

# Camper

## FUNDRAISING GUIDE



Camp Barnabas



We are so excited you want to experience a life-changing week at Camp Barnabas. Our goal has always been to provide scholarship assistance to as many Campers as possible. We want your Camper to come to Barnabas, and this packet includes ideas and tips to help raise money for camp registration. We can also work with you to set up a payment plan if needed. To set up a payment plan, contact the Camper Registrar.

### REGISTRATION COSTS INCLUDE

- Meals
- Safety Resources
- Adaptive Measures
- Activities
- Lodging
- Medical Supplies
- Programming

2024 CAMPER RATES	
\$1,200	Early Bird Registration <i>(By August 31, 2023)</i>
\$1,400	Discount Registration <i>(September 1 - December 31, 2023)</i>
\$1,500	Registration <i>(January 1, 2024 - After)</i>

As a reminder, your \$100 registration fee is non-refundable.

### SCHOLARSHIP APPLICATION

1. Indicate a scholarship need within your Summer Registration.
2. Receive the Fundraising Guide, make your plan, and put that plan into action.
3. Complete the [Fundraising Action Form](#) once your fundraising plan is made.
4. Barnabas will contact you to review and provide award status.

Please know that requesting financial assistance does not guarantee funds will be automatically applied to your Camper’s account. Although we do not currently have a deadline for scholarship application requests, we encourage families to apply sooner rather than later, as we receive a high volume of requests.

Scholarship recipients for Summer 2024 will be determined starting in December 2023.



## Fundraising Ideas

We've put together a list of opportunities to help you find creative ways to fundraise for camp.

### LETTER TO FAMILY AND FRIENDS

Sending a letter to your family and friends is a great way to spread the word about your upcoming time at camp. We've put together a sample letter (page 6) in this packet. You can personalize it, then send it via email or mail.

### BIRTHDAY OR HOLIDAY PRESENT

Turn your request for camp into an experience gift. Material presents are fun, but experience gifts are priceless. The gift of camp is one of the best presents a Camper can receive. Surprise your Camper by encouraging family and friends to go in on a group gift that will change their life.

### HOST AN EVENT OR DINNER

Invite your friends, family, neighbors, and/or church congregation over for dinner. Charge admission or ask for donations and tell stories about your fun memories at camp. Have a slideshow playing and camp memorabilia to share!

### REACH OUT TO FUNDING AGENCIES (PAGE 7)

### APPEAL TO YOUR CHURCH

Contact your home church or other local churches and tell them about your upcoming opportunity to attend camp. Ask if you can share about your camp experience with Sunday School groups, at an upcoming service, or in their church bulletin. Some churches may even allow a special offering.

### GO FUND ME ACCOUNT

Setting up a GO FUND ME through social media is a great way to share your fundraiser with a lot of people. This provides a platform to share your story.

### CHECK IN WITH WORK

Many employers would love to support your Camper. Share in the break room or promote around the office with a poster that includes information about your Camper and ways to support.

### ENGAGE YOUR COMMUNITY

Garage sales, lemonade stands, and/or bake sales are a great way to get your Camper involved in the fun. Have your Camper design a shirt and sell them to supporters. Check with your favorite local coffee shop, community center, or school for bulletin boards opportunities to post information.

# Tell Your Story

Stories and testimonies are powerful. They make your call for support personal in a way that nothing else can. Stories add emotion, heart, and important background information that is appealing to all audiences. Stories have the power to connect with your family, your next door neighbor, or someone halfway across the United States. If you tell it effectively, your story can generate a lot of support!



## START FROM THE HEART

You know your story (or your Camper's story) best. Start by sharing a bit about yourself. This helps those who may read your story and want to help but may not know your history or background.

## WHAT DO YOU LOVE ABOUT CAMP?

Next, add in what makes camp so important to you. Share favorite activities, fun stories, quotes from you or your Camper, or memories from camp.

## GAIN TRUST WITH SPECIFICS

After you've shared your story, it's time to make the "ask." Be as detailed as you can about the funds you are requesting. Include the total amount you are asking for and what this amount includes such as fees, transportation, etc. This lets your potential donors know what they are giving towards.

## PAIR WITH IMAGES AND VIDEO

Images and videos are so important. They add life to your story! If you have past pictures of camp, add these. If you don't, take a quick video and add it. It will increase the chance that your story is seen, heard, and retained.

