



The Fund Raiser

Fund-raising Consultants to Shriners International

Volume 15, No 2 May 2018

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Ad-interim

Greetings From Nick Wladyczak

SCAFRA President 2018



Greetings from Akron Ohio & The countdown to SCAFRA 2018!

October 4th-6th is coming fast. Registrations will be available at the beginning of May on our new website. Jim has done a tremendous job getting it up and running.

We have had a little shake up in our officer ranks. Due to health reasons Brad Johnson has needed to resign from Secretary/Treasurer of SCAFRA. I hope all can thank Brad for his time and effort as Secretary/Treasurer when you see him. We all hope that Brad gets a clean bill of health in the near future.

Jim Van De Hey is stepping in as interim Secretary/Treasurer with the guidance of Secretary/Treasurer Emeritus Ken McDougall.

Please book your rooms at The Holiday Inn Express Akron South and the block is under "Shriner's Group Block". Rooms are \$109 a night and the hotel will provide transportation from Akron-Canton Airport. You can also fly into Cleveland Hopkins International Airport. We will provide transportation to and from the Cleveland Airport.

Again, ladies will be welcome to attend the fundraising seminar, or we will have a small ladies program. The ladies program will include lunch and a tour of historic Stan Hywet Hall and Gardens.

See you Akron October 4 -6, 2018

Nick Wladyczak
Lady Katie

SCAFRA President 2018

MESSAGE FROM 1st Vice President

Greetings from Green Bay!!

Hard to believe Spring is here. Continuing to work hard for SCAFRA I put together and emailed out a survey to our membership hoping to get direction on some topics that have been discussed over the last couple years. I appreciate the response from our members, the results of the survey are on the next page.

I want to apologize for not having everything on the website in a timely manner. I dedicated a few weeks last month and was able to change the looks and add some features that are needed. You now can pay your membership dues Online and also by the time you read this you will be able to pay for the seminar for Nobles and Ladies. We have had a Facebook page for almost 3 years and haven't used it to its full capability. I have put a link to our Facebook page on the website and because almost everyone uses Facebook in some capacity I am encouraging us to use it to our benefit. Our Group page is private and I have changed the settings so that only myself or Nick can add a person to the group.



You will be proud to know that the Executive Board has really moved forward with revamping the looks and operation of SCAFRA. In February we worked on pamphlets and a new design for SCAFRA. The Executive Board voted on the best design, wording and looks of the new pamphlet, which arrived just in time to be sent to PNSA were Larry Tipton, Lucky and the rest of the guys from Al Bedoo, presented them to the members of the Association and talked about SCAFRA when time permitted. A big Montana THANK YOU to Al Bedoo.

Kirby and myself traveled to Tampa to attend the OG and AR Seminars which gave us a great opportunity to promote SCAFRA to those Shrine Centers that either have never heard of us or were members in the past and we hopefully convinced them to come back. We have Imperials full support and all the Imperial Officers at OG and AR talked highly of SCAFRA and what we can do as an Association of Shrinedom. They all encouraged every Shrine Center to join.

Faternally

Jim & Paulette Van De Hey

SCANA to SCAFRA to ____ What's in a Name?

Time for SCAFRA to change its Name

At this year's Annual Meeting, to be held in Akron Ohio October 4th to 6th, the Executive Board will place before the delegates a suggested name change of our organization that describes who and what we are.

What's in a name? SCANA, Shrine Circus and Fund Raising Association was formed in 1986 to replace a Imperial Committee dealing with Shrine Circuses. From the very beginning other "Fund Raising" projects were included in the Annual Marketplace but not in the Seminar. Then as times changed and Circuses, with what the public wanted see, animals became harder and harder to provide. Alternate fund raising options were featured in our seminars. So in 2003 the Executive of the day met with Imperial Officers and discussed changing the name to be more encompassing of all Fund Raising projects, while still honoring the historical Shrine Circus project. In 2004 following the member delegate vote the name was changed to Shrine Circus and Fund Raising Association SCAFRA. So what is in the name?

