Columbus HOPE Workshop

August 21, 2021

9:00	Call to Order:		President			
	Opening Prayer		State Deputy			
	Pledge of Allegiance		District Master			
9:10	Purpose of CHF / History:		President			
9:15	Introduce Foundation Officers and Board of Directors.		President			
Secretary, (Anthony Panek), Treasurer, (David Tibbs), Drive Chairman (Thomas DeMars), Publicity Chairman, (Joseph Balotti), Deanery Members: Charleston Region (James Martin), Myrtle Beach Region (Gilbert Cushing), Greenville Region (Larry Patten) Rock Hill Region (TBD), Columbia Region (Roosevelt Cummings), Aiken						
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,	Goergen), and Beaufort Region,		• ,			
	Goergen), and Beaufort Region, Recommend Dispense	(Denn	• ,			
Region (Charles	Goergen), and Beaufort Region,	(Denn	y Mahoney)			
Region (Charles 9:20	Goergen), and Beaufort Region, Recommend Dispense reading of minutes	(Denn	y Mahoney) President			
Region (Charles 9:20 9:30	Goergen), and Beaufort Region, Recommend Dispense reading of minutes Presidents Report	(Denn	y Mahoney) President President			
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Fundraising Agenda

- Columbus HOPE Ignite Briefing 5 min
- Fundraising Fundamentals 5 min
- Resources
 - Handbook 10 min
 - Website to include the Fundraising Resource Page 5 min
- Open Discussion Success Secrets, Challenges, Srategies and Actions
 - Chris Pate Council 7129 Greenwood
 - John Davis Council 8295 Anderson
 - Joe Balotti Council 5194 Myrtle Beach
 - Alan Chambers Council 6726 Hanahan Goose Creek
 - Jerry Schmid Council 6684 Seneca
 - Ken Rysavy Council 15960 Newberry (small Council)
- COVID-19 Best Practices Fundraising Discussion Summary

Fundraising Fundamental

The Knowledge:

 Know what the Columbus HOPE Foundation does and where the money you raise will go.

Enthusiasm and persistence:

- Your enthusiasm will encourage people to support you. Sell the idea! Both internal to your organization and to your community.
- There will be plenty of "Nos". Be prepared for this and don't let it dampen your enthusiasm.

Confidence:

 You must be confident and direct. People need to see that you believe in what you are doing. Remember if you don't ask you don't get.

Organization:

 Draw up a plan of attack - see our Fundraising Strategic and Planning section in this Handbook. Give yourself plenty of time and set yourself achievable targets.

Fundraising Fundamental (continued)

Contacts and networking:

- List everyone you know and how they might help you. You will be surprised how this can help.
- Don't forget to include past donors, sponsors and volunteers
- Nurture, nurture, and then nurture some more

Imagination:

• The more unusual and attractive your fundraising ideas are; the more people will support them. Not everyone will donate money, perhaps they could donate a prize for a raffle or something for sale on eBay or at a rummage or other sale.

Fundraising Handbook



"Helping Other People Everyday"

Revised Award Goals

50% of 2022 Goals

Council – Foundation Allocation

• 85/15% Split Council - CHF

			Membership			
DEANERY	COUNCIL	СІТҮ	As of June	GOAL	Actual	%of GOAL
			2019	40.005		0.000/
Charles R. Goergen	2004	Total		13,925	0	0.00%
AIKEN	3684	AIKEN	286	7,150		0.00%
DEANERY	7062	N. AUGUSTA	103	2,575		0.00%
	7129	GREENWOOD	134	3,350		0.00%
	9161	BARNWELL	34	850		0.00%
Denny Mahoney		Total		22,600	0	0.00%
BEAUFORT	5026	BEAUFORT	140	3,500		0.00%
DEANERY	8502	WALTERBORO	67	1,675		0.00%
	7289	HILTON HEAD	80	2,000		0.00%
	10668	HILTON HEAD	296	7,400		0.00%
	12263	BLUFTON	321	8,025		0.00%
James Martin		Total		46,250	0	0.00%
CHARLESTON	704	CHARLESTON	332	8,300		0.00%
DEANERY	6250	JAMES ISLAND	101	2,525		0.00%
	6629	SUMMERVILLE	213	5,325		0.00%
	6726	HANAHAN	121	3,025		0.00%
	8900	N. CHARLESTON	85	2,125		0.00%
	9475	MT. PLEASANT	317	7,925		0.00%
	10334	CHARLESTON	71	1,775		0.00%
	11471	MONCKS COR.	97	2,425		0.00%
	11910	SUMMERVILLE	162	4,050		0.00%
	11991	GOOSE CREEK	209	5,225		0.00%
	12472	CHARLESTON	142	3,550		0.00%
Roosevelt Cummings	2300 1000000	Total		34,000	0	0.00%
COLUMBIA	724	COLUMBIA	225	5,625		0.00%
DEANERY	2207	SUMTER	170	4,250		0.00%
2 = 2.11. = 11.1	6847	NE. COLUMBIA	209	5,225		0.00%
	6891	ORANGEBURG	77	1,925		0.00%
	6892	IRMO	126	3,150		0.00%
	9672	CAMDEN	53	1,325		0.00%
	11325	LEXINGTON	153	3,825		0.00%
	12554	COLUMBIA	117	2,925		0.00%
	13713	BLYTHEWOOD	130	3,250		0.00%
	15223	MANNING/SANTEE	47	1,175		0.00%
	16903	CHAPIN	53	1,175		0.00%