## ADD A CALL TO ACTION

Make sure you give your potential donors a way to give. Example:

### How you can help me get to camp:

1. Make a donation directly to my family via cash or check.
2. Donate online at [campbarnabas.org/donate](https://campbarnabas.org/donate) Have them make a one time gift and put your Camper's name in the comment section.
3. Call Camp Barnabas at 417-708-5298 and make a gift in the Camper's name.
4. Send in a donation to Camp Barnabas and include Camper name in the memo line of the check.

Mail to:

Camp Barnabas  
Attn: Camper Registrar  
P.O. Box 609  
Branson, MO 65615

# Repeating The Ask

It's okay to ask more than once if you spread it out strategically. Here are a few different ways to tell your story without repeating the same one:

## 5 THINGS I LOVE ABOUT CAMP

List your favorites and why they make camp great!

## MEET MY MISSIONARY

Write about the Missionary you were paired with and how they impacted your time at Barnabas.

## THE RIPPLE EFFECT

Share how going to Camp Barnabas has affected other parts of your life.

## COUNTDOWN TO CAMP

Remind your audiences how many days are left until camp!

## FAVORITE MEMORY

Write about some of your favorite memories or what you are most looking forward to doing at camp this summer.

## HOW DID YOU HEAR ABOUT BARNABAS?

Share your Barnabas story. How did you get connected with Barnabas? How long have you been attending? What friends have you met along the way?





## SAMPLE FUNDRAISING LETTER

*Friends and Family,*

*I have the incredible opportunity to attend Camp Barnabas in this summer! Barnabas is an amazing ministry dedicated to providing individuals with disabilities and chronic illnesses a life-changing week at summer camp. They have awesome activities for everyone - ziplining, waterslides, paintball, music, dance parties, and so much more. It is THE BEST!*

*But what I love most, is that for an entire week, they celebrate me for ME. Camp Barnabas reminds me that I'm perfectly and wonderfully created. In the eyes of God, I'm beautiful and celebrated. My family can rest easy knowing I'm in good hands with a 1:1 buddy and an on-site 24/7 medical team. I'm well taken care of and I can't wait to have an absolute blast!*

*The cost to attend covers meals, lodging, safety resources, medical supplies, adaptive measures, and programming activities. I am still working to fundraise my week and would be so grateful for any gift you'd give to help me get one step closer to my goal. Any amount is appreciated!*

### **HOW YOU CAN HELP ME GET TO CAMP**

1. *Make a donation directly to my family via cash or check.*
2. *Donate online at [campbarnabas.org/donate](http://campbarnabas.org/donate). Make a Camp Scholarship gift and put my name in the comment section.*
3. *Call in a donation to Camp Barnabas under my name: 417-708-5298.*
4. *Send in a donation to Camp Barnabas and include my name in the memo of the check:*

*Camp Barnabas  
Attn: Camper Registrar  
P.O. Box 609  
Branson, MO 65615*

*Most importantly, I would love if you would pray for my time at camp. Pray for the Staff who dedicate their lives to this ministry and make camp possible. Please pray for my 1:1 buddy who will be paired with me for the week. And, please pray for me – that I can grow in my faith and that my life will be forever changed!*

*Thank you for supporting me through prayer and/or giving. This trip wouldn't be possible without your generosity. I can't wait to go to Camp Barnabas and share all about it when I come back!*

*(Your Name)*

# Other Resources

If you are a resident in one of the following areas, there may be funding opportunities for you via the following boards or organizations:

## **Jasper County Sheltered Facilities Board**

1727 West 26th Street

Joplin, MO 64804

(417) 206-2886

[www.connectionsmanagement.org](http://www.connectionsmanagement.org)

## **Chances of Stone County**

P.O. Box 2015

Branson West, MO 65737

(417) 294-1207

[contact@chancesofstonecounty.org](mailto:contact@chancesofstonecounty.org)

## **Boone County Family Resources**

1209 East Walnut

Columbia, MO 65201

(573) 874-1995

<https://www.bcfr.org/>

## **Recreation Council of Greater St. Louis**

11 Worthington Access Drive, Suite E

Maryland Heights, MO 63043

<http://www.recreationcouncil.org/>

## **Missouri Developmental Disabilities Council**

1706 E. Elm St. PO Box 687

Jefferson City, MO 65101-6510

(573) 751-8611

[www.moddcouncil.org](http://www.moddcouncil.org)

## **Lighthouse for the Blind - St. Louis**

10440 Trenton Avenue

St. Louis, MO 63132-1223

(314) 423-4333 (Local)

(800) 542-3697 (Toll-Free)

[www.lhbindustries.com](http://www.lhbindustries.com)

Reach out to your caseworker. They may have additional resources and funding opportunities you are eligible for.