After many conversations over the last 5 years with members and non members alike, plus based on the results of the Survey last month, it is our recommendation that we change our name. It is obvious that there are a lot of Shrine Centers that think we only talk about Circuses still today and many more that don't even know we exist. There are many Shrines that have fallen on hard times and need our help with Fund Raising. We know that changing our name won't fix that but we need a name that reflects what our Association does.

In the Survey we sent we asked the question of whether we should change our name to one that would be more representative to who we are and what we do. The other question stated that the suggested name be changed to Shrine Fund-Raising Association (SFA). This will be the recommended name of the Association moving forward. There will also be changes in the Official Logo for SFA. We will present a couple options to vote on. For those who didn't take the survey or those that don't agree with this suggestion please feel free to email the Executive Board at scafrana@gmail.com with any questions or concerns.

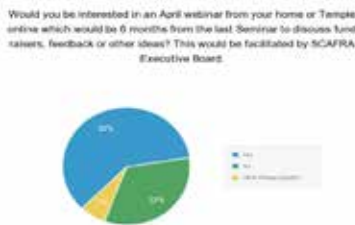
Faternally

2018 SCAFRA Executive Board

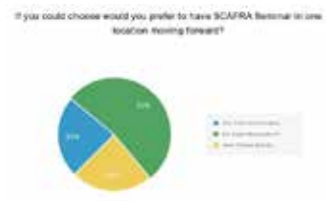
ZOH Survey

We decided to run a survey to see how we are doing , how we can improve and what about the future. The survey contained 25 questions and I have the results from 6 questions that we feel should be shared and hope that theses results will affirm changes that we are looking at doing. All responses from the survey will be available in Akron.

There have been comments made in the past about sharing information during the year and we have given the idea to having a April Webinar hosted by the Executive Board, which would last about 4 to 8 hours depending on the topics. We would send out emails 2 months before the webinar to obtain a list of topics that members wish to discuss. We would also include follow up from the October Seminar and all these would dictate the length of the Webinar. The pie chart shows that 60% of the membership would like to have this done. We will discuss this in Akron.



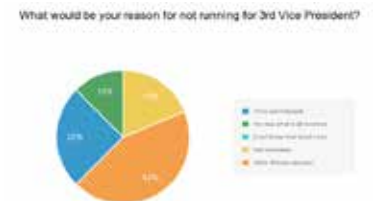
I asked this question 3 years ago after someone wanted to know why we don't designate 1 location to use every year for the Seminar. I was told that we had done this in the past and went away from it. There have been others since that have questioned why we don't do this now to save cost and make air flight easier by flying into major Airports. If you look at the pie chart it shows 53% in favor of following the President, however the ones that chose other for their choice gave comments why and of those 75% said to keep following the President so the overall outcome is 70% of the membership would rather follow the President so this topic won't be discussed in Akron.



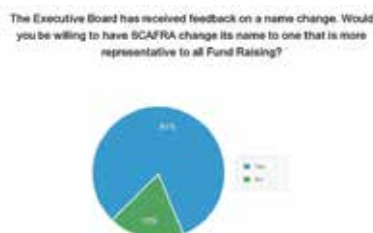
Have you ever thought of running for 3rd Vice President of SCAFRA. This topic was interesting because we didn't know how this was going to finish. You can see the results are not all that bad with almost 25%; of those who took the survey said they would run. I have their names and will contact them when time permits. Also if someone would like to run for 3rd VP this year make sure you get your letter into the Secretary at-least 3 weeks before the Oct Seminar starts.



So the usual question that comes up is why won't you run for 3rd Vice President and we always didn't have the answer because we didn't know the question. So the pie chart gives us an idea of things we can cover to help with those who would consider running but have questions.



So this topic has been brought up numerous times since I have been attending SCAFRA Seminars. Why not change our name because most Shrine Centers believe that we do nothing but Circuses and even more don't even know we exist. As you can see from the survey 81% of the members feel we should change our name to something that is more aligned to everything we do.