Revised Award Goals

• 50% of 2020 Goals

Council – Foundation Allocation

• 85/15% Split Council - CHF

Robert W. Ficco		Total		22,675	0	0.00%
ROCK HILL	6756	ROCK HILL	207	5,175		0.00%
DEANERY	10066	LANCASTER	47	1,175		0.00%
	12268	YORK	54	1,350		0.00%
	12366	FORT MILL	203	5,075		0.00%
	14475	LAKE WYLIE	251	6,275		0.00%
	14765	INDIAN LAND	101	2,525		0.00%
	15611	ROCK HILL	44	1,100		0.00%
Larry D. Patten		Total		48,575	0	0.00%
GREENVILLE	1668	GREENVILLE	214	5,350		0.00%
DEANERY	6076	SPARTANBURG	189	4,725		0.00%
	6884	SENECA	229	5,725		0.00%
	8182	MAULDIN	93	2,325		0.00%
	8295	ANDERSON	109	2,725		0.00%
	9184	TAYLORS	181	4,525		0.00%
	9575	SPARTANBURG	209	5,225		0.00%
	9576	PICKENS	92	2,300		0.00%
	10819	SIMPSONVILLE	353	8,825		0.00%
	12274	GREER	46	1,150		0.00%
	12995	GAFFNEY	50	1,250		0.00%
	13112	GREENVILLE	113	2,825		0.00%
	15519	GREER	30	750		0.00%
	15960	NEWBERRY/ Laurens	35	875		0.00%
Gilbert T. Cushing		Total		40,975	0	0.00%
MYRTLE BEACH	3067	GEORGETOWN	86	2,150		0.00%
DEANERY	5086	MYR. BEACH	174	4,350		0.00%
	5194	FLORENCE	169	4,225		0.00%
	7122	N.M. BEACH	255	6,375		0.00%
	7531	CONWAY	192	4,800		0.00%
	8123	HARTSVILLE	50	1,250		0.00%
	8790	MARION DILLON	55	1,375		0.00%
	8980	GARDEN CITY	357	8,925		0.00%
	10867	CHERAW	31	775		0.00%
	11028	PAWLEYS ISLE	229	5,725		0.00%
	14892	LORIS	41	1,025		0.00%
		Undesignated Donations				
TOTALS			9,160	\$229,000	\$0	0.00%