Please let us know if there are any other fundraising opportunities in your area.





## Camper Facebook Fundraising Policy

Facebook provides a campaign tool to fundraise for camp tuition. Prior to starting your Facebook campaign, please carefully review the following rules. This will ensure you are aware of all the stipulations involved and will clarify how we can assist you in your efforts.

### BEFORE YOU START, PLEASE READ THE FOLLOWING:

- As the family/campaign organizer, you must notify our Camper Registrar, Tracy Sherrow BEFORE starting a campaign at [tracy@campbarnabas.org](mailto:tracy@campbarnabas.org). Tracy can verify your camp tuition and registration status, both of which are important to know before beginning a campaign.
- It's important to let us know before you start a campaign, as we cannot attribute specific Camper scholarships (backdate/back label) to campaigns that have already passed.
- Starting a Facebook campaign doesn't guarantee your Camper a spot at camp. It is essential that you contact us prior to starting your campaign to verify registration status and tuition details.

### WHEN DESIGNING YOUR CAMPAIGN, PLEASE FOLLOW THESE GUIDELINES:

- Once you've notified our Camper Registrar, you can get started. Your Facebook campaign must include your Camper's first and last name.
- **Your Facebook campaign description should clearly describe that the campaign is NOT supporting the general scholarship fund, but rather a specific Camper.** We have thousands of Campers in our database and we need to clearly differentiate who will be receiving funding.

### FACEBOOK DONATION RULES:

- Your campaign total should reflect your tuition total for camp, which you can obtain from our Camper Registrar. We do not offer reimbursements. If you raise more funds than your Camper's registration, any extra funds will go into our General Scholarship Fund for that year. Your Camper's registration must be paid in full prior to his or her arrival at camp.
- If your Camper is unable to attend camp for any reason, a credit will be available under his/her name for the following year. If it goes unused, it will roll into the General Scholarship Fund.
- Camp Barnabas cannot issue tax receipts for donors or sponsors who make payments through Facebook. There are many complex regulations around the distribution of charitable tax receipts. Issuing an inappropriate receipt can put our charitable tax status in jeopardy, so please do not promise any kind of donation receipt.

### ONCE YOUR CAMPAIGN HAS FINISHED

**After your Facebook Campaign has finished, notify Tracy Sherrow, Camper Registrar at [tracy@campbarnabas.org](mailto:tracy@campbarnabas.org).** We will verify your final total and send you a report of any balance due. Note that based on Facebook's billing cycle, it may take up to 30 days to see these changes reflected on your account. Failure to follow the aforementioned rules could result in the inability to attribute funds to your Campers' account.



# The Power of Thanks

Once you've completed your fundraising, don't forget to share your gratitude! A simple thank you can go a long way when it comes to fundraising. Here are a few different ways to say thank you:

## HANDWRITTEN THANK YOU CARD

A simple hand-written card takes time, but it is so powerful. It lets your supporters know their gift meant a lot and adds the perfect personal touch. Add photos to make it even more personal.

## SOCIAL MEDIA SHOUT OUT

If you don't have a supporters address but do have a social media connection, it's great idea to give a shout-out online. You can do this via private message, by individually tagging supporters in a post, or by writing a general post to all of your followers about your gratitude.

## VERBAL THANK YOU

Saying thank you in person is always welcome and well-received.

## RECAP LETTER

After camp, send a recap letter of your experience and how much fun you had. This will show your supporters how their money was invested.

Gratitude is everything. Spending time saying thank you will add a personal touch to any relationship and make your supporters more inclined to donate again in the future.



**Tracy Sherrow**  
**Camper Registrar**  
tracy@campbarnabas.org  
417-708-5298

## Good luck fundraising.

Please contact us with any questions.  
We can't wait to see you at camp!