal Revenue Service as a tax-exempt, charitable organization. "Charitable" is broadly defined as being established for purposes that are religious, educational, charitable, scientific, literary, testing for public safety, fostering of national or international amateur sports, or prevention of cruelty to animals and children.

## The good...

One of the most distinct provisions unique to Section 501(c)(3) organizations as compared with other tax exempt entities is the tax deductibility of donations. 26 U.S.C. § 170, provides a deduction, for federal income tax purposes, for some donors who make charitable contributions to most types of 501(c)(3) organizations.

## The bad (?)...

Strict rules apply. No part of the activities or the net earnings can unfairly benefit any director, officer, or any private individual.

Further, lobbying, propaganda or other legislative activity must be kept relatively insubstantial. Intervention in political campaigns or the endorsement/anti-endorsement of candidates for public office is strictly prohibited.

## And the really important

Nonprofit corporations, by definition, exist not to make money.

Under state and federal tax laws, however, as long as a nonprofit corporation is organized and operated for a recognized nonprofit purpose and has secured the proper tax exemptions, it can take in more money than it spends to conduct its activities.

## Membership

## Membership

Rather than think of our supporters as members, let's call them investors.

Membership implies that you get something in return for your fee. An investor puts money into something in which they believes.

## Membership



## Membership

Main Street Medina leads the effort for preservation, economic sustainability, and continued evolution of the Historic District as the heart of the community.

Whether we're coordinating an event in the Square, hosting tour groups from out of town, helping a new business open or promoting an existing business, our bottom line is to make Medina the best place it can be. Won't you join us?

YES! I want to support Main Street Medina and help protect the outstanding quality of life we enjoy. Enclosed is my payment for a 1-year membership.
$\qquad$ $\$ 20$ individual member
_ \$40 Family Member
_ $\$ 100$ MSM Donor
OR via Paypal at www.mainstreetmedina.com Name

Address
City, State, Zip
Phone

Email
Please send payment to

## Main Street Medina

5 Public Square, Medina, OH 44256 info@mainstreetmedina.com www.mainstreetmedina.com

## Follow us on Facebook!

*your membership donation is tax deductible as a charitable contribution to a non-profit organization

## Non-Business Giving Support Levels

- Individual, \$20 per year
- Family, $\$ 40$ per year (2 or more in a household)
- MSM Donor, \$100
- MSM Supporter, \$200


## Non-Business benefits

> Membership card and discounts to MSM merchant members
> Advance ticket sales for events
> Members only discounts on MSM events

## Business Giving Support Levels

## Small Business (\$200-499 per year)

Benefits:
$>$ Grand Opening OR landmark anniversary coordinated ribbon cuttings with City of Medina, Chamber, MSM
$>$ One vote at the annual meeting
> Inclusion of business events and store specials in e-blast newsletter
> Facebook features, links, likes, and Facebook page creation assistance
$>$ Facilitate exterior façade design
$>$ Connections to the business community in the Historic District.
> 1 Membership card and discounts to MSM merchant members
> Discounted display advertising rates with The Gazette
> One month free advertising on Armstrong Cable local station
> Media relations support
> Discounted event sponsorship fees
> Free press release e-mailings
> Expanded listing on MSM Website
> Advance ticket sales for MSM sponsored events
> Listing on Main Street Medina website

## Main Street Medina Partner (\$500-999 per year)

## All above, and:

> Main Street Medina website link to your business site
$>$ Inclusion in cooperative historic district advertising

## Main Street Medina Champion (\$1000 and above per year)

All above, and:
> Main Street Medina website link to your business site
> Business listed on homepage of Main Street Medina
> Inclusion in cooperative historic district advertising
> Business name included on all general published promotional materials


## Membership

## 2014 Main Street Medina Year in Review

Organized in December, 2007, Main Street Medina, Inc. (MSM) is a Nationally Ceritfied and Ohio Main Street Program, and a 501 (c)(3) organization. We are focused on the revitalization efforts and sustainability of the central business district around the historic Medina Square. We sponsor exciting events, support community based development, recruit new businesses to the square, and foster partnerships with existing merchants, other organizations and the community.

