Food for Funds
FUNDRAISING OPPORTUNITIES

We gave away $18,000+ in 2012 to our non for profit workers!
We are looking to expand our non for profit program and want you! Do you need help buying uniforms, help paying for travel fees, new equipment; maybe help a kid go to camp? Maybe your group’s general funds need some padding. Whatever the case consider working at the Shorebirds stadium.

Not your typical fund raiser...
Compared to traditional fund raising efforts, our program is a unique and fun opportunity. Have you ever noticed that typical fund raisers depend heavily on the generosity of your friends, relatives, neighbors and co-workers? To make a profit, you are required to impose upon them to buy candy or raffle tickets, or to sponsor you in an event or play in golf tournament. There are also the required, endless hours of planning. To add to the difficulty, everyone else around you is often trying to do the same thing.

“Sure, I’ll buy your candy...after all, you bought my raffle tickets last week...”

Do you ever feel like you are merely exchanging one fundraising item for another between yourself and your friends? This routine is okay, but wouldn’t fundraising be more enjoyable if you didn’t have to rely on someone else’s sense of obligation?

Your alternative...
The Ovations Food for Funds Program offers you a better alternative. Our concessions are in high and immediate demand by patrons enjoying baseball games, Bike Week festivities, concerts and other sporting events.

The Fund part...
For our customers, buying refreshments is a fun part of an event, rather than an obligation. You no longer have to knock on doors to ask people to buy something. They come right to you! It's fund raising without any awkwardness or guilt. Not only are you raising money for your organization, but you are working together as a group with others who have the same goal. You can earn money for your worthy organization and build teamwork at the same time.

Who should be apart of our opening season?
Ovations Food Service will use volunteer groups to supplement our workforce right from the beginning. We welcome a variety of organizations to participate in our program: military, schools, churches, animal rescues, sport teams, band boosters, fraternal and civic organizations.
The Food for Funds Program

Your non-profit organization would staff one of our concession locations during various events and would earn a percentage of net sales made by that stand. In order to staff a concession stand, you need to provide individuals to work as managers, cashiers, and back-up workers for food preparation in the stand. We provide training for your workers. Your group is responsible to operate the stand from start to finish. This includes counting beginning inventory, preparing items for sale, serving the customers, all cash handling, cleaning up the stand and counting ending inventory. Some other key things to know are:

Earning Potential

Your group earns a commission based on the net sales (gross sales from your stand, less sales tax). Your earnings will vary based on the size and location of your stand and the type of event. Commission percentages range from 7-10% depending upon the type of location and your level of sales. The higher your sales the higher your commission will be. Commission checks are mailed to your organization approximately 3 weeks after the date of the event.

If you have a small group and are not able to recruit enough workers to fully operate a location we will pay on an hourly rate to the organization you are representing.

Getting started

You need to have the following:
1. People - You need a group of reliable people who like to work and have fun.
2. Federal Tax ID # - You need to provide your 501(C)3 Non-Profit FID number. Your organization can obtain a Federal identification number through the United States Internal Revenue Service. Please note that this is not the same as a tax exempt number.

Alcohol will be offered:
- Due to the sale of alcoholic beverages, there must be an appropriate number adults working. The minimum age is 16.

All members must be on time:
- You are responsible for making sure that your members report to work on time and are properly dressed for scheduled events.

All workers must adhere to the dress code:
- Ovations Shirt - provided
- Black Pants or Shorts - no sweat pants, leggings or blue jeans
- Rubber Soled Shoes - Sneakers are perfect. No sandals, high heels or open toed shoes.
- Apron - Ovations provided

Training:
Some basic training will be provided and is required to be attended by all groups. Areas covered include:
- Food Service Preparation
- Alcohol Awareness
- Customer Service
- Safety and Sanitation
The initial training will be held during a non-event period and usually lasts 2 - 3 hours. There will be 2 - 3 training sessions prior to your first scheduled event and will continue on throughout the year as needed.

If you have any questions, or would like to join the Food For Funds Program, please contact:
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