



# **Family Partnership Fundraising Kit**

**"Strength does not  
lie in what you have.  
It lies in what you can give."**

**Anonymous**

**Girl Scouts of Connecticut  
Office of Fund Development  
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## **The Power of Philanthropy**

Family Partnership Fundraising (FPF) is an important opportunity for families and friends of Girl Scouting to engage philanthropically for the benefit of all Girl Scouts in the state of Connecticut.

Philanthropy not only provides much needed financial support, it also offers an opportunity for girls to learn first hand the benefits of giving. Financial support of GSOFCT strengthens our sisterhood of Girl Scouts. Contributing financially to an organization in which you are engaged feels good and also supports the future of the cause.

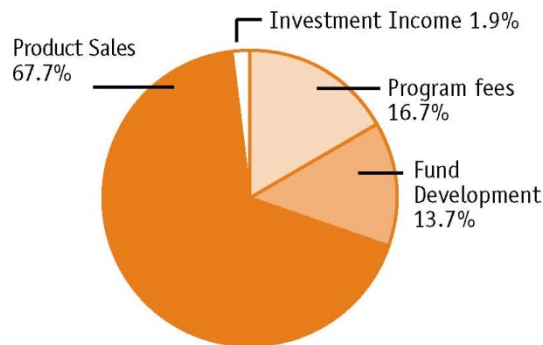
Donations to FPF support financial aid for girls, camp maintenance, and program development. The funds are dedicated to creating the Girl Scout experience for all girls - in your neighborhood and neighborhoods across the state. It is through giving that we can receive.

## Why Do We Need to Fundraise?

It costs GSOFACT approximately \$11 million to provide services to our girls and volunteers across the state. Fundraising fills the revenue gap between product sales and program fees.

We are asking our families to fund only about one percent of our budget, \$100,000. The remaining 99% is being funded by product sales (67.6%), program fees (16.7%), and donations from corporations, foundations, government, individuals and community groups (13.7%).

2009 Revenues



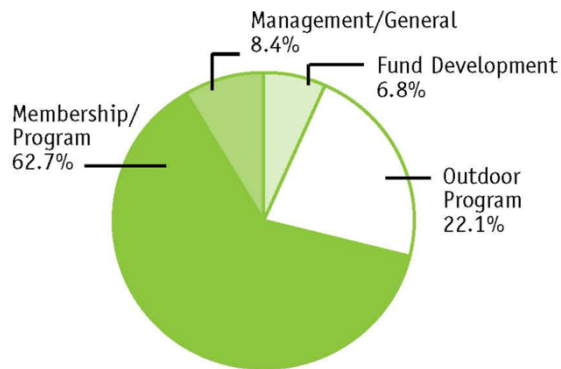
## Why Support the Council?

Because we are ALL “the Council”! Every girl, leader, volunteer, and staff member who has registered as a member of Girl Scouts of the USA and lives in Connecticut makes up what we call “the Council.” Currently we have approximately 44,000 girl and 20,000 adult members.

Our Council also includes all of our properties, stores, products, and programs. Bringing our girls and adult volunteers together with these resources is what makes the Girl Scout experience. Today, it costs approximately \$250 per girl to deliver this experience. And, it is worth every penny.

**As you can see below, just funding the needs of our membership and programs is 84.8% of our budget.**

2009 Expenses



## **What Does Family Partnership Support?**

**The funds raised by our families help to support:**

- A safe environment for your girl
- Leader training
- Program development and delivery
- Programs and maintenance of our 18 camps
- Financial assistance

Family Partnership Fundraising is an important opportunity for families and friends to engage in philanthropy – both to financially support their girl’s experience and to teach their girl the power of philanthropy.

