



Official Fundraising
Consultants for
Shriners International

The Fundraiser

Over 30 Years Experience of Helping Shrine Centers with Fundraising

Volume 16 No 3 May 2019



Packers Schedule released!! The Green Bay Packers will be at Dallas on Oct 6, so the Packers Experience will happen on Saturday after the Seminar. This is a separate event from the seminar. An information sheet with cost will be coming out soon. Please go to our website for updates: shrinefundraising.com

2019 Executive Board Contact Information

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SFA President Attends OG/AR Sessions in Tampa



Greetings from Green Bay,

This winter has been busy for all of your SFA Officers. Kirby attended the Midwest and Central States Association Meetings, Phil and John attended the Great Lakes Association and Scotty attended the Midwest and also recouped from knee replacement surgery.

I attended the PNSA, MSA and OG/AR Seminar, which means I had a real busy schedule as well. I am very energetic about the future for SFA. When I met with the Shrines at PNSA I learned a lot about what they need and also education for all of us. I gave a presentation about SFA and our history which by the way is on the homepage of our website. I would encourage those Shrine Centers who aren't members or who have never been a member to watch the video to learn more about how we began and what we can hopefully do for your Shrine. Many thanks to Potentate ILL Sir Todd Weederman of Al Kader Shrine in Portland, OR for great hospitality and also a new friendship.

At the OG/AR Seminars in Tampa this year I had the opportunity to set up in an area which allowed me to meet with all the OG/AR's in attendance. I had a lot of great questions asked and hopefully I was able to give them as much information as I could. I would like to thank Imperial for allowing us to attend the OG/AR Seminars the last 2 years and each year moving forward.

Our goal has always been to help as many Shrine Centers as possible with their fundraising endeavors and attending these Seminars is a great way to assist the future Divan Leaders with ideas for not just their Shrine Year, but hopefully for many more years to come.

Please look for us at Imperial in Nashville this year at the Marketplace.

Fraternally

Jim Van De Hey
2019 SFA President



2019 SFA Seminar Green Bay, Wisconsin

Mark your Calendars October 3-5, 2019

Go to our website to register
www.shrinefundraising.com



With the Packers playing in Dallas on October 6 we will be able to have the Packers Experience after the Seminar ends on Saturday. This is a separate event from the seminar. More to come.

Message From First Vice President

Greetings from West Central Minnesota,

I hope by now all are done with snow, flood watches and are enjoying the spring season. After two Shrine Association Meetings I am now in the Circus mode. Attending circuses at El Zagal, Yelduz, El Riad and hopefully Kem. This is the season in our area for the big arena circuses. Three different promoters hold the various Circuses and that gives me the opportunity to see first hand each of their shows. This also allows plenty of time to converse with the nobility about concerns of today's issues.

These temples have been loyal supporters of fundraising and have supported SFA for years. I believe this group is the strongest and most knowledgeable Shrine centers I have had the pleasure to get to know. Their sincere dedication to details has and always will be why these shrine centers today have very profitable circuses. With that they also have a diverse way of other revenue sources for temple, unit, club and healthcare fundraising. If any of you get a chance please attend a variety of these different ways to add other profit streams to your groups. Why start from scratch when these groups have things in place and will assist you in a new venture. We are all in this together. Enjoy this spring and the many blessings this it brings.

Yours in the faith,
Kirby Norman
Zuhrah Shriners

Message From Second Vice President

Greetings from Northern Indiana and Mizpah Shrine,

This February, Mizpah hosted an orientation for the newly elected Oriental Guides from the Great Lakes Association. During the 2nd half of the orientation. I had the privilege of introducing the to SFA. We reviewed the history of the Fundraising Association and how it has transformed over the years. Through the use of our new website accessing information is at your fingertips, participating in the annual seminar is as easy as signing into an online meeting. We concluded with a mini fundraising presentation that highlighted several of the new and unique ideas presented during the past SFA Seminars. Thanks to Potentate William Leedy and GLSA Treasure/Secretary for allowing us to present.

