

Finances and Fundraising

FINANCING YOUR DISTRICT TOURNAMENT

Revised: 9/21/2016



Pre-Qualifier / Qualifier Fees

Districts are responsible for paying **\$10.00 per participant for all golfers participating in your pre-qualifiers and qualifying tournaments.** The number of qualifying spots granted for future Optimist International Junior Golf Championships will be determined by the number of participants that are indicated on the District Qualifying Report Form and for whom the qualifier fee is paid. This fee helps defray some of the costs that Optimist International incurs in running such a prestigious program. District Chairs should submit the District Fee Report Form along with the \$10.00 per participant fee. District support is essential for the success of the Optimist Junior Golf Program. **To help obtain these fees most Districts include qualifier fee in the golfers registration.**

PROMOTE the Value for a Golfer to Attend

The registration fee is **\$730 US** per golfer which Includes:

- Tournament Entry Fee
- Golf-tournament rounds (practice rounds not included)
- 5 night lodging
- 5 breakfasts and 4 dinners
- And access to all Special Events

Additional fees apply for guests which includes their housing and meals as well. Due to the exclusive nature of the event, golfers are required to stay at PGA National.

District Financial Responsibility

- District qualifier fees as noted above and
- Districts are responsible for paying for the first place boy 16-18 and girl 15-18 winners and other divisions, if funds allow: Payment of registration fees are \$660.00 for any District per winner.



Golfers from Outside of your District

If a junior golfer from outside your District plays in your tournament and wins, your District is not responsible for paying the registration costs.

You may choose to do so, but if your District feels strongly about only supporting junior golfers from within your own District, you should pay the registration costs for the highest finisher that resides within your District.

(The qualifying procedures publicized for players will read as follows: "If a junior golfer chooses to qualify outside of their District, Optimist International cannot guarantee that their registration fees will be paid should they win that event.")

Costs for District Winners Only

The registration fee for a first place winner is **\$660 US**. Any registration payments that are being paid for by the District **MUST** be mailed to Optimist Junior Golf immediately following qualifier with appropriate District Qualifier fee report.

Make all checks payable to: Optimist International Youth Programs Foundation, Inc.

If a golfer is not able to attend or cancels, money will be returned to District or applied to another golfer.

Who receives the District Winner Discount?

A discount of **\$70** will apply only to the first-place winner in each District-sponsored age division. In cases where the first place winner is an out-of-District golfer, the discount would then be applied to the Out-of-District winner and to the next place in-District golfer.

In the event the first-place winner does not attend. The discount does not apply to the second place/alternate winner. Discounts do not apply to Commuters.

Registration Fee	\$730.00
Discount	<u>-\$70.00</u>
Total	= \$660.00

District Optimist Volunteers

Districts are encouraged to send volunteers to work at the Championships. The costs for District volunteers are:

Hotel Room (one king or two double beds) at PGA National: **\$103 US** per night.

Cottage (2 bedrooms, 2 bathrooms, living room, dining room, kitchen and laundry facilities): **\$217 US** per night.

Individual Meal Tickets: **\$20 US** breakfast buffet; **\$38 US** buffet dinner.

District Tournament Registration Fees

Your tournament registration fees greatly affect the success of your District qualifying tournament. It is recommended that your calculations be based on the turnout of the previous year's event.

Communication within your District should start as early as possible with details of your tournament plans, financial requirements, and volunteer needs.

Your tournament registration fees must cover greens fees and should also offset the District's costs in sending the first place winners of each age group and paying the \$10.00 pre-qualifier and qualifier fees. Your entry fee should be comparable to similar junior tournaments in your area.

Fundraising Ideas

Kohl's Department—Associate in Action

Kohl's Department store has an Associate in Action program. Following is information how you can benefit. Your tournament can receive a \$500.00 grant per store.

The Optimist International Youth Programs Foundation, Inc. is a 501(c)3 organization

To qualify for an Associates in Action \$500 grant:

- * A minimum of five Kohl's Associates from one Kohl's location must volunteer for a minimum of three consecutive hours in one day
- * The activity must benefit a qualifying youth-serving, ages birth to 18 years, 501(c)(3) nonprofit organization.
- * Funds must be used to directly support youth, ages birth to 18 years, community-wide.

