



IDAHO FALLS Post #56 AMERICAN LEGION BASEBALL

2018 FEE FUNDRAISING GUIDE

Players may pay the entire amount of their fees or utilize any of the fundraiser methods offered by Post 56 American Legion Baseball. There are 3 fundraising opportunities offered to assist Players. If you raise more than is needed for your own fees through Sponsorships, the excess funds will go to your Team to help offset travel and other costs. Alternately, you can designate your excess funds to go to another Post 56 Baseball player or you can ask the Post 56 Baseball Board to apply the funds to a needy player through their Scholarship program.

READ THIS INFORMATION IN DETAIL! THERE ARE LOTS OF TIPS FOR YOU TO USE IN YOUR FUNDRAISING EFFORTS and SOME CHANGES TO THE PROGRAM THIS YEAR!

OPPORTUNITY 1: Obtaining Business Sponsorships:

NEW THIS YEAR..... 100% of any Business Sponsorship money goes to your fees!!!!

Sponsorships are an effective way to get larger portions of your fees paid quickly. In return for sponsoring a player, sponsors will receive a great value that includes advertisement and community recognition. PLEASE READ and become familiar with the document titled: “**2018 POST 56 BUSINESS SPONSORSHIP FORM**”. It has all the details and information on the types of sponsorships available to businesses. (It is available on our website at: www.ifalbb.com). Depending on Sponsorship Level these business will receive:

- Acknowledgement as a donor on our well visited website www.ifalbb.com .
- In park recognition as a sponsor of POST 56 Legion Baseball at select home games and at Melaleuca field during AA Bandits games.
- On air acknowledgement as POST 56 Legion Baseball sponsor on select local ESPN radio game broadcasts. Including the popular Idaho Falls Chukars vs. the Bandits exhibition game and the WWW.MILB.COM game broadcast.

Simply contact the business or person you are hoping to have sponsor you and discuss with them the benefits of a sponsorship. Provide them with the **2018 POST 56 BUSINESS SPONSORSHIP FORM** and sign them up! You are responsible to collect the money and return it to your Team Rep or Coach.

More Tips on Sponsorships:

1. Consider drafting letter that you can leave with people or send to people. Sponsors like to understand why you need the money and what it goes toward.
2. Consider going to Melaleuca Field and buying some of the Chukars v Bandits Tickets (at your cost of \$1.00 per ticket) and give those away to businesses that sponsor you.
3. Consider getting several (players) together and visit businesses in malls and in town. There are many who will give small donations, even if they don't do a Business Sponsorship. Small donations add up quickly.

3. Look presentable when you visit businesses. Politely ask to speak to the Manager or Owner. Make eye contact when speaking. Leave materials if they are not available.
4. Follow up! If you feel like you want to practice on someone contact your Coach and/or your Team Rep.
5. **Don't put it off** – the sooner you start, the sooner you raise your fees the better, but.....
6. Some businesses need a receipt which might need to include POST 56 Baseball's Tax ID number. Talk to your Coach or Team Representative for help getting a business a receipt if needed.

OPPORTUNITY 2: Hitting Camp Fundraiser:

Again this year, the “AA” Bandits will host a baseball Hitting Camp **on May 24, 2018** at Melaleuca Field from 4:30 to 7:30 p.m. **This year BILLY BUTLER, MLB Player will be a Guest Speaker!** If you enroll a camp attendee (and the camp attendee pays the registration fee of \$55.00 and attends the Camp), **you will receive \$20.00 toward your fees.** This is absolutely one of the easiest methods to get your fees covered. Simply take the sign-up sheets with the hitting clinic and registration information to local youth games such as Cal-Ripken, Little league and Babe Ruth or contact potential interested camp attendees that you know individually. Game schedules for those teams are on the internet at <http://idahofallsbaberuth.org/site/>. Ask the coach for a minute of the team's time before the game begins or at the end of the game (****be sure to arrange this with the Coach ahead of time and see what is preferred****)! Explain to the players and their parents what the clinic is and how it will benefit them as players. Then give them the sign-up sheet **with your name already filled out in the “Player Sponsored” line.**

