# Fundraising for Your Main Street

MAKING MONEY THE FUN AND EASY WAY





heritageohio.org || October 3, 2015

### Who needs money?

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



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.

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 <u>unfairly benefit</u> 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.

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.



### LIKE TODAY'S EVENT?



Help us bring you more!

### LOVE HISTORIC MEDINA?



Be a part of keeping it a special place!









Be a part of keeping it a special place!





### 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.

\_\_\_\_ \$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 8/15

### 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

### 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 \$182,000 2014 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	City of Medina financial support
\$30,870	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+	dollars of in-kind services and in-kind financial support
\$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 Total sponsorship income raised for events in 2014



### 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

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



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.

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.

Jerry D'Amato Charity Golf Duting Save the Date - New Venue

June 24, 2013

New York Country Club 103 Brick Church Road New Hempstead, NY 10977

Prizes include: INNISBROOK Golf Package, Hole-in-one, Baseball Tickets, and Much more!

For information regarding Sponsorships and Donations, contact

Registration at 8:30 AM 10 AM Shotgun Scramble

Continental Breakfast Lunch on the Turn Food & Beverage Cart Cocktails Dinner Reception HOUSE REPUBLICAN VICTORY PAC Save The Date Golf Outing & Fundraiser

> May 17, 2010 Wentworth By The Sea Country Club 58 Wentworth Road, New Castle, NH Pad br by the House Republican Vickey PAC, Par Walley, Tensaure.

A GUIDE FOR GOLF EVENT ORGANIZERS

Golf Digest

Golf Event Contests and Fundraising Activities

GolfDigestPlanner.com

### Charles Community

INVESTING IN OUR COMMUNITY Chaldean American Chamber of Commerce 10<sup>th</sup> Annual Golf Outing Thursday, June 20, 2013 @Shenandoah Country Club

**SAVE THE DATE!** 

Country

#### MISSION

The Chaldean Community Foundation, the not-for-profit arm of the Chaldean American Chamber of Commerce, is dedicated to advancing the needs of the Chaldean American community and the communities in which they live and work through education, charitable giving and advocacy. The Foundation includes the Waad Murad Advocacy Fund, which supplies reward money for information that leads to the arrest and conviction of the assailant(s) of violent crime perpetuated against businesspeople.







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**



### Live music with Cats on Holiday 20 Beers! Local foods! Raffles!

# Medina Beer Fest August 29 6:30-9:30<sup>pm</sup>

### \$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) or online at mainstreetmedina.com



# **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



# **Beer Fest**

### 2015 Medina Beer Fest Financial Summary

	2015 Dudeed	2015	
Income		2015 actual	
beer sponsorships	\$ 1,200.00	. ,	800 collected
ticket salesdrinking	\$ 6,250.00	\$ 6,373.54	3022.54 payp
food sales	\$ 250.00	\$ 200.00	inside cash fo
50/50	\$ 50.00	\$ 175.00	beer fest raff
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	\$ 1,325.13	\$ 1,325.13	
GFS	\$ 43.02	\$ 43.02	
cupcake a day			
Williams	\$ 260.00	\$ 260.00	
Total Food Cost	<u>\$ 303.02</u>	<u>\$ 303.02</u>	
Discount Mugs	\$ 554.94	\$ 554.94	
post newspapers	\$ 295.00	,	
facebook ads		\$ 50.07	
Gazette	\$ 325.00	\$ 325.00	
Total Advertising	\$ 1,174.94	\$ 930.01	
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	<u>\$ 2,267.91</u>	\$ 2,277.91	
Total Expenses	\$ 5,071.00	\$ 4,836.07	
profit (loss)	\$ 2,679.00	\$ 2,912.47	



# **Dine & Wine**

by:



# Dine & Wine

May 9th, \$25 per person Two seatings, 6:00 & 8:00<sup>pm</sup> (*limited to 18 each seating*)

Join <u>Gary Quesada of Main Street Café</u> for a four course, palate-pleasing Vegetarian dinner!

Bring a bottle of your favorite wine to enjoy

Hosted by Cool Beans Café, 103 W. Liberty St, to benefit Main Street Medina Cool Beans 330.723.7174 for tickets <u>cash or check only</u>

Presented bv:



Main Street Medina

# **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	t					
income				totals		
ticket sales	36	\$	25.00	\$900.00		
	tota	al ir	ncome	\$900.00		
expense						
restaurant						
reimbursment to						
featured chef	36	\$	5.00	\$180.00		
facility fee to host	36	\$	0.50	\$ 18.00		
printing	1	\$	10.00	\$ 10.00		
	tota	\$208.00				
	р	\$692.00				

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

# **Progressive Dinner**

### Join Main Street Medina for a PROGRESSIVE DINNER IN THE DISTRICT

Four delicious courses! Four local restaurants! Thursday, Sept. 19<sup>th</sup>, 6:30-9:00<sup>pm</sup>

Marie's Café,

Sully's Irish Pub Main Street Café

and Thyme<sup>2</sup>

Just \$45 per person! (\$40 for members; Limited 50 people total) Buy tickets at Main Street Café, 17 Public Square Or Whitey's Army Navy, 2 Public Square or online via PayPal at www.mainstreetmedina.com Presented by Main Street Medina, 5 Public Square, 330-952-0910

# **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 B	udget				
income				tot	alc
	<u>го</u>	6	42.00		
ticket sales	50	\$	43.00	¢∠	2,150.00
	tot	otal income		\$2,150.00	
expense					
food					
reimbursements	50	\$	11.00	\$	550.00
wine					
reimbursement	50	\$	4.00	\$	200.00
printing	1	\$	10.00	\$	10.00
	total expense			\$	760.00
	profit (loss)			\$1	L,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

Holiday Open House

to benefit Main Street Medina December 1, 2011 6:30-9:00<sup>pm</sup> \$20 per person

Evening includes great appetizers from the ROOT Gourmet Kitchen, Drinks, Behind-the-Scenes mini tour, 50% off ALL ROOT Candles and 25% off Accessory Items & Gourmet Food!