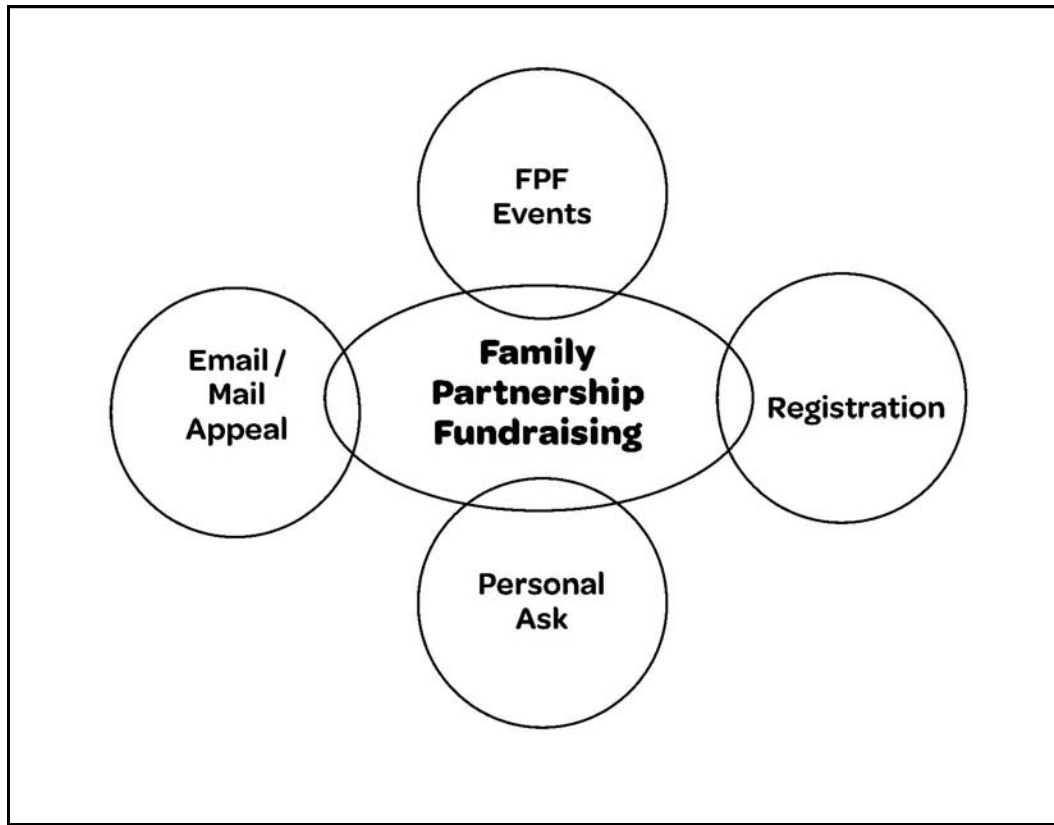
**By giving, your support brings out the best in the girls you care so much about and helps them build—*Courage, Confidence and Character.***

## **Your Donation Makes a Difference in the Life of a Girl!**

<p>A gift of <b>\$25</b> could provide</p> <ul style="list-style-type: none"> <li>• Uniform and membership pin for one girl</li> <li>• First Aid Kit for a camp</li> <li>• A set of handbooks for a new Troop Leader</li> <li>• Girl Scout membership for two girls</li> </ul>	<p>A gift of <b>\$50</b> could provide</p> <ul style="list-style-type: none"> <li>• First Aid and CPR Training and manual for one volunteer</li> <li>• One sleeping bag for camp</li> <li>• Binoculars and orienteering compasses for outdoor exploring</li> <li>• Supplies for a Daisy troop to get started</li> </ul>
<p>A gift of <b>\$100</b> could provide</p> <ul style="list-style-type: none"> <li>• Registration fees for eight girls</li> <li>• Three life vests for water activities</li> <li>• A day experience for one troop at a council program</li> </ul>	<p>A gift of <b>\$250</b> could provide</p> <ul style="list-style-type: none"> <li>• One year of Girl Scouting for a girl</li> <li>• An overnight experience for one troop at a council program</li> <li>• One girl with one session at day camp</li> </ul>
<p>A gift of <b>\$500</b> could provide</p> <ul style="list-style-type: none"> <li>• One week of horseback riding at one of our resident camps</li> <li>• One canoe or kayak for use at our camps</li> <li>• Three girls with one session at day camp</li> <li>• A weekend of camping for one troop</li> </ul>	<p>A gift of <b>\$1,000</b> could provide</p> <ul style="list-style-type: none"> <li>• An education sleepover for 20 Girl Scouts at a local aquarium or Camp Sikorsky</li> <li>• One year of Girl Scouting for four girls</li> <li>• Three girls with one session at resident camp</li> </ul>