At the MSA conference in Rapid City, SD and the Assistant Rabban Seminar in Tampa that I attended, I had members ask me about changing our name with some suggestions. The Executive Board discussed this topic at our quarterly meeting which is directly after the yearly Seminar is complete. During the Seminar in Sioux Falls we had members that asked about changing the name so we have decided to put this to a vote in Akron this year. This requires a By-Laws change in order to do this. The name suggested and that also has full support from the Executive Board is Shrine Fund-Raising Association (SFA). As you can see from the survey 100% of the members that responded to that question are willing to have our name changed.



Your SCAFRA Executive Board wants to thank all who responded to the Survey. This will help us help you so we can continue to change our Association for the better.



A Message From our 2nd Vice President

Greetings from West Central Minnesota!



I hope all have survived this most interesting winter season and are looking forward to the spring. Your SCAFRA Officers have been very busy planning our next business session in Akron and attending numerous Shrine Association meetings. Myself I started out with Midwest Shrine in Deadwood South Dakota. Imperial Potentate

Gary J. Bergenske and his top three Imperial Officers were in attendance. These Sirs are all on board to assist SCAFRA in any way they can to help get our Association out to all the Shrine Centers for help in their fundraising. After that I attended the OG & AR seminars in Tampa. Imperial Sir Bill Bailey could not have been more helpful. We have a great friend in Bill.

SCAFRA assisted Imperial Sir Larry Leib with the AR fundraising session. The four breakout sessions were full of questions and many discussions about the present and future of Shrine fundraising. Thank you, Imperial Sir Larry Leib, for your courtesy and making me feel so welcome. Next came Central States Shrine Association in Branson Missouri. Imperial Sirs Jeff Sowder and Ed Stolze introduced me to its members and I was truly welcomed. The Tangiers and Midian Shriners have long supported SCAFRA and we visited about past SCAFRA sessions in each of their cities.

Next was a trip to Las Vegas for the Western Shrine Association. President Ray St John welcomed me and included me in all their events. SCAFRA has not been a part of this association but we are changing that. Imperial Sirs Ed Stolze and Richard Burke were in attendance and as always very supportive of SCAFRA. With Scafra's commitment to change and going the extra mile to let all Shrine Centers know we are there for them to be consultants for them, we will make a huge difference. As we see the warmer months ahead I wish all a great spring and summer. But now is the time to start to plan for Akron Ohio this fall. Looking forward to an awesome session. Take care and see you in Akron.

Respectfully submitted,

Kirby Norman

Any questions call me 218-205-9655

A Message From Our 3rd Vice President

Greetings from Mizpah Shrine Center!

We are in the process of closing the books for our 72nd circus and signing the contracts for 2019. We have been fortunate in having successful events over the years. I'm relieved to say 2018 was success also.

As the start of our 2018 circus was approaching our committee was burdened with the feeling that this year would not be as profitable as prior years. Monitoring ticket sales and the revenue prior to the

first show had us praying for good weather, late Online sales, and a big walk up crowd. Thursday night 6:30 pm, show 1 starts on time but our normal crowd never came! Granted the Thursday show has always been the least attended show but I have never seen a crowd this light in the 18 years of working the circus.

That evening we had a brief but informative meeting with the General Manager of the coliseum. He asked us how we felt about the sales for the remaining 6 shows. If it was like tonight's he needed to know so he could adjust labor. He said the coliseum was seeing a 14-18% drop in attendance for all events since December but this show was the lowest Thursday night in over 38 years. At that time the Fort Wayne economy was very depressed, that was not the case this year.

As the shows went on our attendance grew but never meeting the previous year's sales. At the end of the weekend our total attendance was down just over 14%. Thankfully months earlier we had gotten some ideas during our fund raising seminar and made some changes to reduce some of our operating cost and increase revenue from our circus fair. The financial audit was not complete at the time of this writing but it looks like our net is only down around 6% compared to 14% fewer attending.

Needless to say 2018 was our last Thursday evening show but I am confident our margins will be up with the new changes.

Fraternally,

Phil Wade 3rd Vice President



FROM THE DESK OF THE SECRETARY

Change at the Secretary Desk

As our President has told you our Secretary/Treasurer, Brad Johnson has resigned due to health reasons. I want to thank Brad for what he has done and wish him well for his future health.