For tickets, call 330-952-0910 or visit the ROOT Store at 623 W. Liberty St

# **ROOT Candles Open** house





Purchase tickets at ROOT Candles, Cool Beans Café Gramercy Gallery, Whitey's Army Navy, Or online at www.mainstreetmedina.com

### **Pop-up Wine Tastings**



# 50/50 raffle







## Merchandise

#### 2012 Collectible Ornament "Medina Square Clock"

Limited edition! 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





1841 & 1873 County Courthouse Town Hall & Engine House

Main Street \*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!

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

### Merchandise

https://www.pay	/ <b>pal.com</b> /us/cgi-bin/webscr?cmd=_flow&SESSION=q6zNBqNOb0	CqIGIZsKXqQqI2JyWNC80ZV2tMOaawnSNJnHF0oj2SC	n_D_C&dispatch=50a222a57771920b6a3d7b606239e4d <b>:</b> 🔎	🗖 🗖 💌 🗙
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	Your order summary Descriptions Amount	Choose a way to pay PayPal securely processes payments for Main Street Medina, Inc		^
	2015 Medina Christmas Ornament \$20.00 Item price: \$20.00 Options: Ornament Choices: 2015 Quantity: 1	Have a PayPal account?     Log in to your account to pay	PayPal 🗎	
	Local State	<ul> <li>Don't have a PayPal account?</li> <li>Pay as a guest now, sign up for PayPa</li> </ul>	l later	
	Total \$24.00 US		United States	
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		Address line 1		
		Address line 2 (optional)		
		City/State		
		ZIP code		
			Mobile	<u> </u>
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A complete set of playing cards featuring historical photographs of the people and places that make Piqua the community it is today.



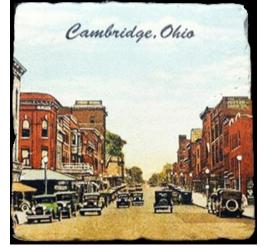
THE HEART OF THE COMMUNITY

### 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.

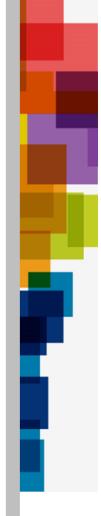




MAIN STREET

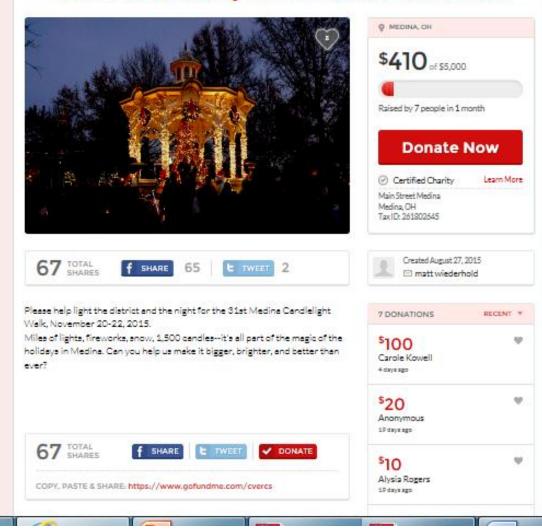
# Just ask for it?

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



## Just ask for it?

#### **Medina Holiday Decor and Fireworks**





# **Capital Campaigns**

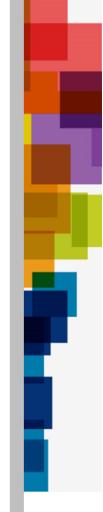
- BIG asks for big dollars
- Generally only done once, for a major need





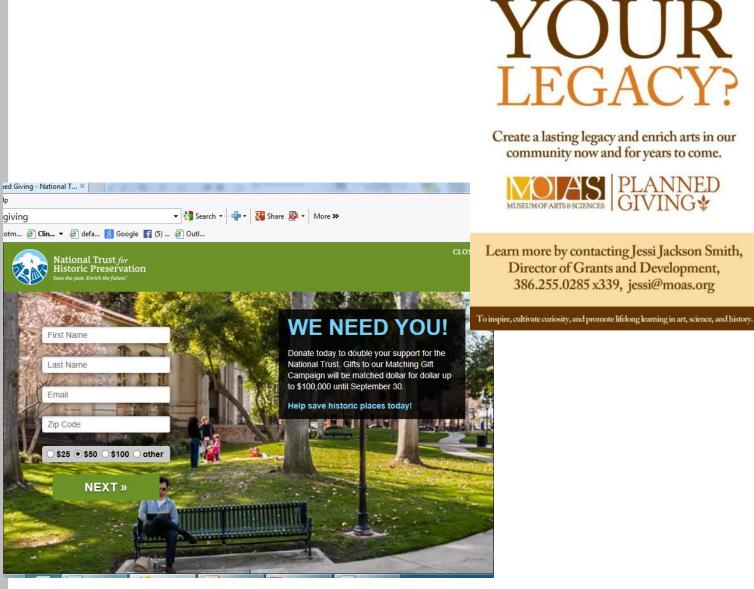
# **Planned Giving**

**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**

In



what is

### Fundraising

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



# **Questions?**

### **Thank you!**



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