Bike Camp Funding Guide

• Prepare a bike camp budget. Use the ‘Bike Camp Budget Template’ found on the Host page https://icanshine.org/program-hosts/ican-bike-hosts/

• Determine the registration fee you would like to charge for each rider. Consideration should be given to:
  - Your mission and budget
  - What your local demographic can support
  - Your expectations for fundraising
  - Number of maximum riders permitted for your camp (based on square footage of facility)
  - Rider registration fees generally range between $150 - $250

• Compile a list of organizations and individuals to target. This may be your regular clients, supporters, business partners, community leaders, local businesses, families and friends. Some ideas to consider:
  - Rotary clubs
  - Businesses that your board members are affiliated with
  - Individuals or organizations that are known for supporting community events
  - Ask a local family-oriented bike shop to support the event financially and/or attend with suitable bikes for parents to purchase (possibly at a discounted rate). This is a win/win.
  - Restaurants – some will host a night for your event with a
percentage of proceeds donated to your program. Others may gladly donate lunch for one or more days.

- Ask your friends, family, coworkers and neighbors for ideas on potential partners. Ideas of what to ask for:
  - Financial support
  - Lodging for iCan Shine staff
  - Sponsor t-shirts
  - Sponsor a rider(s)
  - Sponsor bike handle(s)
  - Sponsor bike for rider(s)
  - Sponsor awards (trophies, certificates, medals)

- Visit local organizations & businesses. Meet with someone if possible, or leave a donation form. Mention the person who referred you.

- Apply for grants with foundations and organizations

- Consider opportunities for employer matching contributions

- Consider asking volunteers to raise X dollars to raise funds to cover the registration fee for X participants. You may set up online fundraising, e.g. https://www.gofundme.com or www.firstgiving.com

- Order and sell additional camp t-shirts to parents and volunteers. Include this option on your registration forms and at camp.