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Whitefish Community Foundation

GREAT FISH community challenge

TAKE ACTION & GIVE TOGETHER

whitefishcommunityfoundation.org
Great Fish 5K Color Run and Community Celebration CANCELED
Lynnette Donaldson

Programs and Outreach Officer
lynnette@whitefishcommunityfoundation.org
CONGRATULATIONS!

- Great Fish Community Challenge is a competitive grant application
  - 63 applications submitted, 60 considered, 55 invited to participate
  - 3 incomplete applications submitted on last day
    - 2 of these organizations participated in 2019
Early Bird Award

Nate Chute Foundation

$250
Great Fish Community Challenge
HOW does it work?

- This platform helps build your donor base
- Mission awareness campaign inspiring donors to give
- Your donors will help you receive a percentage Matching Grant on the first $20,000 raised
- Nonprofits work to raise as much as possible between July 30th and September 18th
- Donations can be made by filling out an official donor form accompanied by a check, online, or in person
- Donors can make one donation and give to multiple charities
  - 2019 average: 2.84 charities/donation
Important Dates

- T-Shirt Design Contest entry deadline July 1st
- Nonprofit T-Shirt orders due July 1st
- Great Fish Community Challenge Launch July 30th
- Giving campaign ends September 18th at 5:00 p.m.
- Great Fish Community Challenge Awards Event October 26th at O’Shaughnessy Center, Whitefish
Great Fish
T-Shirt Design Contest

- Submit full color designs to contact@whitefishcommunityfoundation.org.
- Winning artist wins $250 prize and awards a $500 grant to the 2020 Great Fish Community Challenge participating nonprofit of choice.
- Winning design unveiled during a virtual social media launch on July 30th.
- Design does not need to include the Great Fish Community Challenge logo. The logo will be printed on the t-shirt in addition to the design.
- Design must not include any language or wording as text will be added by the Foundation once a winning design is determined.
- Visit whitefishcommunityfoundation.org for rules & submission form.
Nonprofit T-Shirts!

- T-Shirt order deadline is July 1st
  - Order forms are with your grant contact
- Send completed order forms to: Greatfish@whitefishcommunityfoundation.org
- Shirts will be available for pick-up at Community Foundation on July 30th
  - Watch for scheduling email then select your pick-up time
  - $10.00/shirt – credit card or pay when pick-up at foundation
Great Fish Launch Day
July 30, 2020

- Star in our FB Live videos!
  - Stay tuned to select your time
- Pick-up pre-ordered t-shirts
- Donation Station in WCF parking lot
  - $2,000 in matching Incentive Grants drawn that day
  - Minimum $25 to each nonprofit
  - All gifts given July 30 have a chance to win
Campaign Administrative Cost

$250,000+

Roughly $5,000/nonprofit x 55 nonprofits = $275,000

Total sponsorship support: $24,000
Expense Breakdown
What does WCF do?

- Website/Software
  - Online e-commerce portal
- Events
  - Launch, Awards Event, Donation Stations
- Staff Time
- Gift Processing
- Incentive Grants & Special Awards
Marketing

- 5000 brochures mailed
  - Please do not mail brochures & donor forms
  - Make sure your marketing materials appear branded by you, not WCF

- Use of Funds Brochure newspaper insert

- Advertising campaign - blanket Valley
  - Coffee Sleeves, buttons, t-shirts, radio, print ads, social media, signage, banners,

- Weekly E-newsletters to donors

- Newspaper count down (starts July 27)

- Leaderboard
  - [https://whitefishcommunityfoundation.org/donation-leaderboard/](https://whitefishcommunityfoundation.org/donation-leaderboard/)
What DO YOU DO?

- Tell your donors to remember you in the Great Fish Community Challenge
  - Help us get brochures into worthwhile venues
    - 2019 only 2,085 donors gave 4330 gifts
  - Post the Great Fish Logo:
    - Website
    - In print newsletters & e-newsletters
  - Put a Great Fish sign up in your public places
  - Send your donors to the online donation portal
  - Send your donors the link to the printable donation form at whitefishcommunityfoundation.org
What ELSE can you do?