In March the Mizpah Grillmasters hosted their 3rd Annual Bourbon tasting. A sellout crowd was treated 7 different bourbons and heavy hors-d'oeuvres prepared by the Grillmasters. The evening was entertaining, educational & profitable. One of the things I really like about smaller events is the interaction you have with your audience. They get to see and participate in the fun and you have the opportunity to tell them about our fraternity, philanthropy and Masonic Foundation. As the event concluded many move to Mildred's Lounge and continued enjoying the fellowship and learning more about the Shrine.

I'm looking forward to seeing everyone at Imperial.

Hope to see you soon,
Phil Wade
Mizpah Shrine

Message From Third Vice President

Greetings from Fargo,

Well, here in El Zagal we are in the middle of our circus swing and were blessed with a late spring which led to a flood and was added to with a snow storm that left us with 6 to 12 inches of that white four-letter word. But the show must go on and it did. Crowds have been good and while we haven't totaled up the books yet, revenue seems to have been strong. Shortly our Director's Staff will be hosting its annual Suds & Spuds fundraiser where local brewers and one distiller come to our temple to show off their wares while a baked potato bar is served. It is always well attended, and we expect this year to be no different. Here's hoping all your fundraisers have been successful ones!

Yours in the Faith,
Scotty Uhrich
El Zagal Shriners



Q. I have to put together a poster for our fundraiser, what information do I need to make sure I include?
- Flummoxed in Florida.

A. When doing any notice of a fundraiser, there are 4 basic points to always cover: who, what, when and where. Who: say who is doing the fundraiser. What: tell people what the event is. When: dates and times. Where: location of the event. To this you can add why you are trying to raise money and other things specific to the event, but always include the 4 Ws.

Q. Our fundraiser is getting a little stale and our numbers are dropping off. What can we do to breathe new life into this event?

- Wondering in Wyoming.

A. Probably the easiest thing to do is to check out other fundraisers in the area and see what they are doing. Seems like everyone has a little different twist on things, so take a look and maybe you will find something. Also, be sure to attend our Seminars in Green Bay this October, you will be hard pressed find a greater concentration of fundraising knowledge than what is represented by the presenters and attendees.

*Look for more Q&A to come in future Newsletters!
If you have any questions you would like answered or published
Please contact our 3rd VP Scotty Uhrich suhrich5361@gmail.com*

www.shrinefundraising.com

Aroostook Shrine Club presents first Spring Basket Festival and nets a Profit of \$22,000

PRESQUE ISLE, Maine — Members of the Aroostook Shrine Club held their first ever Spring Basket Festival, which they hope will become a fun, family oriented tradition. Aroostook Shrine Club member and event organizer Blair McCartney said he and his wife were inspired to create a spring fundraiser for the club after attending the Anah Shriners' Festival of Trees in Bangor. "Our goal was to get 25 baskets registered and so far we have at least 45," McCartney said. "There's been a lot of excitement from the community. Everyone we've talked to has been very supportive." The Spring Basket Festival is rather simple, local families, businesses and organizations donate and display baskets with prizes based on a chosen theme. During the festival, folks can buy raffle tickets for whichever baskets they would like to win.



The Aroostook Shrine Club has seen 45 baskets donated thus far for its first Spring Basket Festival, including a Vera Bradley beach bag with beach items donated by club member Betsy Fitzherbert (right) and ice fishing items donated by Ben's Trading Post.

The largest basket of prizes, valued at \$883, was donated by the Aroostook Centre Mall and includes children's books, clothing, jewelry and gift certificates. Other prize baskets include a Vera Bradley beach bag and products, and a Bath & Body Works gift bag, both donated by store employee and Shrine Club member Betsy Fitzherbert and valued at \$185 and \$150, respectively.

Local companies such as S.W. Collins, Huber Engineered Woods, Mars Hill Pharmacy, Ben's Trading Post and Cloukey's Auto Sales also have signed on as basket donors.

