

CULTURE JAM!

About our Program Costs

Culture Jam brings together youth from as many different backgrounds—cultural, ethnic, economic and geographic—as possible for our programs. ***One of our core principles is that no one who wants to Culture Jam will be turned away based on inability to pay.*** We feel it is important to keep our costs as low as we can as well as to offer financial help to anyone who needs it. We encourage ***everyone*** to participate in this effort to ensure full access to Culture Jam for everyone. It costs Culture Jam more money to put on our program than we receive in program fees so our non-profit organization has to raise the money to cover the rest of the costs. Many, many people contribute to you having a great experience.

Culture Jam is all about youth empowerment. Youth who have raised part or all of their program fee tell us that they learned a lot about gaining support for things they care about. ***In fact, we encourage all participants to consider raising their own funds, even if their families would be able to cover the entire amount.***

We are supporting you in taking action to contribute to costs. We have enclosed our Fundraising Guide to give you some ideas about how to raise money. Also, we are always available by phone to help with your fundraising efforts, give you ideas and help you think creatively about what you want to do.

We understand that everyone may not be in a position to engage in personal fundraising. Culture Jam will do everything we can to accommodate everyone's needs. Again, we don't ever want to turn away a youth due to inability to pay.

Our first step in awarding scholarships is to determine how much each participant and their family are able to pay. (See enclosed letter if you have already requested scholarship information). There are no long, extensive forms or tax returns required for this. We simply ask participants and their families a few important questions so that our Scholarship Committee can fairly distribute the scholarship funds that are available. Sometimes schools, churches, youth organizations or other groups are able to help youth supplement what their families can pay so that they can attend Culture Jam. Often friends, neighbors, teachers or other contacts help out. You might get inspired and use your creativity in finding other ways to raise money for your program fee.

If you would like to talk about fundraising options or scholarship issues, feel free to call Robin at (541) 465-2230, or email her at robin@oregoncountryfair.org.

We look forward also to hearing about your fundraising triumphs! Keep in touch.

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Fundraising Guide

Getting Financial Support from Your Community

The easiest way to raise money is to ask for it. There are many people and organizations that would like to see you come to Culture Jam and will help you get here. The catch is *THEY WON'T GIVE YOU MONEY IF YOU DON'T ASK FOR IT*. The best way to ask for money is to write a letter that you give to people. The letter should describe what Culture Jam is, how much money you need to raise, and why you want to go. Below is a sample letter that you can use as a guide.

HERE'S A SAMPLE LETTER

Dear Supporter,

My name is (YOUR NAME) and I am raising money so that I can attend Culture Jam gathering for youth. Culture Jam summer program is a six-day gathering for young people who want to take an active role in creating a positive future. The gathering focuses on creativity, leadership, and community activism. Throughout the week, I will have a chance to meet peers from all kinds of cultures and backgrounds and attend workshops on visual arts, theater, leadership, ecology, and lots more. I am excited about attending the Culture Jam because I will learn important community building, leadership and self-awareness skills to bring back home. There are many young people like me who are determined to make a real difference in our communities, and this event will give us some of the skills to do that. I'm asking you to support me by making a donation that will enable me to attend Culture Jam and contribute to enhancing our community. I am able to pay for \$xxx of the \$xxx tuition, and need to raise \$xxx more. Any donation you can make will get me closer to my goal.

I appreciate your support in helping me attend Culture Jam. If you need any further information on this program you can contact Culture Jam at the Oregon Country Fair office: (541) 465-2230.

Sincerely,
(YOUR NAME)

P.S. I appreciate your help in allowing me to attend this program. Unfortunately contributions to my own tuition are not tax-deductible because it is a payment for an event, but contributions to Culture Jam's general scholarship fund are tax-deductible.

Donation Tips

People may ask if their contributions are tax-deductible since the Oregon Country Fair is a non-profit organization in the US and is a registered charity. According to the IRS donations that go to the general Culture Jam scholarship fund are tax deductible, but, unfortunately, donations toward a specific person's registration are not tax-deductible.

Here are some possible contacts to ask for support:

Family and Friends:

Make a list of anyone you know that may be able to help:

- extended family
- friends of your parents
- teachers who you think might help you
- parents of your friends
- your boss or co-workers if you have a job
- store owners of places you frequently shop or hang out

After you ask each of these people to donate, ask them if they know of anyone else you can ask. Your networking will go even faster! The people you approach don't have to be wealthy and they don't have to give big donations. Remember: if 10 people give \$25, you are more than halfway there.