Clinic selling points/tips:

- Talk with parents and players at the same time. Parents ultimately make the decision so talking to the player without parent should always be the last choice.
- Point out that the camp fee is less than the gas money of going to a lesser quality camp in Salt Lake City or Boise.
- When promoting the hitting clinic at youth games, **don't show up 10 minutes before first pitch.** You most likely will not be welcomed. Be there at least 20-30 minutes before the game or make arrangements prior to the game to meet with the team afterwards.
- Every year we point out that game schedules such as Cal Ripken are posted on the internet. Every year we suggest that players go to those fields prior to games. Yet every year we hear from coaches who tell us no one approached their team. Don't assume someone else already talked to the teams in your area! Go to as many games as possible.
- Many parks hold up to three games simultaneously. Always carry enough sign up sheets to cover all players for all teams.
- You must make sure they list you as the “Player Sponsored” No money will be awarded if clinic attendees leave this blank or if they do not pay.
- The Hitting Camp Forms (Hitting Camp Flyer and Hitting Camp Registration Form) are online. You can print them. This year, in addition, Camp Attendees can register and pay online at www.ifalbb.com

OPPORTUNITY 3: Chukars VS. Bandits Ticket Sales (2 METHODS):

Selling Tickets to the Chukars Bandits game is also an easy fundraising option. Every year the “AA” Bandits play the Idaho Falls Chukars (the minor league “A” affiliate of the Kansas City Royals) in a pre season exhibition game.

This year the game will be on THURSDAY, JUNE 14TH at Melaleuca field at 7:15 PM.

This is the first chance to see the Idaho Falls Chukars in 2018. The game is widely advertised and a very popular community event (Last year over 3,200 fans attended). General admission tickets to this game are \$5.00.

METHOD 1: Direct Chukars v. Bandits Ticket Sales

Beginning May 21, 2017, POST 56 American Legion players will be able to pick up tickets for this game at the main office at Melaleuca field for \$1.00 each. You will pay for the tickets when you get them from the Chukars office). Then you can sell the tickets for \$5.00 each. For every \$5.00 ticket you sell you keep \$4.00. Locals are looking forward to professional baseball in June and are extremely receptive to this event. Even more so when they know that all the money goes to support Post 56 American Legion Baseball.

METHOD 2: Chukars v. Bandits Business Sponsorship Package Sales

You can also enroll businesses in this event by selling them a game sponsor’s package. Business who buy a Chukars v Bandits Game Sponsorship Package will receive game tickets to give away to the public. The business will be featured on local Radio stations promoting them as a free ticket outlet increasing their customer traffic. Businesses have reported giving away all 100’s tickets in one day while experience a large influx of customer traffic that day. One note - **Note Free tickets may not be given out until June 6th, 2018.**

Please use the “2018 CHUKARS V. BANDITS GAME SPONSOR PACKAGE FORM” to sell these sponsorships. Details for the Chukars v Bandits Game Sponsorship Packages are on the Game Sponsor Package Form. You sell the package, then go to the Chukars Main Office to buy the tickets for \$1.00 and keep the difference between the ticket cost and the package. The levels are:

**** 50 Tickets - \$100 **75 Tickets - \$150 **125 Tickets - \$250 **150 Tickets - \$300**

All forms for these Fundraisers can be found on www.ifalbb.com . It is the responsibility of each player to print out their own forms. If you do not have access to a printer, contact your Team Representative for assistance.

For more information, answers to questions or help, please ONLY contact the person(s) designated as your Team Representative:

Bandits: Cliff Brady (vacsell@cableone.net) 208-520-3033 / Tammie Whyte (twhyte@whytelaw.com) 208-520-9262

Bonneville: Ryan Christensen (rchristensen1232@msn.com) Phone: 208-520-8942

Skyline: _____

Hillcrest: Brian Delaney (

Idaho Falls: Todd Dompier (tdompier@gmail.com or tdompier@idahopackage.com) Phone: 208-589-1709