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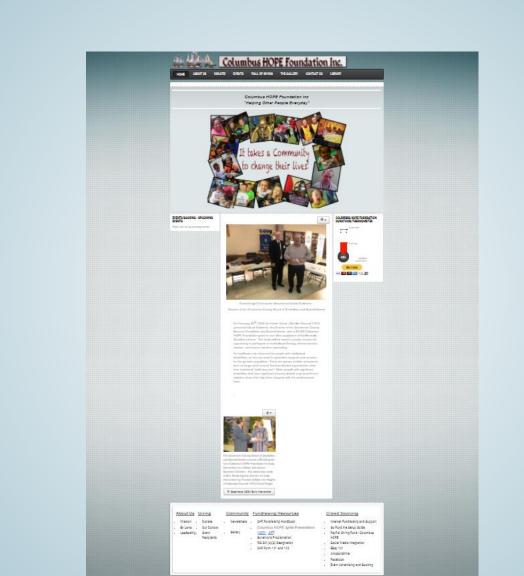
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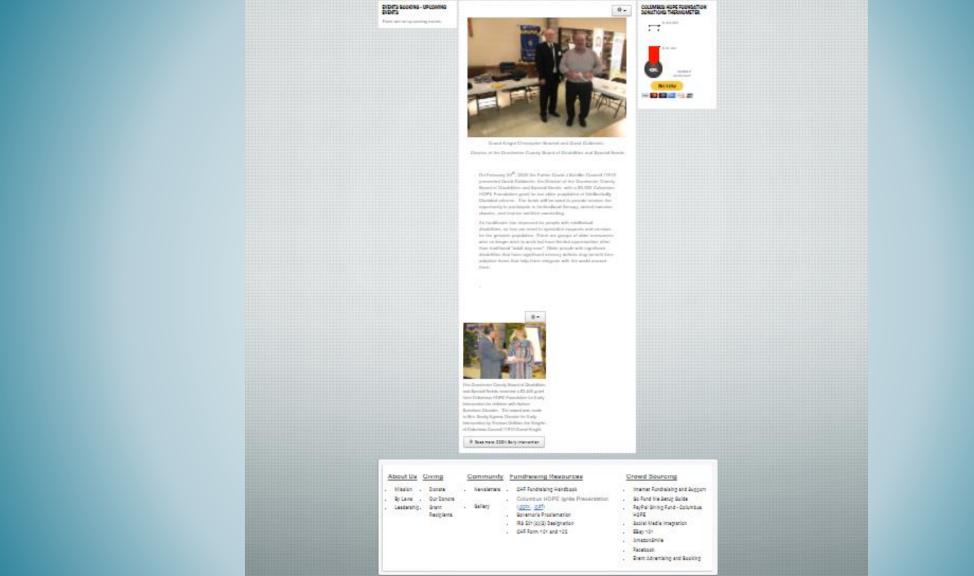
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Register (Group)

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SPONSORS AND DONORS

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Patrium Level Sponsors

Our Platinum Level Sponsors have graciously chosen to become acateining sponsors. Their contributions bring H.O.P.E. by making "Helping Other People Everyday" Employee Donation Watching Sponsors







2018 18th Annual Low Country Golf Classic Sponsors

Gold Level Sponsors



Silver Level Sponsors









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Him's Fine Jenselry



Bronze Level Sponsors

Algunant Trucking

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Area 51 Bloyde Shop	Legend Oaks GC
Aubrey and Terri Dell	Mike and Georgianne Sulka
8P Orroposciic	Mike end Joan Liefert
Snendon Chembers	Memoke DBPG Is:
Cotumbielies	Prefriot Point GC
Cossew Creek CC	Regan Chroposciic
Crowfield CC	Hep. Christopher J. Murphy
Usile Holland Automotive, LLC	Historicand Contrib Hayes
Den and Mary Ann Syrcals.	Richard and Mary Symuleats
Dave and Carti 18ths	Hichard Lyona
Dave Quertn	Historic Reynolds
David Ayres' Lowcountry Custom Golf	Hoy L Messey St.
Dave Hari	South Carolina Federal Credit Union (C
Discover the Magic Vaculture	Sunbell Revisia, Inc (MLD)
ECPI University (CTH)	Tuny Scrugge
Elyatum Environmental Services	Instant Giff Shop (LLU)
Exterption	US Cowling Inc.
Gennero's Radies Mistorante	Weecod GC
Helfa Chuphouse	Witnesser Instructions



While our grants and grantees vary, they have one thing in common:

0 -

They are nonprofit organizations that deliver services, tools and resources to train and support the transition of Intellectually Disabled and Special Needs people to independent and productive living. Since its inception in 1976 the Columbus HOPE Foundation has raised more than "7 Million Dollars" to assist South Carolina citizens with Intellectual Disabilities. Last year the Foundation raised \$420,251.46 statewide.

Fiscal Year 2015-2016

ABC of Horry County ABLE Foundation Adult Enrichment Center (High Five Club)

Aiken Very Special Arts ARC of Costal Carolina ARC of Horry County

Barbara Stone Foundation Beauford County School District (Cinderella-Fella)

Berkeley Citizens, Inc.