## Pathways to Fundraising

There are multiple ways in which your Service Unit may choose to participate in Family Partnership Fundraising. The Pathways to Fundraising chart below displays the four primary Family Partnership Fundraising options:



As this chart shows, Family Partnership Fundraising is multifaceted. People are motivated to give for different reasons; therefore you are encouraged to reach out to families in your Service Unit in different ways:

1. **Email / Mail Appeal** - Send out an email or letter to members of your service unit encouraging families to participate in Family Partnership Fundraising. Please see the sample appeal letter which is provided on [page 18](#).

Email Appeals are highly encouraged since they support our “go green” initiative by saving precious resources. If you choose to do a traditional mailing, rather than an email appeal, we will coordinate the mailing and send it to all members of your service unit. Family Partnership brochures and return envelopes will be provided.

*Please keep in mind that we will provide only one Family Partnership mailing per Service Unit per fiscal year.*

- 2. Personal Ask** - A personal ask is when an active donor from your service unit rallies others from your area to support Family Partnership Fundraising. This can be done at a troop meeting or an event where parents/guardians are present. Your Service Unit may also consider putting together a group of volunteers to make personal ask phone calls.

Family Partnership Brochures and donation envelopes will be provided to the person making “the ask”. A personal ask can take place prior to, during, or following an event. It can also take place as a follow up to an email/mail appeal.

Sample talking points are provided on page 20.

- 3. Registration** - Encourage families in your Service Unit to participate in Family Partnership during their annual registration renewal. Service Unit Managers and troop leaders can write personal notes to attach to registration forms in order to explain the importance of giving and to promote support. Please see the sample appeal letter which is provided on page 18.
- 4. Family Partnership Fundraising Event** - Host a Family Partnership Fundraising Event! FPF events are not only a fun way of bringing girls together in your Service Unit; they are also an important way of raising funds to support Girl Scouts throughout the State. These events help to build a culture of philanthropy amongst the girls, their families and Girl Scout friends. They are a reminder of the importance of philanthropic giving. See pages 10-17 for additional details.

**We are asking each Service Unit  
to participate in Family Partnership Fundraising.  
Please choose the pathways that work best for your area.**

## **Email / Mail Appeal**

**Email Appeals** are a good, cost effective way to reach out to families in your service unit.

Begin by working with the Family Partnership Coordinator to create language for your email appeal. Your email appeal should contain the following information:

- Your annual \$12 registration fee goes directly to GSUSA headquarters in NYC to cover the cost of membership and insurance.
- We're asking our Girl Scout families to fund 1% of the \$11 million it takes to deliver GSOFCT's unique programs and services to more than 44,000 girls across the state of Connecticut.
- The dollars you donate support your girl's Girl Scouting experience by generating funds for: leader training, financial assistance, program development and delivery, and camp programs and maintenance.

The list you use to distribute your email appeal can either be based on your own Service Unit's email lists or it can be generated by our Fund Development Office.

Email appeals should be sent by your Service Unit Manager or another active volunteer in your Service Unit. If you would like a pdf version of the Family Partnership Brochure to include with your email appeal, please request one from the Fund Development Specialist.

A sample letter is provided on [page 18](#).

**Mail Appeals** allow you to convey detailed information to your families in a more personal manner. These mailings also include a brochure and donation envelope - key pieces for encouraging donations. Mail appeals are more costly and labor intensive than email appeals, but overall, they generate more donations.