I agreed to take over for the remainder of this year and just to be transparent I plan on running for the office of Secretary/Treasurer in 2019 after my year as President. Meanwhile we need someone to run for the position this October for 2019 year. If I run for Sec/Tres and I am not elected in 2019, I hope that whom ever looks into the Secretary/Treasurer position will realize its more than just a one year commitment.

So on to the business at hand. I have sent the 2018 Membership Form to everyone we have an email for and have received 7 membership forms as of April 24. Please get the forms to the right individual and if you don't have one please visit the new website address at www.shrinefundraising.com and on the home page you will see the Temple Membership form. You can fill this form out on the computer and then print and give to the appropriate individual. On the Members page of the website you can now pay Online for the 2018 Shrine Center Membership. You can also pay Online for the seminar on the SCAFRA 2018 page. If you pay Online for either form please make sure to mark the box on the form that you either paid Online or by check then either drop the form in the mailbox or email to: shrinefundraising@gmail.com

Fraternally, Jim Van De Hey, Secretary/Treasurer Ad-Interim



Associate Members of SCAFRA



We have dates for 2019 & 2020. Mark your Calendars

SSEMINARS

2018	2019	2020	2021
Akron	Green Bay	Minnetonka	Fort Wayne
Ohio	Wisconsin	Minnesota	Indiana
October 4-6, 2018	October 3-5, 2019	October 1-3, 2020	To be proposed At Annual Meeting October 2020

SCAFRA 2018

A New Year and New Changes

We know your time is valuable and making the best of a Seminar requires us giving you the most for your buck. Moving forward for this years SCAFRA Seminars we will follow last years process of having one meeting room for everyone. This was well received, especially the Bloody Mary Bar after Lunch. The added change will be having the Annual Meeting on Friday afternoon then finishing the last Seminar Sessions Saturday Morning with a Warp up then Lunch Banquet and Installation of officers. We will hopefully adjourn before 2 pm so those who have to leave early Saturday can now attend the Banquet and Installation. Here is a rough outlay of what we are expecting the agenda to be in Akron:.

Thursday

6:00 pm – 8:00 pm: Meet and Greet with Open Bar and Appetizers. Everyone will be On Their Own for Dinner. We will provide a list of great restaurants in the Area.

Friday

Breakfast at Hotel
8:00 am: Opening
8:30 am: 1st Session
9:30 am: 2nd Session
10:30 am: 3rd Session
11:30 am: Lunch served at Tadmor (Beef Sliders) by our Nobility
12:30 pm: 4th Session – Tour and Presentation Of Tadmor Haunted House
1:30 pm: 5th Session
2:45 pm: Annual Meeting
4:00 pm – 5:00 pm: Happy Hour at Tadmor Bar On Own for Dinner

Saturday

Breakfast at Hotel
8:00 am: 6th Session - Marketing
9:00 am: 7th Session - Marketing
10:00 am: Wrap Up – Open Discussion
11:30 am – 12:00 pm: Cocktails and Fund-raiser
12:00 pm: Lunch Banquet and Installation of Officers
1:30 pm: Seminar Adjourned

We hope these additional changes will be supported by the Membership and show that we are continuing to change SCAFRA for the better. Please reach out to your counter parts and Shrine Centers in your Associations and let them know about SCAFRA. Remember we are all in this together and we are all charged with getting new members.



The election of officers will be Friday, so we will need to have the new 3rd VP nominations in by Friday before the 5th session starts. We are trying to condense the sessions to respect everyone's time that comes to SCAFRA. There will be a Bloody Mary and Mimosa bar on both Friday and Saturday morning.



The hotel is The Holiday Inn Express Akron South and the block is under "Shriner's Group Block". Rooms are \$109 a night. The hotel will provide transportation from Akron-Canton Airport. You can also fly into Cleveland Hopkins International Airport. We will provide transportation to and from the Cleveland Airport.

Watch for more information to follow!