Bishop England High School - Options Program

Brewer Middle School Camp Happy Days

Camp HOPE Cardinal Newman High School DeLasalle Program

Carolina Forest High School Special Needs

Charleston Miracle League, Inc. Cherokee County Disabilities & Special Needs Board

CHESCO Services

CHESCO Plageland Work Shop

Clarendon County Disabilities & Special Needs

Coastal Education Foundation, INC (Camp Smiles)

Conway High School Special Needs

Costal Center Current Transitions

Daisy Elementary School Special Needs Delicious Delights Workshop

Dillion City School District (PEP) Dillion District #3 - Latta Schools

Dorchester County Board of Disabilities & Special Needs Emerald High School

Family Connections Florence County Foundation

Florence District #3 Office of Exceptional Children

Fort Mill School District Special Services

Generations

Georgetown County Board of Disabilities & Special Needs

Grand Strand Down Syndrome Society Greenwood School: District 52

Greer High School Transition Program Heroes on Horseback

HALOS - Helping And Lending Outreach Support

HALTER Therapeutic Riding Center Horry County Special Needs

Horse "N" Around JOY School of Pawley's Island Kershaw Center Disabilities Foundation

Lakewood Elementary School Leroy Springs Riding Stables Loris High School TMD

Marion County School District Marlboro County Board of Disabilities

Mary Food School Meyer Center for Special Children

Midlands Center

MUSC Children's Hospital

NAMI - National Alliance on Mental Illness

NMB Middle School (Special Ed) Northside Middle School

Ocean Drive Elementary School Special Ed. Dept.

Palmetto Elementary School Pee Dee Regional Center

Pickens County Career and Tech Center STEEP Prog. Pickens Elementary School - Special Education

Program for Exceptional People

Rice Elementary School Riverside Elementary School Special Ed. Dept.

SC Little League District #2 Challenger Division Seaside Elementary School

Socastee High School: SOS Health Care. Inc. Spartanburg Family Connections

Special Olympics Specialized Program - HOPE Services

Springfield Elementary School St James High School

Summerville Miracle League Thad Saleeby Development Center

The Babcock Center

The Barday School The Beaufort Sand Gnats THE Burton Center

The Devilopmental Center Aiken

The OARC Foundation Tribble Center Special Needs

Waterside Elementary Special Ed. Dept. West Ashley High School Special Education

Westview Middle School

Windwood Farms Home for Children Tri-Development Center Foundation Washington Center School



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18TH ANNUAL LOW COUNTRY GOLF CLASSIC

The Knights of Columbus Council 11910 hosted its 18th Annual Lowcountry Columbus HOPE golf tournament on Monday, April 22, 2019 at Coosaw Creek Country Club in North Charleston. The net proceeds from this event will be used to further the Columbus HOPE Foundation mission of helping individuals with Intellectual Disabilities to become productive members of society, increasing the self-reliance and dignity of our challenged citizens in the Low Country.

View gallery





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Columbus HOPE Foundation Inc.

"Helping Other People Everyday"



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RECOGNITION AND AWARDS

FUNDRAISING RESOURCES

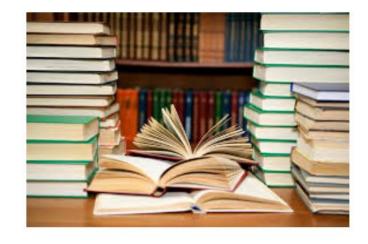




ORGANIZATIONAL INFORMATION

This area provides information on the Columbus HOPE Foundation leadership, internal structure and operations.

- Columbus HOPE Foundation, Inc. By-Laws
- Executive Staff and Board of Directors
- ▶ Columbus HOPE Foundation History
- Columbus HOPE President's Repot August 8, 2020
- Columbus HOPE Fundraising Handbook
- Columbus HOPE Grant Request Guidelines
- Columbus HOPE Grant Request Summary Form
- Special Olympics Partnership Profile Report Form





CAMPAIGN GOALS AND PROGRESS

The Fundraising Thermometer shows the Foundation's progress toward our fundraising goal for this fiscal year, (July 2020 through June 2021). The allocated Deanery and Council fundraising goals and their progress toward meeting the goals for this fiscal year is accessed at the link below.

Deanery and Council Fiscal Year 2021





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RECOGNITION AND AWARDS

Our Columbus HOPE Foundation believes that praise, recognition and awards are essential to creating an outstanding environment for members, volunteers and partners. The links below provide some helpful guides and forms used in our recognition and awards program.