If your Service Unit would like to have a mail appeal, please work with the Fund Development Specialist to create language for your appeal letter. Your letter should contain the same basic information as the Email Appeal (please see above).

**Mail Appeals, continued:**

It is best to have the letter signed by an active donor from your Service Unit (Service Unit Manager, Family Partnership Coordinator, or a parent/volunteer, for example).

Contact the Fund Development Specialist to generate a mailing list of your Service Unit families and coordinate your mailing.

**Please remember, we only coordinate one paper mailing per Service Unit per fiscal year.**

## Family Partnership Fundraising Events

Family Partnership Fundraising Events are a great way to raise funds while bringing girls and families together for fun and entertainment! If you do not have experience with FPF events or if you have any questions, please feel free to contact the Fund Development Specialist for assistance.

Pages 10-17 detail how to host a successful FPF event!

### **FPF Ideal Key Planning Milestones & Timeline**

The purpose of this chart is to provide a general guideline of timing for the planning of your FPF Event.

<b>Key Planning Milestones</b>	<b>Timing Prior to Event</b>
Form a planning committee	11 weeks
Establish event budget & fundraising goal	10 weeks
Determine type of event, date, & time	9 weeks
Secure the site and vendors	9 weeks
Notify the Office of Fund Development as soon as you know your event date	8 weeks
Complete insurance form & submit to GSOFACT	8 weeks
Inform the Fund Development Specialist if you would like assistance with your flyer	8 weeks
Plan event logistics & timing sequence	6 weeks
Mail materials to parents	4 weeks before event or rsvp deadline
Request FPF patches from Fund Development	4 weeks
Confirmation of event logistics	2 weeks
Recognitions (thank you notes to volunteer committee and/or event sponsors)	Within 1 week after the event
Send donation(s) to Fund Development, Hartford Service Center	Within 1 week after the event
Fund Development to send gift acknowledgement letters	Upon receipt of donations from SU

## **1. Form a Planning Committee**

Gather volunteers from your Service Unit and plan a meeting to brainstorm your FPF ideas. Based on what you come up with, identify other members of your Service Unit who you would like to get involved. Form a committee and delegate responsibility.

Ideally, you will have someone who has past fundraising and event experience as chair of the event. You may find that having two co-chairs is the best arrangement for sharing the responsibilities. Please keep in mind that planning any event requires a time commitment. Having a solid team of volunteers ensures that one person does not become overcommitted.

## **2. Establish FPF Fundraising Goals & Event Budget**

- Establish fundraising goal: calculate this goal based on the number of girls served by the Service Unit.
- Keep expenses to a minimum. Rental of a location can cost less during the week than on the weekend. Daytime is also less expensive than evening.
- All expenses incurred to host your Family Partnership Fundraising Event should be deducted from the proceeds. Expenses will not be reimbursed by GSOFACT.
- To reduce costs, ask troops to donate items for a silent auction.
- Negotiate with your vendors. They are usually happy to either donate or discount their services to help.
- IMPORTANT! Please check with a member of the Fund Development team before securing in kind donations from corporations or businesses.

### **3. Blackout Dates**

When planning your Family Partnership Fundraising Event, please keep in mind that Council policy does not permit Family Partnership Events or Money Earning Activities to take place during the QSP or Cookie blackout dates. The blackout dates occur during the initial sales period for QSP and Cookies; during this time efforts should be focused primarily on product sales.

**The Blackout Dates for 2010-2011 are as follows:**

**QSP:                   October 15 - November 4, 2010**  
**Cookies:             January 7 - February 5, 2011**

Please plan your Family Partnership Fundraising efforts around these dates.

### **4. Determine Type of Event, Date & Time**

A Family Partnership Fundraising Event should be a fun event – to plan and to attend. The type of event you would like to host is up to each Service Unit. We have a list of ideas for you to consider; some even come with “recipes.” You decide. The only requirement is that you have fun!