Admission to attend the Spring Basket Festival was free and basket tickets cost 50 cents each. Proceeds from the festival will benefit the Shriners Hospitals for Children in Springfield and Boston, Massachusetts. The club provided snacks during the event and children were able to get their pictures taken with the Easter bunny and meet the Anah Shrine clowns.

So you want to Fundraise?

Some information that I hope will help your Shrine Center, Clubs & Units about Fundraising

To help you ensure that your fundraising event is a winner, here are some major components that you should use.

First thing? Set your Fundraising Goal

If you are purchasing new equipment, paying for administrative or maintenance services, raising funds for a tournament or competition, or funds for the Shrine Center, the first step is to determine the total amount you need.

Give yourself a deadline.

Every fundraising committee should have a plan of execution. You need to have a time line in place to ensure that tasks are completed on time and someone is assigned to all responsibilities.

What is the fundraising purpose?

Before doing anything else, you must decide what the purpose of your event is. Is this truly a fundraising event? Or does it have other goals? Perhaps your Shrine Center, Club or Unit may be hoping to raise money at the event, but the main function of the event is to gain publicity or reach out to a new network. Many charitable events have more than one goal.

Set your expectations?

Right off, it is important that you understand that raising money takes time -- a lot of time -- and a strong, well thought out strategy. The challenge is that there are tens of thousands of organizations fighting for a very limited pot of money.

Fundraising Goal?

In conjunction with the event host committee, organization staff, and key fundraisers, you must decide what amount of money you plan to raise at the event. If this is truly a fundraising event, then everything in the event plan will be geared to raising this specific amount of money.

What is your Budget?

Every fundraising event plan should contain a complete budget listing all of the expenses that will be required to hold the event. Your budget should include staff, invitations, space rental, catering, entertainment, transportation, security, utilities, and anything else that will be required to make the event a success. Your budget should take into account your fundraising goal, ensuring that you raise that amount above and beyond all expenses. Be sure to leave a little extra room in your budget for unforeseen costs.

Marketing

Just like a new product, your event needs to be aggressively marketed to your target audience. You need to convince your supporters that your organization and event are worthy of their time and money. Draw up an entire marketing plan for the event. Possible methods of "getting the word out" include: using your fundraising network, mailed invitations, direct mail, phone calls, word of mouth and the event host committee.

Sales

Once you market your event, there must be a procedure in place for making the actual ticket sales or accepting donations for the event. You must decide whether there will be different contribution levels, flat ticket prices or V.I.P. Reception.

Formalize and train your team.

There are numerous roles in a fundraising strategy, and it is important to pair these roles with individuals in your organization with the relative strengths.

These Roles include:

Engagers: Individuals who will interact, talk and nurture relationships.

Connectors: Individuals who can leverage networks and make valuable introductions.

Askers: Individuals who understand the skills and timing necessary to ask for the donations.

Stewards: Individuals who communicate with and nurture ongoing donors and promote the relationships.

"Worker bees", guys who don't do sales or networking but who are ready and willing to do the grunt work.

Know your Audience

Depending on the event you will have will determine the correct attendance age groups, interests and how to communicate with them. Is it a family event or an over the age of 21 event.

Set-Up

Your event staff should plan the event set-up well in advance. The set-up includes all of the particulars of the actual event: Where will it be? Will food be served? Will there be entertainment? What kind of dress will be required? What is the itinerary for the event?

Understanding your IRR. Does anyone know what an IRR is?

One of the most effective selling tools you can develop is to clearly understand and communicate your internal rate of return (IRR). The IRR is a financial measure that demonstrates how fundraising money is moving the event toward sustainability. This is especially effective for large events with bigger attendance.

Get creative

Like negotiating business deals, there are numerous ways you can engage attendance. Should you talk with local municipalities, your local Chamber of Commerce (which every Shrine should be a member of). Getting in touch with the local school board if this will be a children event. Reach out to local non-profits for kids, i.e. Boy Scouts, Boys and Girls Clubs, or Make a Wish.

Manage your strategy

It is easy and indeed common for organizations to “drift” from their fundraising strategy. Responsibilities and ongoing and often unexpected emergencies all add variables that can distract you from your goals. It is critical, however, that your organization prioritize fundraising plans above all else, and review progress and make adjustments regularly.