## City investment of $\$ 30,000$ leveraged the following figures:

- MSM events and promotions brought $133,150+$ visitors to the District and City
- 2,725 volunteer hours were given in support of MSM (projected by December 31, 2014) reflecting a value of $\$ 60,332$ in donated time at @ $\$ 22.14 /$ hour
- The City investment of $\$ 30,000$ leveraged $\$ 268,627$ in cash and donated value, including $\$ 182,0002014$ Main Street Medina budget, $\$ 26,925$ gifts in kind/donations, and $\$ 60,332$ valued of volunteer hours, resulting in a 11.4:1 return on investment
- The City investment of $\$ 30,000$ leveraged a conservative estimate of $\$ 1,331,500$ of economic impact on the community through purchases at events and fundraisers, resulting in a 44.38:1 return on investment


## Membership 2014

$\$ 30,000$
$\$ 30,870$
City of Medina financial support
Total private business membership dollars
95 private business members ( 17 new business members in 2014)
\$3,495 Total community partners membership dollars
52 community partner members (11 new private members in 2014)
$\$ 64,365$ Total membership dollars received

## Program Statistics

2,725 projected total volunteer hours donated through 12-31-13 (value of $\$ 60,332$ in donated wages @ $\$ 22.14 /$ hour)
115 Committee/Event planning meetings
\$26,925+
$\$ 1,331,500$ Economic impact on community through consumer spending @ avg. $\$ 10 /$ person

## Events \& Promotions

133,150+ Total number of attendees/visitors at all events (estimate through end of 2014)
$\$ 33,950$ Total dollars MSM spent on advertising/promotions of major events in district
$\$ 52,400 \quad$ Total sponsorship income raised for events in 2014

## Grants



## Grants



## Grants

- Sometimes cumbersome to write
- Usually competitive to receive
- Generally tied to a project or initiative that will require documentation, reporting, and final results
- Sometimes requires a cash or in-kind funding match or funds percentage match
- Sometimes includes a line item for administrative costs or project management
- Not usually recommended as an easy or lucrative source for income, but it is an option


## Major Fundraisers

Popular initiatives include golf outings, member gala events, big ticket auctions, wine and cheese events


## Major Fundraisers

In general, you pay a high ticket price and get something nominal or of nominal value in return.

It's important to tell people that the event is a fundraiser so they understand the investment they're making in the ticket.

## Major Fundraisers

People are generally willing to pay a larger ticket price if they have a personal relationship to the organization and its cause, or if they believe in the message or work of the group.

## Major Fundraisers



## Major Fundraisers



## Major Fundraisers



## Major Fundraisers

Word of caution... these are very involved and time consuming initiatives.

Evaluate money raised vs staff time involved

## Minor Fundraisers

Big galas aren't the only way to raise money.

By keeping the event smaller and affordable, you can reach more people and make more Main Street friends.


## Beer Fest



## Medina Beer Fest

 August 29 6:30-9:30 ${ }^{\mathrm{pm}}$
## \$25/person

Hosted by Williams on the Lake 787 Lafayette Rd, Medina

## Purchase tickets at:

4 Ladies \& More (101 Public Square) JK Gift Shop (207 South Court Street)

## Live music with

CATS ON MORHD 20 Beers! Local foods! Rafiles!


## Beer Fest

- Affordable
- Multiple ticket prices
- General admission \$25
- Members \$22
- Designated driver $\$ 8$
- Featured 20 beers
- Food for sale (in addition to gratis cheese/crackers/veggies)
- Live entertainment
- 50/50 raffle
- Involves a lot of organization and volunteers, but good return


## 2015 Medina Beer Fest Financial Summary



| Income | 2015 Budget 2015 actual |  |  |
| :---: | :---: | :---: | :---: |
| beer sponsorships | \$ 1,200.00 | \$ 1,000.00 | 800 collected |
| ticket sales--drinking | \$ 6,250.00 | \$ 6,373.54 | 3022.54 payp: |
| food sales | \$ 250.00 | \$ 200.00 | inside cash for |
| 50/50 | \$ 50.00 | \$ 175.00 | beer fest rafflı |
| Total income | \$ 7,750.00 | \$ 7,748.54 |  |