*When choosing a date, take into consideration whether there are other events going on in your area on the day of your event.*

**Some successful Service Unit FPF events include:**

- Carnival (see [page 21](#))
- Me & My Guy Dance (see [page 23](#))
- Square Dance
- Roller skating / Ice skating Party
- Tea Party
- Letterboxing
- Family Hiking
- Movie Night

## **5. Pricing Your Event**

When pricing your event, anticipate your costs and price your entrance fee accordingly. It is best to build a Family Partnership donation into the price of your event. Adding an additional fee onto your ticket price is a great way to achieve your fundraising goal!

Service Units that choose to do pre-registration for their event may accept fees by cash or check only. Due to audit regulations, we cannot process credit cards for event admission fees.

## **6. Games of Chance (Raffle & Bingo)**

**Bingo** - Due to state regulations, GSOFCT does not support bingo as a FPF activity.

**Raffle** - Having a raffle requires a license in CT. As an alternative, you can host a live or silent auction.

## **7. Notify Fund Development Office of Your Event**

Once the type of event, date, and time are determined, please contact your Membership and Marketing Manager (MMM) to verify that this is a good time to host your event and that it does not conflict with Cookie or QSP sales.

After contacting your MMM, please contact the Fund Development Specialist (who works in the Fund Development Department) of your event. The Fund Development Specialist will be able to help you coordinate your flier mailing, provide you with FPF resources and information, and also provide you with patches and FPF materials for your event.

## **8. Insurance**

All events require a certificate of insurance. Please contact your MMM who will help you acquire insurance for your event.

We also encourage you to welcome non-Girl Scouts to attend your event. Supplemental insurance for non-Girl Scout participants can be

obtained from your Service Unit Manager at the cost of 11 cents per person per day.

## **9. Event Publicity**

There are several options for the distribution of event flier invitations.

- Distribute your event flier to your Service Unit members via email. You should do this in addition to either option 2 or 3 listed below.
- Request hard copies of your flier to be printed by GSOFACT and distribute them to your troop leaders. Your troop leaders will then distribute the fliers to their families.
- Request for GSOFACT to mail your flier to all members of your Service Unit.

Events can also be promoted using the following methods:

- Post flier on GSOFACT event calendar (managed by Fund Development)
- Post your flier on your service unit website (managed by Event Chair)
- Post fliers in the community (managed by Event Chair)

***When planning your publicity strategy, please keep in mind, we only do one mailing per service unit per fiscal year.***

## **10. Flier Templates**

All fliers will be produced by the Fund Development Department. There is a flier template available for you to use to promote your event see [page 19](#). Please have your event information: time, location, fee, contact person, etc. ready to provide for your flier. The Fund Development Specialist will not send your flier to print without your approval.

Even if you do not need assistance with mailing your flier, your flier must be approved by the Fund Development Specialist.

Printed fliers should be requested 8 weeks prior to your event (or at least 6 weeks before you would like the flier to be mailed) in order to leave ample time for editing, printing, and mailing.

Mailings of 200+ pieces can be sent via GSOFCT's bulk mail permit (which substantially reduces the cost of postage)

- If they are mailed elsewhere, the Service Unit will not be reimbursed for postage.
- REMEMBER: Mailings need to be sent at least 4 weeks prior to the event (or event rsvp deadline), recognizing the lead-time required for delivery of bulk mail.

## **11. FPF Patch**

At least 4 weeks before your event, contact the Fund Development Specialist to indicate the number of FPF patches and donation envelopes needed for your event. The patches can be picked up at your local Service Center or you may also request for your MMM to bring the patches to a Service Unit Meeting.

## **12. Set up a FPF table at your event**

Set up a FPF table and designate an adult volunteer to collect contribution envelopes during your event. Have pens/pencils, FPF brochures, and envelopes on hand for families who want to make donations.

If possible, have a sign-in sheet at your event to record the names of the girls/families in attendance. If you do have a sign-in sheet, please provide the Fund Development Specialist with that information for our participation recognition.