- Wear your Great Fish t-shirts
- Borrow the stand up banners
- Promote the incentive grants to your Donors
- Promote the Challenge at all your events...but follow rules
- Send your donors to our Great Fish Pop-Up Donation Stations to win you extra $$
Incentive Grants & Special Awards

- Great Fish Award: $7,500
- Biggest Catch Award: $2,500
- Corporate Citizenship Award: $2,500 to nonprofit of choice
- Russ & Mary Jane Street Community Service Award: $2,500
- Doris Schumm Community Spirit Award: $2,500
- Jean Howard Memorial Award: $5,000
- T-Shirt Design Contest: $250 to artist & $500 to NP of choice
- 200 Club: $500 to each nonprofit with 200 unique donors
- Launch Incentive Grants: $2,000
- Pop-Up Donation Stations: 6 x $500 = $3,000
- Most UNIQUE donors each week: 6 x $500 = $3,000

2020 Incentive Grant total over $32,000
Great Fish Award 2019
CASA FOR KIDS
Great Fish Pop-Up Donation Stations

- One every week beginning August 3rd
- Help us find some great Flathead Valley locations
- Incentive Grants - $500 every week
  - Every donor who gives while visiting the week’s Donation Station is entered in a drawing to win a $500 grant, awarded to their 2020 GFCC participating charity of choice
- Donation stations accept gifts via:
  - Check
  - Credit Card
  - Cash
Unique Donor Incentive Grants

- Calculated from Friday to Thursday of that week
- FOR INCENTIVE GRANT PURPOSES, A UNIQUE DONOR IS A HOUSEHOLD
- **PLEASE**, do not solicit donations from multiple members of the same household in an attempt to win the weekly Incentive Grant or the Biggest Catch Award
- We anticipate well over 5,000 gifts
Help us Help you

- If you submitted the Great Fish Community Challenge application on behalf of your organization, check your email daily
  
- Accept emails from: administrator@grantinterface.com

- Submit forms on time

- Multiple people receive newsletter

- Ask us questions before publishing
RING TOGETHER
ABOUT THE COMMUNITY EMERGENCY FUND SUPPORTING NONPROFITS IMPACTED BY THE COVID-19
<table>
<thead>
<tr>
<th><strong>HOW ARE THE FUNDS DISTRIBUTED?</strong></th>
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<tr>
<td><strong>YOUR FUND WITH THE COMMUNITY FOUNDATION.</strong></td>
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<td><strong>UNDERSTAND THE RULES FOR PARTICIPATING.</strong></td>
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<tr>
<td><strong>USE OF LOGOS, POSTCARDS, AND MARKETING IN THE GREAT FISH COMMUNITY CHALLENGE</strong></td>
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**GREAT FISH COMMUNITY CHALLENGE LOGOS**

- Small Postcard
- Large Postcard
- Great Fish Community Challenge Logo
Free Mingling Events

- Grass Roots Get-Togethers
- What are your goals for this event?
  - Build awareness?
  - Take in donations?
- You can have official brochures at your events
  - Equal opportunity to donate to all participating organizations
How the Match Works:

- It is not a $1 to $1 or a 50% Match. Do not promote it incorrectly.
- It is a **PERCENTAGE** and we will match on the first $20,000 raised by each nonprofit.
- $5,000 floor on the Challenge.
- The Match Fund starts at $200,000.
- Match will be calculated at the end of the campaign and announced at the awards event October 26th!
**Example match calculation**

**MATCH FORMULA:** \[
\frac{\text{Total Match Pool}}{\text{Total eligible amount raised}} = \text{Match %}
\]

<table>
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<tr>
<th>NONPROFIT</th>
<th>AMT RAISED</th>
<th>AMT ELIGIBLE FOR MATCH</th>
<th>MATCH %AGE</th>
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Total eligible for match: $65,000
Total Match Pool: $20,150

Match = $20,150 / $65,000 = 31%

**UNKNOWN VARIABLES UNTIL CAMPAIGN IS OVER**
# History of the match

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<th>YEAR</th>
<th># OF ORGS</th>
<th>TOTAL RAISED</th>
<th>AMOUNT MATCHED</th>
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<td>32</td>
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**COLUMN 1 SUBTOTAL:**

**COLUMN 2 SUBTOTAL:**

**GRAND TOTAL:**
Ways TO GIVE:

- CHECKS
- CREDIT CARD  (you pay fees)
- STOCK
- IRA ROLLOVER
- THROUGH A FOUNDATION
- THROUGH A DONOR ADVISED FUND
- CASH....
Ineligible Gifts:

- Tuition payments
- Pledges of any kind – bikeathon, hikeathon, walkathon, etc.
- Tickets sales - wine dinners, other events
- Silent auction proceeds
- Grant money
- Bake sale proceeds
- Gifts given in exchange for benefit
- Gifts given in lieu of volunteer hours
- Donations made outside of Challenge period
- Holding charity events to raise money for the Great Fish Challenge is prohibited – any ticketed event, gala, auction, etc
DURING THE CAMPAIGN

- Community Foundation processes all gifts and sends the donors a tax receipt.