Using the Internet - social media and websites

Having a website site is one of the best ways to let the public know who you are. Utilizing Facebook and things like Instagram gets people involved. Everyone you see has a cell phone in their hand and they use it. Engage younger Nobles, their wives and children to help with teaching you how to do this.

The Tension between Dependency and Cost

Not unlike an investment portfolio, it is very difficult to achieve both a low level of risk (low dependency ratio) and a high rate of return (low cost of fundraising). And that's because the dependency ratio and the cost of fundraising tend to have an inverse relationship: A low cost of fundraising typically exists alongside a higher dependency ratio, and vice versa.

Why? Because broad-based fundraising efforts — tactics like direct mail campaigns or special events — typically bring in a larger number of low- to mid-level donors and tend to be more expensive because of it. This compares to strategies like major gift or foundation fundraising, which tend to bring in a smaller number of large-scale gifts that cost less but leave you more dependent on them. Here's how this often plays out across the most common types of fundraising:



That's why it's so dangerous for us to use cost of fundraising as the primary measure of fundraising effectiveness. It's just one piece of the puzzle, and it discourages investment in broad-based fundraising tactics and can actually put the organization at risk. Indeed, when we focus on any one of these measures to the exclusion of the others, we miss the big picture of what a healthy fundraising program is really about.



The organizations with the most strategic and sophisticated fundraising strategies work to build a robust program that balances the risks and rewards of different fundraising tactics through a blended portfolio or strategy. They acknowledge that different fundraising tactics have different strengths, and work to build a cohesive strategy that matures and grows over time.

This is why it's important to know that whenever you're looking at an organization's fundraising effectiveness, you're looking at a moment in time, which doesn't tell the story of how an organization might be investing in tactics to yield long-term results. It's also dangerous to evaluate an organization's fundraising strategy on the basis of one single tactic — an individual event or fundraising mailing. The interdependencies and building of tactics over time point to the importance of looking at results across the entire strategy or portfolio of tactics and over a reasonable period of time; we recommend three years. “Give it a chance to work”. The first year you learn a lot of what you did wrong. The 2nd year you build on that knowledge but are still a work in progress and by year 3 most of the pieces should be falling into place.

Please come to Green Bay this year as this information will be one of the presentations at this years Seminar.

Fraternally

Jim Van De Hey

2019 SFA President

Thanks to the following members who have paid their 2019 Membership Dues.

Afifi Shrine, Battleground, WA
Ainad Shrine, East St. Louis, IL
Alergia Shrine, Helena, MT
Al Azhar Shrine, Alberta, Canada
Al Menah Shrine, Nashville, TN
Beja Shrine, Green Bay, WI
Calam Shrine, Lewiston, ID
El Korah Shrine, Boise, ID

El Raid Shrine, Sioux Falls, SD
Kem Shrine, Grand Forks, SD
Korein Shrine, Rawlins, MT
Kosair Shrine, Louisville, KY
Lu Lu Shrine, Plymouth Meeting, PA
Mizpah Shrine, Fort Wayne, IN
Moolah Shrine, St. Louis, MO
Osman Shrine, St. Paul, MN
Saladin Shrine, Grand Rapids, MI

Suez Shrine, San Angelo, TX
Syria Shrine, Cheswick, PA
Tadmor Shrine, Akron, OH
Tangier Shrine, Omaha, NB
Tripoli Shrine, Milwaukee, WI
Zenobia Shrine, Toledo, OH
Zor Shrine, Madison, WI
Zuhrah Shrine, St. Paul, MN

Associate Members who have paid 2019 Dues

C. W. Moore, LLC, Richardson, TX
R/G Awards, Fresno, CA

AA Promotions, LLC, Chalmette, LA
Hamid Circus, Egg Harbor, New Jersey

Please visit our website shrinefundraising.com for information on the 2019 SFA Seminar in Green Bay

You can now pay your Dues online for membership and will also be able to pay for the 2019 Seminar in Green Bay for both Nobles and Ladies.