Collected pledge forms and envelopes must remain sealed. Please see “Managing Donations” on [page 17](#) for additional information about managing the contributions received during your event.

## **13. Donor / Girl Speaker at your Event**

Plan to have a volunteer who believes in the philanthropic goals of Girl Scouts of Connecticut make a compelling request for donations during your event. It is best to have someone from your area who is a donor and can relay the importance of supporting GSOFC. Talking points are provided on [page 20](#).

Also, ask a Girl Scout to speak at your event. Having a girl from your Service Unit share a story about her Girl Scout experience can be a powerful and effective way to convey the significance of donor support.

We are striving to educate parents and friends about Girl Scouts of Connecticut’s programs, activities, expenses and revenues, the need for Girl Scout Family Partnership Fundraising and how their donations will help. Always emphasize the “Why” of Girl Scout Family Partnership Fundraising, even if envelopes are already filled out and handed in ahead of time.

## **14. Managing Donations**

Admission fees for your event paid by check should be made out to your Service Unit, while donations should be made to GSOFACT. Service Units participating in Family Partnership are not permitted to cash checks which are made out to GSOFACT for FPF.

All donations (cash, check, credit) and donation forms must be sent to the Fund Development Department, which is located at the Hartford Service Center.

Within 2 weeks of the completion of your event, please send all donations to GSOFACT. This will allow donors to be thanked in a timely manner. All donations are confidential, therefore please forward sealed envelopes directly to the Hartford Service Center. Contributions can be mailed, sent via inter-office GSOFACT mail, or dropped off to the Hartford Service Center. The only person who should open the envelopes is a representative from the Fund Development Office.

Families that do not attend an event can always send their contribution directly to the Hartford Service Center. They will receive their FPF patch with their acknowledgement letter. Contributions will be linked to the donor's service unit.

## **15. Post Event**

Please include a summary report of your event when you send in your donations. This summary should include the number of girls/families participating and a record of the funds raised at the event. For example:

*"We had 100 girls participate in our event. The event raised \$500.00 for Family Partnership and we collected 25 donation envelopes."*

If you have a sign-in sheet at your event, please also provide the Fund Development Specialist with that information.

Finally, please return any unused patches and materials to your MMM, your local Service Center, or the Fund Development Specialist.

**\* Please remember that all donations are private in nature and should remain confidential.\***

## **Additional Materials**

### 1. **Sample Solicitation Letter:**

Dear (Your Service Unit) Families,

Service Units throughout our state are supporting GSOFACT by participating in Family Partnership Fundraising. As your Service Unit Manager, I encourage you to do the same by making a gift to GSOFACT's Family Partnership program.

Did you know the \$12 registration fee you pay annually goes directly to our national organization, GSUSA, to cover insurance for your girl? Our Connecticut Council has to raise all of its funds to operate.

The funds raised through Family Partnership stay in CT and directly support girl programs, camp maintenance and repairs, and training for adult volunteers.

I encourage you to participate. All families who make a donation will receive a Family Partnership Fundraising patch for their girl(s)! Simply use the pledge form and envelope included and mail it to GSOFACT's Hartford Service Center.

Girl Scout programs foster important values such as citizenship, responsibility, and friendship. These precious ideals need your support. I encourage you to be as generous as you can. It's an investment that lasts a lifetime.

**Please join me in supporting Family Partnership,**  
*Signature*

Family Partnership Coordinator / Service Unit Manager

**For more information please contact:**  
Diana L. Martinez, Family Partnership Coordinator  
DMartinez@gsofact.org or 860-522-0163 X3243

[WWW.GSOFACT.ORG](http://WWW.GSOFACT.ORG)

2. FPF Flier Template:

	<b>Service Unit</b> presents	
<b>Name of Event</b>		
<b>A Family Partnership Fundraising Event</b>		
<i>It's an investment that lasts a lifetime.</i>		
<b>Event Info</b>	<b>Event Info</b>	<b>Additional Info</b>
	<b>Location</b> <b>Date</b> <b>Time</b> <b>Price</b>	
<b>Questions? Contact: Phone Number / Email</b>		

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**Register Now!**

**For name of your event**

**Names of attendees:** \_\_\_\_\_

**Troop number:** \_\_\_\_\_ **Phone number:** \_\_\_\_\_

**Please check one of the following:**

My (price of admission) fee is enclosed  
 In addition to (price of admission), I am also enclosing a Family Partnership contribution.  
 I cannot attend the event, but am enclosing a donation for Family Partnership.