- SC Council Certificate of Appreciation Template (<u>.ppt</u>, <u>.pdf</u>)
- Individual Certificate of Appreciation Template (.ppt)
- ▶ Event Host Certificate of Appreciation Template (.ppt)
- Donor and Sponsor Recognition Letter Template (.doc)





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FUNDRAISING RESOURCES

Fundraising is an important part of Columbus HOPE Foundation activities. Here are some resources to help your council's fundraising efforts. To open a document below <click> on the link below.

- ► Columbus HOPE Fundraising Handbook
- Columbus HOPE Grant Request Guidelines
- ► Columbus HOPE Grant Request Summary Form
- ► Columbus HOPE Ignite Presentation (<u>.pptx</u>, <u>.pdf</u>)
- The 10 Steps to a Successful Fundraising Event
- KofC Public Relations and Publicity Guide
- ► General Press Release Format (.doc , .pdf)
- Example Press Release (.doc , .pdf)
- ▶ Governor's Proclamation for Operation HOPE
- Internal Revenue Service 501(c)(3) Letter
- ► SC Charitable Organization Registration
- Columbus HOPE Foundation Form 101 (.doc , .pdf , .xls)
- Columbus HOPE Foundation Form 102 (.doc , .pdf, .xls)
- Tootsie Roll Order Form
- ▶ Business Solicitation Letter for Columbus HOPE Days (.doc , .pdf)
- ► Sample Sponsor Package Golf Tournament and Silent Auction
- ▶ 10 essential steps to create a winning sponsorship proposal
- ► Internet Fundraising and Support
- ► Go Fund Me Setup Guide
- ► Social Media Integration Briefing
- ▶ eBay for Charity_101
- Bay New Seller Guide
- ► About AmazonSmile





Open Discussion: Success Secrets, Challenges, Strategies and Actions

Chris Pate — Council 7129 Greenwood
John Davis — Council 8295 Anderson
Joe Balotti — Council 5194 Myrtle Beach
Alan Chambers - Council 6726 Hanahan — Goose Creek
Jerry Schmid - Council 6684 Seneca
Ken Rysavy — Council 15960 Newberry (small Council)

What are your Best Practices? Group Discussion During COVID-19

COVID-19 Fundraising Thoughts

COVID-19 Fundraising Thoughts

- Know the CDC and local guidelines;
- Set you goals and intermediate objectives;
- Rally prospective Sponsors/Donor/Participants and your Council to the cause;
- Show your prospective Sponsors/Donor/Participants and your Council how you can achieve your goals and objectives while keeping people safe
- Show your prospective Sponsors/Donor/Participants and your Council the impact of in actions.

"Remember the Successful Fundraising Fundamentals"

COVID-19 Fundraising Thoughts (continued) The Fundraising Fundamentals

The Knowledge:

Know what the Columbus HOPE Foundation does and where the money you raise will go.

Enthusiasm and persistence:

- Your enthusiasm will encourage people to support you. Sell the idea! Both internal to your organization and to your community.
- There will be plenty of "Nos". Be prepared for this and don't let it dampen your enthusiasm.

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COVID-19 Fundraising Thoughts (continued) The Fundraising Fundamentals

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Columbus Hope Foundation

Fundraising Year 2021-22

Donation Turn-in Procedures and Grant Requests

Tony Panek, CHF Secretary

Columbus Hope Foundation Secretary Role

- Primary Point of Contact with Council CHF Chairman, GK and FS
 - Email address: secretary@columbushope.org
- Receive and Deposit all Fundraising Monies from Councils
 - Directly from Councils (CHF 101 and CHF Check)
 - Donors designating funds to a Council (via Tri-Fold Donation Form)
 - Donations via PayPal or Go Fund Me campaigns
- Track Status and advise Councils of their CHF account
- Receive Council's Grant Requests (CHF 102) and create voucher for Treasurer to cut checks

Review of Columbus Hope Foundation Forms

DEPOSITS: Columbus Hope Foundation Fundraising Report (CHF 101)

GRANTS: Request for Columbus Hope Rebates (CHF 102)

Forms located on columbushope.org website under Library menu

Columbus HOPE Fundraising Report (Please refer to instructions on reverse when completing this form)