Local Businesses

Many businesses in your town give money regularly *when they are asked*. Start with businesses you or your family use a lot, or places that have young customers. Go in person and make sure it is a good time that isn't too busy.

Chamber of Commerce

The local Chamber of Commerce usually has some money to donate each year. Make sure to take material about the program in with you. You may be asked to share your experiences with Chamber members after the event.

Place of Worship

If you or your family attend church, temple, or another place of worship, be sure to contact them. The youth group may also be able to help in raising money or giving you more ideas about who to ask.

Rotary, Kiwanis, Rotary, Scouts, and Other Clubs

Your town has many local service clubs who donate funds to youth. Look them up in the Yellow Pages under "Clubs." Call first to set up a meeting. Sometimes they will want you to come talk about your experience afterwards.

Activist Organizations

If you belong to any community organizations like a youth council or a local environmental group, talk to them about making a contribution toward your tuition. The skills you learn at Culture Jam will help make you a better leader.

Other Great Tips

Asking for money can be intimidating whether this is your first time or if you've done it dozens of times before. The following tips may help you to be as effective and confident as possible.

- ⇒ Always have your fundraising letter, and/or a Culture Jam brochure with you. Having some materials is a great way to open the conversation. Think about what you want to say and why you want to do this before you talk to people. Be prepared.
- ⇒ Be real with the person you are approaching. If they see that you genuinely want to come and are excited, chances are they will find a way to help you out. Always be friendly and polite, and above all, genuine.
- ⇒ Don't take "No" personally. Remember that not everyone will contribute or is able to contribute and it is mostly likely not about you if they say no. Thank the person for their time and remember that the more people you contact, the better chance you have of hearing "Yes".
- ⇒ Call us at the Culture Jam office. We can tell you if anyone else is fundraising. Working as a team makes it go faster and is more fun. We can also get you more information about the event, help you brainstorm places to fundraise, and congratulate you on your successes.
- ⇒ Personalize your appeals letter. If you are mailing letters to people, use their names instead of "Dear Friend".
- ⇒ Don't forget to follow up. If someone says they would like you to come back later, set up a good time to return.
- ⇒ Always say "thank you." Regardless of whether people have donated or not, thank them for taking the time to listen to you. If they do contribute, thank them for their gift. Take their address so that you can send them a thank you note after you have returned from Culture Jam, include a few pictures in your thank you if you can.

Service Projects

Service Projects are another great way to raise money. Make a list of any projects you can do in your community. For each project, make sure you have signs telling people why you're raising money. Also make sure you have some Culture Jam brochures to give out in case people want more information.

Here are some more ideas...

Car Washes: Get a gang of friends together to have fun in the sun. Lots of times gas stations will let you use their parking lot and water. Put yourself on a prominent street corner with some big signs. Most people charge \$3 – \$5 per car.

Photo Sales: If you are into photography, go around your neighborhood selling photos that you will take at the event. Charge each person \$10 – \$20 for cool photos capturing Culture Jam.

Bake Sales: Get your chef hat on and go crazy. Make all sorts of sweet treats. People love buying snacks and you can make a lot of money.

Garage/Yard sales: Now is the time to clean out your basement or collect things from nearby houses or businesses. Not only will you make money, but you will be helping your neighbors out as well. Don't forget to advertise in advance (in the local paper's classified is best) and then make big signs pointing in your direction.

Recycling: Recycling is an excellent fundraiser if you live in an area that gives cash for bottles, cans, or paper. If you do, show your fundraising letter to your neighbors and ask them to save their recycling for you.

Checks should be made payable to Culture Jam. As you collect funds, be sure to forward them to Culture Jam, 442 Lawrence Street, Eugene, OR 97401. We will apply the funds toward your tuition.

If you do fundraising and raise more than you need, this is fantastic!!! Extra money can go directly into the financial assistance fund for the many, many participants who need additional funding, or you can specify that any extra funds you raise be credited to your use for a future program.

Financial Assistance

You might not be able to raise all that you need and that's okay. If you still need some help to get to Culture Jam, we may be able to make a contribution toward your program fee from our scholarship fund. Don't hesitate to ask.

Final Thoughts:

Although you may think fundraising is an intimidating prospect, once you get out there you will be amazed to find out how easy it is. Some people will tell you "No," but many others will give you money and want to help you. Remember that you are raising money for a worthy cause – you! If you have a positive attitude and are enthusiastic, people will feel it and be excited with you.

This is a team effort, and we're here to help you so please call us if you are stuck for ideas or need some encouragement. If you have any fundraising ideas you would like to share, let us know and we will pass them along.

Good luck, have fun, and we'll see you soon at Culture Jam!!!