**Please make checks out to:**  
**name of your Service Unit**

**Please send this form to:**  
**Service Unit mailing address**

### **3. Talking Points- for a General Ask / Event Ask**

- On behalf of our service unit and GSOFCT, I would like to thank you for participating in our Family Partnership Fundraising.
- Your support is essential to our success.
- Just look at your girl. You will see that Girl Scouts has made a difference in her – and in her Girl Scout friends. We are grateful that you recognize the important role that Girl Scouts plays in your girl's life.
- Your annual \$12 registration fee goes directly to GSUSA headquarters in NYC to cover the cost of membership and insurance.
- We're asking our Girl Scout families to fund 1% of the \$11 million it takes to deliver programs and services to more than 44,000 girls across the state of Connecticut.
- Your girl's experience with Girl Scouts costs the organization approximately \$250 per year to support programs that foster importance values such as citizenship, responsibility and friendship.
- We encourage your family to give the best you can.
- The average Family Partnership contribution last year was \$60.
- The more families participate, the more funding opportunities become available to GSOFCT. GSOFCT staff and board members are also very active in making contributions to GSOFCT.
- GSOFCT can increase fundraising resources when it has more participation from its families.
- Your gift is part of a larger community of people and organizations committed to the future of Girl Scouts in Connecticut
- I, too, contribute to Girl Scouts of Connecticut because . . . .
- Thank you again for your support!

#### **Include a Girl's Story:**

Consider closing your ask by having a girl from your Service Unit speak about her Girl Scout experience.

#### 4. FPF Event Recipes:

##### **EVENT RECIPE #1**

##### ***Carnival***

Recipe based on New Canaan Service Unit's *Candy Crazyed Carnival*

*The Candy Crazyed Carnival (CCC) was an indoor carnival with games and refreshments. Candy was used as theme, game and craft.*

##### **General Information:**

- Pricing- Consider including carnival tickets with your general entrance fee.
  - CCC's entrance fee included 4 game tickets per person. Additional tickets could be purchased at 4 for \$1.
  
- Refreshments- Ask troops to donate drinks, snacks, or baked goods. Get creative by having your refreshments coordinate with your theme.
  - At the CCC refreshments included popcorn, Rice Krispy treats on a stick (shaped like caramel apples), apple slices and water. 1 ticket covered 2 snacks with water.
  
- Decorations- Remember to consider decorations when creating your budget. Once again, as with refreshments, this is a great opportunity to get creative. Get your girls involved by asking them to make decorations for the event.
  - CCC's decorations included oversized lollipops and posters with characters from the "Candyland" board game. A path of paper squares led from the entrance to the cafeteria, again like the game board.

##### **Silent Auction:**

- Silent Auctions are a great way of raising additional funds at your event. Ask troops to make contributions to your silent auction.

##### **Entertainment:**

- If you choose to have entertainment at your event, try and find someone who will volunteer their time or offer you a good deal.
  - CCC hired Tim Stella (West School) for music.
- Games & Crafts- Sell tickets ahead of time and at your event for games and crafts.

- Have a mobile games ticket seller walk the carnival to keep people active.
- At the CCC, all games and crafts “cost” 1 ticket.