Make sure you email any forms to secretary@shrinefundraising.com if you pay online.

**2019 Imperial Session,
June 30 thru July 4
Nashville Tennessee**

The return of SFA at the Imperial Marketplace. Look for our new Balloon and Logo.



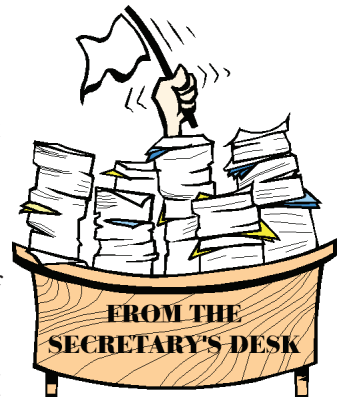
At the request of the Imperial 2019 team, the Shrine Fundraising Association will hold six information sessions. There will be two sessions at 10am and 2pm on Monday, Tuesday and Wednesday during the day.

The information sessions will be towards the back of the Marketplace in an area set up with chairs for seating for those in attendance.



Greetings Nobles.

The 145th Annual Imperial Session of Shriners International is upon us and I hope you will be able to visit us at our Marketplace booth #402. Look for our new Big Balloon and Logo. Each year at the Imperial session we enjoy meeting and discussing, face to face, issues that are on your mind. This year in particular has been difficult for many of our members as they are searching for new ideas for fundraising as well as Circus producers who can provide quality shows. Through education and the assistance and knowledge of others you can be ahead of the problem and not behind.



Our Association has been fortunate, for over 30 years we have been attracting dedicated and focused future leaders. Each year at the Annual Meeting we are open to a renewal of our leadership, and any Member Shrine can propose a candidate to the office of Third Vice President, or any other Executive position. The Annual Meeting and Seminar will be held in Green Bay Wisconsin under the leadership of our President Jim Van De Hey and his Director General's Greg Habeck, P.P. and Gene Reece, P.P. Beja Temple. A full program is being finalized and will be published to all concerned following the Imperial Session June 30 to July 4 in Nashville Tennessee.

For the first time at Imperial Session we will be presenting a couple mini-seminars in the back of the Market Place along with a small presentation about who we are and how we were founded. All of the Officers of the Shrine Fundraising Association will be attending Imperial this year. Look for more information in your Imperial packet and on our website.



Please get your dues in as soon as possible. Also, if you plan on attending the Seminar this year please visit our website and go to the SFA 2019 page for information on registration and online payments.

John Blondell,
Secretary/Treasurer
Secretary@shrinefundraising.com

Dues are payable as of January 31st of each year.

Dues for Shrine Centers are only \$250 per year which includes all clubs and units of the Shrine Center. Any number of delegates can attend the annual seminar as well as access to online information of past seminars including current video taped classes.

Dues for Associate Members are only \$280 per year, but include great benefits which include a free booth at seminar, free advertising in our newsletter, free advertising on our website and our recommendation for Shrine Centers to contact you for services. Associate Membership is designed for companies and suppliers who work and support Shrine Center Fundraising.

Your participation in SFA is important to continue the promotion of fundraising in our Fraternity. Whether you hold a circus, bingo, rodeo, sportsman raffle or other fundraiser, SFA is the Association that will help you and your committee to be more professional in your approach to this import aspect of our Fraternal life.

SEMINARS

2019	2020	2021	2022
Green Bay Wisconsin	Minneapolis Minnesota	Fort Wayne Indiana	Fargo North Dakota
October 3-5, 2019	October 1-3, 2020	to be proposed at Annual Meeting October 2019	to be proposed at Annual Meeting October 2020

Associate Members of SFA

HAMID CIRCUS INC.
James M. Hamid, Jr.
Producer

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Egg Harbor Twp, NJ 08224
Tel: 605.288.2103
Fax: 605.646.1965
www.hamidcircus.com