## Expenses:

| Liquor control | $\$ 40.00$ | $\$ 40.00$ |
| :--- | :--- | :--- |
| Heidelburg | $\$ 1,285.13$ | $\$ 1,285.13$ |
| Total Beer/Beer Related Cost | $\mathbf{\$ 1 , 3 2 5 . 1 3}$ | $\$ 1,325.13$ |


| GFS | $\$$ | 43.02 | $\$$ | 43.02 |
| :--- | :--- | :--- | :--- | :--- |
| cupcake a day |  |  |  |  |
| Williams | $\$$ | 260.00 | $\$$ | 260.00 |
| Total Food Cost | $\mathbf{\$}$ | $\mathbf{3 0 3 . 0 2}$ | $\mathbf{\$}$ | $\mathbf{3 0 3 . 0 2}$ |


| Discount Mugs | $\$$ | 554.94 | $\$$ | 554.94 |
| :--- | :--- | ---: | :--- | ---: |
| post newspapers | $\$$ | 295.00 |  |  |
| facebook ads |  |  | $\$$ | 50.07 |
| Gazette | $\$$ | 325.00 | $\$$ | 325.00 |
| Total Advertising | $\mathbf{1 , 1 7 4 . 9 4}$ | $\mathbf{\$}$ | $\mathbf{9 3 0 . 0 1}$ |  |


| Staples | \$ 11.58 | \$ 11.58 |  |
| :---: | :---: | :---: | :---: |
| Hobby Lobby hand stamp | \$ 1.33 | \$ 1.33 |  |
| COH Town Records | \$ 600.00 | \$ 600.00 |  |
| ticket refunds | \$ 155.00 | \$ 155.00 |  |
| Wiliams on the Lake (rental) | \$ 1,500.00 | \$ 1,510.00 |  |
| Total Misc Expenses | \$ 2,267.91 | \$ 2,277.91 |  |
| Total Expenses | \$ 5,071.00 | \$ 4,836.07 |  |
| profit (loss) | \$ 2,679.00 | \$ 2,912.47 |  |

## Dine \& Wine

## Dine \& Wine <br> |||||| February 28, \$25 per person

Two seatings, 6:00 \& 8:00 $0_{(\text {pminteat o } 18 \text { each seating) })}$ Join Marc Simak of Rustic Hills Country Club
for a four course, palate-pleasing interactive dinner!


Appetizer - Petite osso bucco Milanese
(Braised mini veal shanks with a vegetable ragout)
Entrée - Braised Beef Short ribs served
With wild Mushroom polenta and sautéed gre errs
Dessert - Traditional New Orleans style bourbon bread pudding

## Bring a bottle of your favorite wine to \&njoy <br> Hosted by Cool Beans Café, 103 W. Liberty St, to benefit Main Street Medina

Cool Beans 330.723.7174 for tickets cash or check on'


## Dine \& Wine <br> May 9th, \$25 per person

Two seatings, $6: 00 \& 8: 00^{\mathrm{pm}}{ }_{\text {(uniteefto } 18 \text { each seeting) }}$
Join Gary Quesada of Main Street Café
for a four course, palate-pleasing
Vegetarian dinner!
Bring a bottle of your fovorite wine to enidy
Hosted by Cool Beans Café, 103 W. Liberty St, to benefit Main Street Medina Cool Beans 330.723.7174 for tickets cash or check only
by:

*COOL BEAN'S.

## Dine \& Wine

- Hosted by a local coffee shop that has a large demonstration kitchen
- Contract with a local chef/member restaurant
- Chef prepares a 4 course meal in real time; interactive
- Accommodate 2 seatings of 18 max per seating
- Patron brings own bottle of wine.

We charge $\$ 25$ per person, reimburse the restaurant $\$ 5$ per head for food costs and the coffee shop .50 per head

- Promoted through posters in town, Facebook, member newsletters, etc... all virtually free advertising
- Limited seating creates a demand for tickets


## Dine \& Wine

| Dine and Wine budget |  |  |  |  |
| :--- | ---: | :--- | :--- | :--- |
|  |  |  |  |  |
| income |  |  | totals |  |
| ticket sales | 36 |  |  | $\$ 25.00$ |

The good part of these are that you only pay for attending guests/chef only cooks for the number of tickets sold

## Progressive Dinner



## Progressive Dinner

- Four courses at 4 member restaurants, each course paired with a glass of wine
- Limited to 50 guests total
- We charged \$45 per person (\$40 for members)
- Reimbursed the restaurant various levels depending on cost of course they served
- Generally profited about $\$ 25$ per person
- Promoted through posters in town, Facebook, member newsletters, etc... all virtually free advertising