The Fund-Raiser May 2018



2018 REGISTRATION FORM

Shrine Circus And Fundraising Association
33rd Annual Seminar Hosted by
Tadmor Shrine Temple Akron, Ohio
October 4 - 6, 2018

Registration Deadline: Postmark September 1, 2018

Each Shrine attending 2018 SCAFR **must** complete this form with each Noble and Ladies information and mail it to:

Jim Van De Hey
3197 Primrose Ln
Green Bay, WI 54313
Email to: shrinefundraising@gmail.com

Please fill out the form and mail with payment before **September 1, 2018** or there will be a **\$50 charge for each person not registered**. We have incurred cost in the past due to last minute registrations accommodations through the Hotels.

If your Shrine would like to pay with a Credit Card Online please go to our website, www.shrinefundraising.com and on the SCAFR 2018 page you will see the area to fill in with the correct amount for Nobles and Ladies when making payment. Please make sure to fill out this form and either drop it in the mailbox or scan and email the form to shrinefundraising@gmail.com.

Remember there will be a **\$50 charge for each person not registered** by **September 1, 2018**.

Please Check One:

Check sent with form

Paid online with website

(Remember to mail this form in)

Shrine Name					Street Address		City, State, Zip			Shrine Phone#				
NOTE: Please fill in your flight or Driving Information											Arrival Data		Departure Data	
#	Attending Noble or Ladies Name List Name Separately	Title	Nobles \$225.00 ea.	Ladies \$150.00 ea.	Airline/Flight # Driving so State	Arrival Date	Arrival Time	Airline/Flight #	Date	Time				
1														
2														
3														
4														
5														
6														
7														
8														
9														
10														

Number of Nobles Registered _____ @ \$225.00 = \$ _____ (U.S.)

Number of Ladies Registered _____ @ \$150.00 = \$ _____ (U.S.)

Totals \$ _____ (U.S.)

Contact Name: _____ Title _____

Address _____ City _____ State _____ Zip _____

Phone _____ Email _____ Temple Phone# _____

Pre-registration is required per Noble and Lady attending. Included with registration is breakfast Friday and Saturday morning. Happy Hour at Tadmor Bar from 4:00 pm – 5:00 pm on Friday Night then you will be on your own for Dinner. Saturday 11:30 am – 12:00 pm: Cocktails and Fund-raiser 12:00 pm Lunch, Banquet and Installation of Officers at the Tadmor Shrine Center, transportation will be available.

Headquarters and meetings will be held at the:

Holiday Inn Express Akron South - Refer to "Shriner's Group Block" **Deadline: September 1, 2018**

898 Arlington Ridge E, Akron, OH 44312 Phone: (330) 644-5600

Room rates are \$109.00 plus local taxes and any other charges;

Check in time is after 3:00pm and Check out is 11:00am

If there are any dietary needs, or accessibility needs please adv



The Fund Raiser



Volume 15, No 2 May 2018

SCAFRA is more than just about Circuses. SCAFRA has changed significantly for the better in the past 2 years and those who have been previous members are coming back. SCAFRA has Imperials full support and they are encouraging Shrine Centers to join. Sharing ideas, finding solutions and creating funds for our fraternity or philanthropy is at the heart of our organization. You are not in this battle for funds alone. Take advantage of the knowledge and experience of your peers through out the Shrine world to make your Center successful. Sharing is a two way street. Come and share your experience with your peers as they share your successes and failures to make their operations that much better. Attendance at the fall seminar is critical to the success of all fund raising operations. If you can come away with one good idea or confirmation that what you are doing is as profitable as it can be, your objectives will have been reached. SCAFRA has expanded its ability to reach all Shrine Centers with the use of our Website, Facebook and Zoom webcasts. If your Shrine is struggling and can't send Representatives to our Seminar we can bring it to you. Using Zoom webcasts. your Shrine Center has the ability to participate in the Seminar without traveling. Facebook is just getting started and the website is currently going through a major upgrade to allow a member only area with information from previous seminars. All this is included in your yearly membership. You can conveniently pay your membership Online and also this years Seminar costs.

Fraternally, SCAFRA Executive Board

James Van De Hey
Secretary/Treasurer Ad-Interim
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Green Bay WI 54313