Rhode Island NOVELTY

CIRCUS HOLLYWOOD

A.A. PROMOTIONS, LLC
WORLD TOUR CONCERTS

Moore TeleMarketing

F.E.I.
A WORLD OF FUN

R.C. DESIGNERS AND MANUFACTURERS OF CIRCUS LAZER PINS, GIFT & AWARD ITEMS FOR 'DAD' & 'MOM' WORKERS

CIRCUS SPECTACULAR



Shrine Fundraising Association



2019 SFA Temple Membership Form ANNUAL DUES \$250.00 U.S. FUNDS

Date: ____ / ____ / ____ /
mm dd yy

Shrine Center Name: _____

Shrine Address:

Street _____

City _____

State/Province _____ Postal/Zip _____

**We hereby request membership in the:
SHRINE FUNDRAISING ASSOCIATION (SFA)**

Each Temple Membership will receive: Members only Information and The Fundraiser (our quarterly newsletter). SFA By-Laws provide "One Vote per Shrine Center" Access to Google Drive which contains fundraising documents including seminar videos and online seminar webcast

Make Check payable to: SFA

**Send Check and form to:
Shrine Fundraising Association
Secretary/Treasurer
3197 Primrose Ln
Green Bay WI 54313**

Name of Voting Representative for 2019
(SFA recommends the Fundraising Chairman be your Rep)

Name of Alternate Representative for 2019

Name: _____

Name: _____

Title: _____

Title: _____

Home Address: _____

Home Address: _____

City: _____ State/Prov: _____ Postal / Zip: _____

City: _____ State/Prov: _____ Postal / Zip: _____

Mobile Phone: () _____

Mobile Phone: () _____

Temple Phone: () _____

Temple Phone: () _____

E-mail: _____

E-mail: _____

Membership Payment Options:

Prices for Paying by Check:

- 1 Year Temple Membership \$250
- 2 Year Temple Membership (5% Off) \$475
- 3 Year Temple Membership (10% Off) \$675

Prices for Paying online:

- 1 Year Temple Membership \$257
 - 2 Year Temple Membership (5% Off) \$490
 - 3 Year Temple Membership (10% Off) \$696
- (Online payments fees are include included in the price)

Please Select Payment Method: Paying by Check:
(Include form with check)

Paid Online:
(If paying online please email this form to shrinefundraising@gmail.com)

Authorized Signature: _____ Title: _____

For office use only:

Date received: ____ / ____ / ____ / Temple Number: _____ SFA Number: _____
mm dd yy

Office Notes:



Shrine Fundraising Association

2019 SFA Associate Membership Form ANNUAL DUES \$280.00 U.S. FUNDS



Date: ____ / ____ / ____
mm dd yr

Company Name _____

Street _____

City _____

State/Province _____ Postal/Zip _____

We hereby request membership in the SHRINE FUNDRAISING ASSOCIATION (SFA)
Associate Members will receive: The Fundraiser (Our quarterly newsletter) and any other SFA printed material deemed appropriate. Free Booth at our Marketplace for the Annual Seminar. Your Company information on our website.

www.shrinefundraising.com

Make Check payable to: SFA

Send Check and Form to:

**Shrine Fundraising Association
Secretary/Treasurer
3197 Primrose Ln
Green Bay WI 54313**

Name of Representative for 2019 (Required)

Name of Alternate Representative for 2019 (If required)

Name: _____

Name: _____

Title: _____

Title: _____

Address: _____

Address: _____

City: _____ State/Prov: _____ Postal / Zip: _____

City: _____ State/Prov: _____ Postal / Zip: _____

Business Phone: () _____

Business Phone: () _____

Residence Phone: () _____

Residence Phone: () _____

E-mail: _____

E-mail: _____

Membership Payment Options:

Membership Price NOW includes Free Ads in our Quarterly Newsletter

- 1 Year Membership including Company Ad \$280
- 2 Year Membership including Company Ad (5% Off) \$532
- 3 Year Membership including Company Ad (10% Off) \$756

You can also pay online and receive the same discount. Service fees will be added when paying online.