Their program is volunteer based, so Associates may not be able to participate in every request; however, according to Associates, the number one reason for volunteering is "because someone asked."

You must submit requests 4-6 weeks in advance of your event for stores surrounding your area.

SAMPLE BUDGET

INCOME

Entries	_____ x \$_____ = \$_____
Corporate/Club Sponsorships	\$_____
Donations	\$_____
Miscellaneous Income	\$_____
TOTAL INCOME	\$_____

EXPENSES

<i>District Qualifying Tournament</i>	
Advertising/Promotion	\$_____
Beverages	\$_____
Food	\$_____
Greens Fees	\$_____
Printing	\$_____
Postage	\$_____
Trophies/Awards	\$_____
Prizes (Bag tags, caps, etc.)	\$_____
<u>District Qualifier Fees, Payable to Optimist</u>	
# of pre-qualifying	
participants x 10.00 US	\$_____
# of District	
participants x \$10.00 US	\$_____
District Winners	<u>\$1300.00</u>
Boy 16-18 / Girl 15-18 (\$650.00 each)	
Winners (other age divisions)	\$_____
District Optimist Volunteer Fees	
Hotel Room	\$101 US x _____ days = \$_____
Cottage	\$215 US x _____ days = \$_____
Meals	_____ per day x _____ days = \$_____
TOTAL EXPENSES	\$_____

The following link will walk you through how to request volunteers and apply for a grant.

<http://www.kohlscorporation.com/communityrelations/Community04.htm>

You will need the 501(c)(3) nonprofit organization's Employer Identification Number (EIN).

Optimist International Youth Programs Foundation, Inc. — EIN # 431733736

Sponsorship Opportunities

Following are sponsorship opportunities that a couple of District Chairs use to obtain funds for their tournament.

SAMPLE LETTER

Dear Potential Sponsor:

The _____ District Qualifying Tournament for the Optimist International Junior Golf Championships will be held at _____ on _____. Winners (and other participants who qualify) in each age group will be eligible to advance to the International tournament at PGA National Resort & Spa, Palm Beach Gardens, Florida on _____. Last year, _____ junior golfers from the _____ District participated in the International tournament!

The _____ will provide entry fees to the International Tournament in Florida for the winners.

What this means to these Junior Golfers

- It's one of the top International Junior Golf Tournament in the world.
- It's ranked by JuniorGolf Scoreboard, Golfweek, Amateur Golf World Ranking and included in the AJGA Performance Based Entry Process.
- Approximately 30 College Coaches attend and recruit
- A chance to play against golfers all over the world.

Tournament Sponsors make this possible.

Sponsorship opportunities for businesses, individuals, and organizations are listed below. If you, your business, or your club would like to participate as a sponsor in this year's District Qualifying Tournament, please complete the form and return it as soon as possible but no later than _____.

The _____ District of Optimist International and the many junior golf participants thank you in advance for your support!

Yours in Optimism,



SAMPLE: Make it fit your needs

Title Sponsor – \$1,500.00

Promoted as "Title" Sponsor on all event printing, signage, and promotional material.

Double Eagle Sponsor – \$200.00

Sponsor the Driving Range, Putting Green, or Scoreboard. Includes Sponsors Sign

Eagle Sponsor – \$150.00

Sponsor the 1st Hole, 10th Hole, 17th Hole, or 18th Hole. (All of these are near the Clubhouse.) Includes Sponsors Sign on course.

Birdie Sponsor – \$100.00

Sponsor a Hole. (Holes 2-8 and 13-17.) Includes Sponsors Sign on course.

Participant Sponsor – \$75.00 per golfer

Sponsor one or more participants in the Tournament (Submit entry forms).

Create a submission form and mail to local business, individuals, organizations and your Optimist clubs at least three months in advance of your tournament. For a listing of the Optimist Clubs in your District contact your Governor or Optimist Junior Golf Staff.

The key to success is to keep following-up.