ACE Mentor of DFW

Fund Raising
13 years of experimenting
Awards Dinner, Grant Applications, etc..

Still making adjustments
To get better results!
Secret weapon: Amy Green

Amy’s company, I Event Solutions has a contract to provide support to the Chapter and all the event planning.
She also manages all the Board meetings and the meeting minutes with any actions items. She keeps all our files and manages any day to day items for ACE

We pay her firm $2,000.00 per month
Revenue streams:

1. Board Member dues
2. Golf Tournament
3. Bowling Tournament
4. Gifts
Board Member Dues

$42,000.00

24 board members give $2,000.00 per year
We have some ISD Board members who do not pay
We have some that provide “in kind” donations
Golf Tournament and Raffle

$70,000.00 net proceeds
Bowling Tournament

$15,000.00 net proceeds

1. Sponsorships

2. Raffle of gifts from Board Members and industry vendors
Gifts

Approx.: $10,000.00/yr

- Beneficiaries of Corporate Golf Tournament proceeds
- HCA Scholarships
- Personal Gifts of cash
- Donations from Company charitable fundraising
### Annual Operating income/expenses

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Income</td>
<td>147,754</td>
<td>115,062</td>
<td>96,700</td>
<td>103,049</td>
<td>101,136</td>
</tr>
<tr>
<td>Total Costs</td>
<td>99,540</td>
<td>98,584</td>
<td>84,680</td>
<td>60,713</td>
<td>74,759</td>
</tr>
<tr>
<td>Scholarships</td>
<td>36,000</td>
<td>29,000</td>
<td>29,500</td>
<td>27,250</td>
<td>19,000</td>
</tr>
<tr>
<td>Expenses</td>
<td>63,540</td>
<td>69,584</td>
<td>55,180</td>
<td>33,463</td>
<td>55,759</td>
</tr>
<tr>
<td>Expense Ratio</td>
<td>43%</td>
<td>60%</td>
<td>57%</td>
<td>32%</td>
<td>55%</td>
</tr>
</tbody>
</table>
Scholarships
2003 – 2016 - $400,000.00
70 Students to date

Rules:
Funds goes to the college direct, not the student
We verify that they are in a ACE curriculum
They must use the money in 6 years or it reverts back
Advice:
Start slow – Don’t have high expectations early
Do not compete with existing dates for other fund raisers.
It’s a team effort – get everyone involved
We have a great cause that people want to get behind
Make a personal plea for our industry