Please Select Payment Method: Paying by Check:
(Include form with check)

Paid Online:
(If paying online please email this form to shrinefundraising@gmail.com)

Authorized Signature: _____

Title: _____

For office use only:

Date received: ____ / ____ / ____ Temple Number: _____ SFA Number: _____
mm dd yy

Office Notes:



2019 REGISTRATION FORM

Shrine Fundraising Association
 34th Annual Seminar Hosted by
 Beja Shrine Center Green Bay, Wisconsin
 October 3 - 5, 2019

Registration Deadline: Postmark September 15, 2019

Each Shrine attending 2019 SFA must complete
 this form with each Noble and Ladies information and mail it to:

Shrine Fundraising Association
 Secretary/Treasurer
 3197 Primrose Ln
 Green Bay, WI 54313

Make checks payable to: SFA

Email to: secretary@shrinefundraising.com

Please fill out this form and mail it with payment before **September 15, 2019** or there will be a \$50 charge for each person not registered. We have incurred cost in the past, due to last minute registrations and accommodations through the Hotels.

To pay online with a Credit Card please go to our website at www.shrinefundraising.com and on the SCAFRA 2019 page use the paypal button to make payment. Please make sure to fill out this form and either drop it in the mailbox or scan and email the form to: secretary@shrinefundraising.com

Please Check One: Check sent with form

Paid Online with website

(Remember to mail this form to secretary@shrinefundraising.com)

Shrine Name		Street Address		City, State, Zip			Shrine Phone#			
NOTE: Please fill in your driving or flight information.				Arrival Information			Departure Information			
#	Attending Noble or Ladies Name List Name Separately	Title or Position	Noble	Lady	Airline/Flight# Driving So State	Date	Time	Airline/Flight# Driving So State	Date	Time
1										
	Email:	Cell #								
2										
	Email:	Cell #								
3										
	Email:	Cell #								
4										
	Email:	Cell #								
5										
	Email:	Cell #								
6										
	Email:	Cell #								
7										
	Email:	Cell #								
8										
	Email:	Cell #								

Number of Nobles Registered _____ @ \$230.00 = \$ _____ (U.S.)

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

Totals \$ _____ (U.S.)

Contact Name: _____ Title _____

Address _____ City _____ State _____ Zip _____

Mobile Phone _____ Email _____

Preregistration is required per Noble and Lady attending. Included with registration is Thursday Night Reception with Drinks and Food from 4pm-8pm in the Great Lakes Room. Breakfast Friday and Saturday morning. Friday Lunch and Blood-Mary Bar from 1pm to 3pm. Friday Night Hospitality in the Plaza Club Room with Drinks and Food from 6pm to 10pm. Saturday Noon Lunch Banquet and Installation of Officers in the Great Lakes Room.

There will be communication in the near future for signing up for a Packers Experience, which is separate from the Seminar starting Saturday Afternoon, with a tour of Lambeau Field and the Packer Hall of Fame, then dinner after the tour some where in the Stadium Atrium.

(There will be a separate form for The Packers Experience with prices provided soon)

Headquarters and meetings will be held at the: **Radisson Hotel & Conference Center**
 For room discount (Refer to "SFA") **Deadline for room discount is September 15, 2019**

2040 Airport Drive, Green Bay, WI 54313 (920) 494-7300

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



**Associate Membership
2019 MARKETPLACE REGISTRATION FORM**

Shrine Fundraising Association
34th Annual Seminar, Hosted by
Beja Shrine Green Bay, Wisconsin
October 3 - 5, 2019

Registration Deadline: Postmark September 15, 2019
(There will be a \$50 fee for late registration)

Each Associate Member attending the 2019 Seminar
Must Register with this form and email or mail to:

Shrine Fundraising Association
Secretary/Treasurer
3197 Primrose Ln
Green Bay, WI 54313
Email to: Secretary@shrinefundraising.com

Headquarters and meetings will be held at the:
Radisson Hotel & Conference Center For room discount (Refer to "SFA") Deadline: September 15, 2019
2040 Airport Drive, Green Bay, WI 54313 (920) 494-7300
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

