



2018 - 2019 Mounds View/ Irondale Association Fundraiser

Goal:

Maintain and enhance a financial model that improves affordability for Association hockey players and families for this season and in the future.

Objective:

Raise \$40,000+ of capital outside of Association families to:

- Provide a budget for Learn to Play Hockey/ Mite 1 development and advertising/ recruitment; while continuing to provide a registration fee of \$99 for the 2019-20 Season.
- Balance to be used across all other Association teams for the 2018-19 Season to reduce the cost of hockey and/ or to assist in the funding of Association priorities.

Commitment:

Each Association Skater will be responsible for the sale of a minimum of twenty (20) items from Green Mill for \$10.00 each before the December 30, 2018 deadline. Families with more than one Association Skater will be required to sell no more than thirty (30) items at \$10.00 each.

Families may elect to: **(A)** sell the all the required items (20/30); **(B)** sell at least 75% of the required items with a cash option (\$7.50 per item) for the balance; **(C)** sell all the required items AND additional items for a skater profit (\$4 per item); **(D)** buy out/ donate \$150 to the Association; or **(E)** deliver a \$1,000 Corporate Sponsor for your/ an Association Team to meet the commitment.

[Most examples below are shown based on a 1 Skater family that is required to sell 20 items, substitute 30 items as needed should you have more than 1 skater]

(A) Skater meets their obligation by selling the applicable 20/30 units.

Example 1

- Present an Order Form and the proceeds to the Team Manager
- 20 Items x \$10 = \$200; or
- 30 Items x \$10 = \$300

(B) If a Skater falls short of their minimum amount (20/30) but sell at least 75% of the obligation; they may purchase additional items at \$7.50 each to reach their total.

Example 2

- 15 Items and Cash Option (\$7.50 per item)
- Present an Order Form and the proceeds to the Team Manager
- 15 items x \$10.00 = \$150.00
- 5 Items Cash Option x \$7.50 = \$37.50
- Total Amount the Skater will present to the Association = \$187.50

(C) If a Skater sells any number over 20 items, or if a Family (more than one Skater) sells any amount over 30 items, they will benefit \$4 for each item sold. At the time the order form is turned in, the Skater/ Family should deduct any additional item earnings from their total dollars turned into the Team Manager.

Example 3

- MVI Skater is required to sell 20 items but sells 40 items for the Fundraiser
- 40 item's x \$10.00 = \$400.00
- 20 items over the 20 item minimum x \$4.00 (skater profit) = \$80.00
- Total Amount the Skater will present to the Association = \$320.00

Example 4

- MVI Family (more than 1 Skater in Family – 30 item minimum) sells 40 items for the Fundraiser
- 40 item's x \$10.00 = \$400
- 10 items over the 30 item, minimum x \$4.00 (skater profit) = \$40.00
- Total Amount the Skater will present to the Association = \$360.00

(D) A Skater Elects to meet their obligation by making a donation (buy-out) to the Association

- Payment of \$150.00 to Association (regardless of the number of skaters in the family)

Execution:

Items are projected to be delivered in February at Shoreview Ice Arena from Green Mill for family pick up. The Team Manger will only be relied upon to use the MVI Team Fundraising Sheet and collect each of the Skater/ Family Order Forms and Corresponding Funds.