## Progressive Dinner

| Progressive Dinner Budget |  |  | totals |
| :---: | :---: | :---: | :---: |
| income |  |  |  |
| ticket sales | 50 | \$ 43.00 | \$2,150.00 |
|  |  | l income | \$2,150.00 |
| expense |  |  |  |
| food <br> reimbursements | 50 | \$ 11.00 | \$ 550.00 |
| wine <br> reimbursement | 50 | \$ 4.00 | \$ 200.00 |
| printing | 1 | \$ 10.00 | \$ 10.00 |
|  | tota | l expense | \$ 760.00 |
|  |  | rofit (loss) | \$1,390.00 |

## Holiday Open House

- Partner with a well known store or attraction in town
- Negotiate a healthy discount for guests
- Sell admission tickets to cover the cost of food, wine, supplies
- Promote through posters in town, Facebook, member newsletters, etc... all virtually free advertising
- Incorporate a silent auction to raise additional funds, called it Tis the Season Silent Auction (items suitable for gift giving)


## ROOT Candles Open house



## ROOT Candles Open house



## Pop-up Wine Tastings

## MEDINA ICE FESTIVAL WIRE TASTIRG! <br> Feb 14 ${ }^{\text {th }} 4: 30-9$ <br> Feb 15 ${ }^{\text {th }} 1$ 1-8 <br> Feb $16^{\text {th }}$ 1-6 <br> \$5 per glass!

32 Public Square
Medina County Convention \& Visitor's Bureau
( $)$ Main Street Proceeds support
Medina www.mainstreetmedina.com

## 50/50 raffle



September 232015

## Merchandise

## 2012 Collectible Ornament "Vedina Square Clock"

 Limited cdition! Three-dimensional! Will not tarnish!

## $\$ 20.00$ each

Cash or Check only, please
The "High's Jewelry" clock was erected in June of 1911 by George F. High to advertise his jewelry store on the Square. In 1983, the City of Medina restored the clock as a symbol of Medina history

## 2011 Ornament


*All proceeds benefit Main Street Medina and support the continued preservation and promotion of the downtown Historic District.

## 2015 Medina

 Candlelight Walk

## Collectible Ornament

## $\$ 20.00$ each

Cash or Check only, please
Limited edition! Will not tarnish! Three-dimensional! preservation and promotion of the Medina Historic District.

## Merchandise



## Merchandise



Historical Piqua Playing Cards \$10.00 each

A complete set of playing cards featuring historical photographs of the people and places that make Piqua the community it is today.


## Merchandise

## COMMEMORATIVE CAMBRIDGE TILES

The Main Street Cambridge organization is selling tile/coasters for $\$ 8.00$ (plus $\$ 3.50$ each for shipping if required) They are glazed so they can be used as a coaster for hot or cold beverages or they can simply be displayed on an easel.


| 1 |
| :--- |
|  |

## Just ask for it?

- Gofundme
- Kickstarter
- Crowdrise
- Indiegogo
- Crowdfunder
- Rockethub
- Startsomegood
- Giving circles
- Project specific


## Just ask for it?

Medina Holiday Decor and Fireworks

(-) Certified Charity Leam More
MainStreet Meaina
Mesina OH
Taxid: 261802545

```
67 TOTAL, f SHARE 65 t TWEET 2
```

Pleese help light the distrist and the night for the 31st Medina Candelight Wek, November 20-22, 2015.
Mien of lahte, freworks, snow, 1.500 cendles--it's ell pert of the megic cf the
holideys in Medina. Cen you helpus make it bigger, brighter, and better then ever?
$67 \underset{\text { SHARES }}{\text { TOTAL }} \quad f$ SHARE $E$ WEET $v$ DONATE

[^0]

## Capital Campaigns

- BIG asks for big dollars
- Generally only done once, for a major need


Let's Grow
Together Children's Museum

## Planned Giving

Definition: Planned Giving is a set of ways a donor can leave money/assets to a nonprofit at his/her death; or a way to invest money so that the donor receives benefits during his/her life and then bequeaths the remaining funds to the nonprofit.

## Planned Giving

## what is YOUR LEGACY?

Create a lasting legacy and enrich arts in our community now and for years to come.
$1 \mathrm{MO\mid AS} \mid$ PLANNED


## Fundraising

membership
grants
major fundraisers
minor fundraisers
merchandise sales
crowdfunding
capital campaigns
planned giving

## Questions?

## Thank you!

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[^0]:    CODV, PASTE \& SHARE https://www.gofundme.com/cvercs

