

Local Service Club Funding Opportunities

Like you, men and women in your community have joined local service organizations to make a difference. Each of these clubs or organizations have their own unique area of interest, but like **AMBUCS**, most have local projects that they will support, even if they fall outside their primary mission.

In your efforts to raise operational costs and to fund AmTrykes® these service organizations may be a source of financial assistance for your chapter. The AmTryke® is a great project, but before another organization can assist your chapter they have to know about you. You will have to ask for their assistance. National AMBUCS, Inc. has developed two letters that can be used to assist your chapter in these efforts.

If you are a new chapter it is important that you increase your visibility in your community. One of the best ways to do this is to go on the “speaking circuit.” In the letters we have included an offer for someone in your chapter to present a program on the AmTryke® to the organization from whom you are seeking funding.

Who should you send the letters to? You will have to identify the service clubs and organizations in your community. Check with your local Chamber or Commerce or library and see if they have a directory of service organizations. We have included web addresses for various national service organizations. If you go to these web sites you will be able to complete a search to see if these organizations are represented in your community. There will also be clubs and organizations that may have no national affiliation. These may be a little more difficult to identify. As you become aware of them be ready to send a letter.

Sometimes it is not enough just to send a letter. You need to try to identify the person who is the local president or chair person of the organization. Once you send the letter you should follow-up with either a telephone call or a personal visit. Why? People get asked everyday for donations. Letters are easy to throw away. Some organizations hold letters in a file and if they don't get a follow-up call or visit the request gets no further consideration. A variation to this is to call first and let someone know the letter will be sent. This way the organization knows it coming and you have associated a real person with the letter. It is much harder for people to tell you “no” if they know you.

Following are web-sites of different groups for you to research as potential funding sources:

Rotary	www.rotary.org
Lions Club	www.lionsclubs.org
Kiwanis	www.kiwanis.org
Knights of Columbus	www.kofc.org
Benevolent and Protective Order of the Elks	www.elks.org
Zonta	www.zonta.org
Fraternal Order of Eagles	www.foe.com

Sertoma	www.sertoma.org
Association of Junior Leagues	www.ajli.org
Rotaract (Rotary Clubs for 18-30 year olds)	www.rotaract.org
Altrusa	www.altrusa.com
National Exchange Club	www.nationalexchangeclub.org
Ruritan	www.ruritan.org
Jaycees	www.usjaycees.org
Loyal Order of Moose	www.mooseintl.org
Variety Clubs International	www.varietychildrenscharity.org
Civitan International	www.civitan.org
General Federation of Women's Clubs	www.gfwc.org
Optimist International	www.optimist.org
AMVETS	www.amvets.org
Amercian Legion	www.legion.org
Veterans of Foreign Wars (VFW)	www.vfw.org

Local Police Benevolent Organizations or Union Groups
 Local Fire Benevolent Organizations or Union Groups
 Local Union or Labor Organizations
 Local Professional Organizations (doctors, lawyers, therapists)
 Faith based groups

The letters were created in Microsoft Word so they can easily be modified for your Chapter's use. Both letters are structured in basically the same manner. What you will need to do is replace your local information in the parenthesized areas. The following fields will require modifications and may appear more than once in the letter:

(DATE)

The current date

(ORGANIZATION)

The name of the organization you are contacting.

(NAME OF ORGANIZATION'S PRESIDENT/CEO)

The name of the Club President or other title of the organization you are contacting. Be sure to use the proper salutation, such Mr., Ms., or Mrs.

(STREET ADDRESS)

This is self explanatory.

(CITY, STATE ZIP)

This is self explanatory.

(LOCAL)

The name of your Chapter.

(AMOUNT)

The amount your Chapter is requesting.

(NAME OF YOUR CITY)

This is self explanatory.

(PHONE NUMBER)

A number the sender can be reached.

(TYPED NAME)

The typed name of the President of your local chapter.

Be sure you proof read every letter before you send it out to insure all modifications have been made and are correct. Remember to follow-up on every request if possible.

For AmTryke® requests, if you have an exact price of a tryke you are trying to finance, include that in the amount. If it's a general AmTryke request the average price cost that we often use is \$500.

For operational support keep your requests to \$250 or less. When calculating your operational costs you should not include your dues, but you should include your insurance, postage and professional fees (tax preparation and such.) Once you have reached your goal on operational costs, you can concentrate on AmTryke® funding.

In the "AmTryke" letter it makes reference to a handout. This can be obtained from National AMBUCS web-site and included with your letter.

Good luck, and as always National AMBUCS is here to offer you support. If you have a question regarding the letters or how to use them give Bob Richard, our National Grant Coordinator a call at 217-304-2238 or e mail Bob at bohr@ambucs.org.