

Area 2 – AC&C Fundraising Guidelines

This document explains various fundraising activities as they relate to AC&C. Hopefully, the diagrams below will better clarify what types of activities are 'legal' and the purpose, sources and recipients of any funds raised in conjunction with an AC&C.

AC&C is not considered a "fundraising event" – it is primarily an "educational event." Typical fundraising events include: political rallies & dinners; benefits for victims of disasters like floods, earthquakes, fires; Police/Firemen's Balls; Salvation Army bell-ringing; golf tournaments or walks for causes, such as: aids, cancer, diabetes, heart disease, etc.

Even though AC&C is primarily an "educational event," Area 2 – just like any other non-profit organization – can raise funds to offset costs/expenses of holding this event. Being a non-profit organization does **NOT** mean our members must pay out-of-pocket all costs associated with running an AC&C.

Also, being a non-profit organization does **NOT** mean that Harmony, Inc. or Area 2 events cannot earn a profit. It just means that any profits earned from AC&Cs or ABC Days are used to fund the purposes for which our organization exists: education of our members, hosting conventions and contests, putting on shows, promoting quartets, etc.

Fundraising for AC&C

There are several different external revenue sources Area 2 can tap for funds, including: ticket sales to the general public, ad revenues, donations, income from vendors, underwriters/sponsors, grants, etc.

The box below lists several major external sources of fundraising income for an AC&C.

FUNDRAISING FOR AC&C

Proceeds go to AC&C bottom line. Any profit is split between Area 2 and hostess chapter – with chapter's profit limited to \$1,000.

- Program Ads (BHS, local sponsors, companies, quartets)
- Guest AEPs (general public, non-members)
- All-Day Educational Passes (student non-members)
- Ticket sales – contests (general public)
- Booth space rental and/or % of sales (vendors)
- Grants (various sources)
- Corporate donations, sponsorships, underwriting

Fundraising Events at AC&C

Besides raising external funds to help offset overall costs of having an AC&C, several fundraising activities are often held during an AC&C.

The box below lists various fundraising events that are typically held at Area 2 AC&Cs and the recipients of those funds.

FUNDRAISING EVENTS AT AC&C

Proceeds go toward recipients listed below.

- Sing w/ the Queens → Ass'n of HI Queens
- Sales of HI merchandise → Harmony, Inc.
- Area 2: Basket Raffles, Silent Auctions, Quilts, etc. (items donated by chapters, quartets & members) → Youth Outreach
- Specialty Item (raffle or silent auction) → proceeds earmarked for specific purpose

AC&C Hostess Chapter Fundraising

As a 'thank you' to the chapter that does all the work of hosting an AC&C, the hostess chapter may also raise funds for its own purposes during AC&C. The hostess chapter may use these proceeds to run their chapter or for any chapter-related expenses – or they may choose to donate any portion of the funds they've raised to the charity of their choice.

The box below lists various events that AC&C hostess chapters may organize to raise their own funds.

AC&C HOSTESS CHAPTER FUNDRAISING

All proceeds/profits go to hostess chapter.

- Sales of crafts or chapter-procured items in the Hospitality Room
- Donations toward chapter-provided coffee/snacks
- White Elephant or 'yard sale' table sales
- Silent Auctions of chapter-procured items