	O il D	Date:
Number:	Council Reporting Location:	
ivaniber.	Knight Completing This	Report
Name:		FS, GK)
Phone:	E-mail addre	ess:
	Income	
Tootsie Roll Campaign:	(Funds donated while distributing fee Tootsie Rolls)	
Second Source Funds: Brief description:	(Other Council fundraisers –see handbook for ideas)	\$ Add these 3 for GROSS INCOME
Business Donations: Name of Business:	(Donations from businesses or professionals)	\$\$
	Expenses	GROSS INCOME: \$
Tootsie Roll Candy:		\$ Add these
Other Expenses:		\$\$ 2 for TOTAL EXPENSES
		TOTAL EXPENSES: \$
	(GROSS INCOME minus TOTAL EXPENS	SES =) NET AMOUNT: \$
nearest whole dollar.	e used by CHF for expenses and Sta	of Net Amount and round the result to the stee grant checks.
(NET AMOUNT times 0.8	35 rounded to nearest dollar =) GRANT	FUNDS AVAILABLE: \$
I hereby certify that this	is a true report of income and expen	ses:
Grand	Knight	Date

Checks for **Net Amount** must be made payable to **Columbus HOPE Foundation, Inc.,** Mail to: Anthony Panek, CHF Secretary, 4904 Boundview Court, Summerville, SC

Review of Columbus Hope Foundation Forms

DEPOSITS: Columbus Hope Foundation Fundraising Report (CHF 101)

GRANTS: Request for Columbus Hope Rebates (CHF 102)

- Forms located on columbushope.org website under Library menu
- Forms are in Word, PDF and Excel formats

Request for Columbus Hope Rebates

Please refer to instructions on reverse when completing this form

Date: **Council Requesting Rebates** Location: Number: Knight Completing This Report Name: Position (i.e. FS, GK) Phone: _____ E-mail address: ____ Please note that grant checks will be written for WHOLE DOLLAR AMOUNTS. **Grant Recipient** Organization Name: Organization's Tax Exempt Number: _____ Number of clients served with intellectual disabilities: Are the facilities open to all regardless of race, religion, or ethnic background? Yes: _____ No: _____ **Grant Recipient** Organization Name: ____ Organization's Tax Exempt Number: _____ Number of clients served with intellectual disabilities: Are the facilities open to all regardless of race, religion, or ethnic background? Yes: _____ No: _____ **Grant Recipient** Organization Name: Organization's Tax Exempt Number: Number of clients served with intellectual disabilities: Are the facilities open to all regardless of race, religion, or ethnic background? Yes: _____ No: _____ I hereby certify that the above named organizations are serving the needs of Individuals with Intellectual Disabilities:

Date

Mail to Anthony Panek, CHF Secretary, 4904 Boundview Court, Summerville, SC 29485

Grand Knight

KEYS TO ACCURATE FORMS

- Complete and accurate forms
 - Fill out all blocks of info (Typed or Printed)
 - Discard old copies of forms (Names and addresses have changed)
 - Signed by Grand Knight
 - Minor pen and ink changes fixed by Secretary
- Deposits (CHF 101)
 - Fillout and send CHF 101 for each deposit council makes (not cumulative)
 - Gross amount collected goes towards Council Goal
 - Net amount is Gross minus all expenses
 - Check sent to Secretary is for the <u>Net Amount</u> (Do not send cash)
 - Council grants are based on 85% of net amount
 - Council emailed a confirmation letter after each deposit

KEYS TO ACCURATE FORMS

- Checks made out to "Columbus Hope Foundation, Inc."
 - No other names like Operation Hope or KoC
 - Deposits are in exact amount, not rounded (Net Amount)
- Business Donor Checks
 - Send checks from businesses made out to Columbus Hope Foundation, Inc. with an appropriate CHF 101
 - Business Donation flyers should have their council number on them to ensure that the proper council gets credit for them
 - Advise them to include your council number with any direct donations to CHF, to claim credit for the fundraising
 - Same for business Matching Fund programs

KEYS TO ACCURATE FORMS

Grant Requests

- Requests made on CHF 102 forms and made out to exact dollar amounts (no cents) and should be at least \$500 for each grantee.
- Use deposit feedback letters from the Secretary to know how much money you are entitled to when preparing grant requests or contact me and ask
- CHF Secretary reviews your grant request for completion and accuracy, prepares grant voucher for Treasurer to cut check for President's signature
- Should have Grant check in ten days from receipt of CHF 102
- Grant Organizations must meet Columbus Hope Foundation mission criteria
 - Provide service or support to Intellectually Disabled Citizens of South Carolina

Use CHF Website

For Easiest Way to Get Your Forms and other fundraising tools

columbushope.org