- You have access to your Fund through an online portal and you can check it daily for information about who has donated to you. It will have addresses and names of your donors so that you can personally thank them.

- A Leader Board is maintained and updated daily to show how much each organization has raised and how many donations they have received – this is a manual upload...
Different site than grant application

Links to set up access will be sent out to advisors two weeks prior to start of campaign

If not new advisors, use existing login
Fund Advisor Responsibilities

- Login and check fund regularly
  - Most successful organizations start early and check often

- Review gift information
  - Call us if you notice discrepancies

- Ensure donors are thanked
  - Personal thank-you note
  - Golden opportunity to tell them how you spent their gift!

- Record donation information
  - Excel spreadsheets provided after campaign
  - Know your supporters, build your donor base
LIVE DEMONSTRATION

ACCESSING YOUR PORTAL
ACCESSING YOUR PORTAL

[Image of a web browser with a login page for Whitefish Community Foundation, followed by a list of login options including Fund Advisors, Grantee Login, Board of Directors, Grants Committee, Nonprofit Directory, and Contact Us.]
ACCESSING YOUR PORTAL

Welcome to the Whitefish Community Foundation Donor Portal.
We offer you 24-hour access to your fund(s). Please do not hesitate to contact us, if you have questions or need assistance.

Username
Password
Forgot Password?

Login
Welcome to the Whitefish Community Foundation Donor Portal.
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Choose Fund

- [Redacted] Endowment
- [Redacted] Great Fish Fund
ACCESSING YOUR PORTAL

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Great Fish Fund

Current Balance: $0.00

Recent Contributions

<table>
<thead>
<tr>
<th>Date</th>
<th>ID</th>
<th>Contributor</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>09/18/2015</td>
<td>17188</td>
<td></td>
<td>1,000.00</td>
</tr>
<tr>
<td>09/18/2015</td>
<td>6624</td>
<td></td>
<td>25.00</td>
</tr>
<tr>
<td>09/17/2015</td>
<td>8742</td>
<td></td>
<td>100.00</td>
</tr>
<tr>
<td>09/17/2015</td>
<td>11013</td>
<td></td>
<td>50.00</td>
</tr>
<tr>
<td>09/17/2015</td>
<td>6094</td>
<td></td>
<td>20.00</td>
</tr>
</tbody>
</table>

Fund Advisors are: [Redacted]

whitefishcommunityfoundation.org
PO Box 1060 - 214 West Second Street
contact@whitefishcommunityfoundation.org
Welcome to the Whitefish Community Foundation Donor Portal.
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**Great Fish Fund**

<table>
<thead>
<tr>
<th>Date</th>
<th>ID</th>
<th>Contributor</th>
<th>Description</th>
<th>Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>09/18/2015</td>
<td>17188</td>
<td></td>
<td></td>
<td></td>
<td>1,000.00</td>
</tr>
<tr>
<td>09/18/2015</td>
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<tr>
<td>09/17/2015</td>
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</tr>
<tr>
<td>09/17/2015</td>
<td>6094</td>
<td></td>
<td>No written thank you notes please.</td>
<td></td>
<td>20.00</td>
</tr>
</tbody>
</table>
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### Great Fish Fund

<table>
<thead>
<tr>
<th>Donor Details</th>
<th>Contributions</th>
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</thead>
<tbody>
<tr>
<td>Name</td>
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<tr>
<td>Phone</td>
<td>09/16/2015</td>
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<tr>
<td>Email</td>
<td>07/23/2015</td>
</tr>
<tr>
<td>Address</td>
<td></td>
</tr>
</tbody>
</table>

whitefishcommunityfoundation.org
PO Box 1060 - 214 West Second Street, Whitefish, MT 59937
contact@whitefishcommunityfoundation.org