**Ideas:**

- Balloon animal station
- Cupcake decorating
- Skittle bag toss - use small skittle bags instead of bean bags
- Dots - Play game of Twister and award the winner with Dots candy
- Candy Necklace Station- give participants licorice string, fruit loops and lifesavers to create edible necklace
- Pie toss - Use protective goggles; keep in mind this is very messy

**Publicity:**

- Make flyer – distributed by GSOFACT
- Post announcements in local papers
- If it works for your budget, enlarge your flyer into a poster and place throughout your town (be sure to get permission to post).
- Email flyer for Troop Leaders to forward

**Additional Information:**

- Plan how many tables you need for reception, Family Partnership donations, activities, and silent auction.
- When booking your event at a school, if you bring rented equipment (such as a popcorn machine) you must contact the facilities person. You are usually not allowed to use extension cords for any heavy duty machinery and need to have use of such equipment signed off on.
- If your event is in a school or a large facility, create signage to direct people as they enter the building.
- Establish strong ground rules on auction bidding
- Give yourself plenty of time to set up and break down

## **EVENT RECIPE #2**

### ***Me & My Guy Dance***

Recipe based upon Greenwich Service Unit's  
*Greenwich Girl Scout Prom*

#### **General Information:**

- Make sure it is clear in your advertisement that you are hosting a Family Partnership Fundraising event.
- Please be sensitive to the fact that not all girls have a father in their life. Rather than calling it a "father-daughter dance" consider other options. Greenwich calls their dance *Greenwich Girl Scout Prom*; many service units also use *Me & My Guy* or *Sweetheart Dance*.
- Build a committee to assist you with the event details. Map out the event and have one or more volunteers in charge of the primary responsibilities: invitations and RSVPs, asking for donations, decorations, volunteers, baskets, food, location, and DJ.
- If this is the first year you are hosting an event and/or if you would like to keep costs low, consider having your dance at a school or church hall.
  - The first few years of the *Greenwich Girl Scout Prom*, Greenwich kept it simple, holding the event in a church hall. They had a DJ and provided cookies and juice. After experiencing success with that, they decided to scale up the event to include dinner.

#### **Pricing:**

- As far as pricing the event, you need to "price to entice". If your target group is willing to spend, charge more. Also, consider offering pricing levels that include door prize tickets...

#### **Pricing levels, Example:**

- \$20.00 per couple- includes admission
  - \$35.00- includes admission and 3 door prize tickets
  - \$50.00- includes admission and 7 door prize tickets
- Sell additional door prize tickets at the door.

**Promoting:**

- Actively promote your event: talk about it with your Troop Leaders, send the invitation by email several times, post flyers in local schools and libraries.
- Extend the deadline to sign up if necessary.

## **Thank you!**

Thank you so much for your amazing dedication to Girl Scouting. We are very grateful you are taking the time to support Girl Scouts of Connecticut by participating in Family Partnership Fundraising. Our contact information is included below; please be in touch if we can assist you in any way.

On behalf of tens of thousands of Girl Scouts throughout our state,

***Thank you!***

## **Need Help?**

### **Contact Your Family Partnership Fundraising Team!**

This kit was created to provide a framework and operational guideline to help Service Units plan and organize Girl Scout Family Partnership Fundraising. Our Fund Development staff is dedicated to supporting you, our dedicated volunteers, to ensure you have what you need to be successful.

**If at any time during this process you have questions, please do not hesitate to contact:**

Diana L. Martinez, Fund Development Specialist  
[DMartinez@gsofct.org](mailto:DMartinez@gsofct.org) or (860) 522-0163 x3243

### **Also available to assist you:**

Margaret Tantillo, VP of Fund Development  
[MTantillo@gsofct.org](mailto:MTantillo@gsofct.org) or (860) 522-0163 x3252

Martie Kaczmarek, Director of Advancement Services  
[MKaczmarek@gsofct.org](mailto:MKaczmarek@gsofct.org) or (860) 522-0163 x3265

♣ Philanthropists today  
are living by the words of  
Winston Churchill, who said,

*"We make a living by what we get,  
we make a life by what we give."*



**THANK YOU FOR YOUR SUPPORT!**