



RCB ENTERPRISES

SERVICE GROUP FUNDRAISING OVERVIEW

Introduction

We're RCB Enterprises, Inc the food and beverage company of the Rochester Red Wings.

The Red Wings own and operate their own in-house food & beverage department, which includes suites, picnics, on-site catering and the concession stands on the concourse.

We take pride in our food & beverage operations and we would like to extend an invitation to you to join our team, raise funds for your group and have a little fun.

What We Are Looking For

We are looking to help non-profit service groups raise funds for their respective goals. You can make this happen by working one or more of our concession stands at any event at Frontier Field and by organizing a group outing to a Red Wing game. We would ask your group to commit to a minimum of six games per season, with the maximum number being up to you. **You will also be asked to organize one group outing with a minimum of twenty five tickets sold.**

Your group will then receive a percentage of the sales of the concession stand your group staffs and \$1.00 for each ticket sold on your group night at the ball park.

Of the dates you choose to staff a stand, we ask that you choose at least:

- one day game (Monday-Friday)
- two games in late August
- one Sept. playoff game if the Red Wings qualify

Before You Begin, You Will Need...

1. A desire to raise funds for your group.
2. A group of dedicated volunteers who will staff one or more of our concession stands.
3. A group of eager fund raisers who can sell tickets to a Red Wing game.



4. Your group must be able to provide the following documents. For your convenience samples are included on the opposite side of this folder:
 - A) A certificate stating your group's non-profit status [501c(3) certificate].
 - B) A Certificate of Insurance naming:
 - 1) RCB Enterprises, Inc.
 - 2) Monroe County
 - 3) Greater Rochester Sports Authority
 - 4) Greater Rochester Outdoor Sports Facility, Inc.
 - 5) Rochester Community Baseball, Inc. as co-insured.
 - C) The Certificate of Insurance must provide the following limits:
 - 1) General Liability \$1,000,000
Or
General Liability \$1,000,000 with an Excessive/Umbrella Policy for \$4,000,000
 - 2) Worker's Compensation and Employer's Liability (standard in NYS)
 - 3) Liquor Liability (when applicable) \$5,000,000
 - D) Internal Revenue Service Form W-9

Why Is This A Good Deal For You?

- You can make money for your group! Your group will earn 10% of the stands net profit (7% at portables) and \$1.00 for each ticket sold for your special group outing at a Red Wing game.
- It's easy! We provide the entire product, equipment and the training you will need. You just bring the energy and enthusiasm.
- Working games at Frontier Field can bring added publicity for your group. Your group will be included in our public address announcements, scoreboard listings during the game and your group name will be on a plaque on the outside of the stand you are operating.
- A donation of time and energy is a good way for people of limited finances to contribute to worthwhile causes.
- Working the games is fun. It's fun to work with old friends and make new ones. You will not believe how fast the time goes by and you cannot beat the atmosphere.

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