You will set up in the Wolf Room for the Market Place
Setup may begin Thursday, October 3rd, starting at 10am.
Take down needs to be completed by 1pm on Saturday, October 5th.
Market Place hours will be: Thursday from 3pm to 8pm
Friday & Saturday you can be at your booth during the Seminar

Pre-registration is required in order to have a dedicated area in the Market Place

Name of Company _____

Address _____ City _____ State _____ ZIP _____

Contact Name: _____ Title: _____

Contact Phone# _____ Email: _____

Individuals Attending Seminar:

Name: _____ Title: _____ Cell# _____

Name: _____ Title: _____ Cell# _____

Number of Tables required for Booth: _____
If more than 2 tables are required please contact:
secretary@shrinefundraising.com

Please join us for all our meals as this will give you more time to spend with the Members.
Please fill out the information below and include a separate check: (Make Check Payable to: SFA)

If you would like to join us for Lunch on Friday the cost is \$15 per person.
If you would like to join us for the Lunch Banquet on Saturday at Noon the cost is \$20 per person.
If you stay at the Radisson Hotel & Conference Center, breakfast is included with your reservation.
Please include your check for payment and also check which items you are attending.

Lunch Friday # attending _____	Amount Paid \$ _____
Lunch Banquet Saturday # attending _____	Amount Paid \$ _____
Total Attending _____	Total Paid \$ _____

There will be communication in the near future for signing up for a Packers Experience, which is separate from the Seminar starting Saturday Afternoon, with a tour of Lambeau Field and the Packer Hall of Fame, then dinner after the tour some where in the Stadium Atrium.

(There will be a separate form for The Packers Experience with prices provided soon)



The Fundraiser



Official Fundraising
Consultants for
Shriners International

www.shrinefundraising.com

Over 30 Years Experience of Helping Shrine Centers with Fundraising

Volume 16 No 3 May 2019

What is the Shrine Fundraising Association

SFA began as an Imperial Committee of Circus Chairmen's in 1970 along with Circus Producers and Circus Vender's who were to work together in providing information and coordination to all Shrine Circus operations. In 1986 a formal separate Association was formed with full Imperial support. The Shrine Circus Association of North America (SCANA) flourished and has grown by supporting the needs of the fund-raising committees of the Shrine of North America. In recent years we broadened our horizons to include all types of fundraising ideas and concepts. In Akron Ohio on Oct 5, 2018 our Association name changed to the Shrine Fundraising Association (SFA) with unanimous approval of the membership.

Imperial is encouraging every Shrine Center to join the Shrine Fundraising Association and use the benefits that we offer to help your Shrine Center continue to grow and prosper financially to sustain you for the coming years. We want to be there for you. Let your Divan know that SFA is now part of the AR/OG Seminar's and we will be there to help.

What Makes A Great Fund Raiser?

- *Having choices that work for you*
- *Having the best information*
- *Having the best process*
- *Knowing how to execute*
- *How to choose your committee*
- *Having the right people in place*
- *Having the right resources*
- *Getting the most out of Advertising*

We will help you and your committee be more professional in your approach to this important aspect of our Fraternal Life. If your need is to raise funds, you are not alone in this battle.

How we have changed

We have expanded our ability to reach all Shrine Centers; through our Website, Association Meetings, Imperial OG/AR Seminar and Live Web Conferencing.

Our Website

Information from previous seminars is being added to our Website for members only. SFA Dues and Seminar Registration costs are now payable Online.

OGIAR Educational Seminars

SFA attends the Annual AR/OG Educational Seminars in Tampa thanks to Imperial Support to assist with the Fundraising training sessions.

Online Web Conferencing

Your membership includes the live webcasts that can be viewed at your Shrine Center or appropriate location for your members locally. Even at your home is an option. Remember that your Clubs and Units are also included with your membership to also help them with ideas.

Why isn't your Shrine A Member?

Shrine Fundraising Association
Secretary/Treasurer
3197 Primrose Ln
Green Bay WI 54313