

# UNIQUE ~~FUNDRAISING~~ STRATEGIES

# INTRODUCTIONS

## **Paul Wojtaszek**

- **Navy grad**
- **Youth coach**
- **Board member**
- **Director 3RSSA**

## **Carl Wojtaszek**

- **West Point grad**
- **West Point coach**
- **NSSA director**
- **Director 3RSSA**





**IMAGINE IT  
BEING ILLEGAL  
TO  
FUNDRAISE  
FOR YOUR  
CLAY TARGET  
TEAM**



**ACADEMY  
TEAMS  
CANNOT  
FUNDRAISE**



**YET TODAY ALL 5  
SCHOOLS HAVE  
GROWING TEAMS**



**In 2023 we created an organization to help pass along the knowledge we have gained from building, coaching, resourcing, and growing dozens of youth teams in the Northeast.**

# 3 RIVERS

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Shooting ★ Sports ★ Academy

*Breaking barriers to the youth shooting sports*

# **WHAT WE LEARNED HAS HELPED US BUILD BETTER TEAMS ELSEWHERE**

**1. Partner with schools**

**2. Leverage fundraising experts**

**3. Fundraising can be a distraction**

# 1. PARTNER WITH SCHOOLS



01

Schools have resources - beyond money - that can benefit your team.

02

Schools bring a focus on youth that few other organizations can deliver.

03

Schools help provide a team future beyond that of a parent or club's interest.

## 2. LEVERAGE FUNDRAISING EXPERTISE & ORGANIZATIONS



01

Would you rather make  
\$30K - or - \$5K?



## 2. LEVERAGE FUNDRAISING EXPERTISE & ORGANIZATIONS



**01**

**Spend \$100K to make \$30K**

- or -

**Spend \$2k to make \$5K**

Allowing professionals to fundraise on your behalf brings in more money and allows you to focus on your team.

**02**

Fundraising is part of a school's DNA and they can do it better than you.

# 3. DON'T LET FUNDRAISING BECOME A DISTRACTION



01

More money does not automatically create better teams. Focus on what matters.

02

Donors find it easier to support a team that looks and acts the part.

03

Build incentives so that teams earn money for doing things that make vibrant teams.



# INCENTIVE EXAMPLES

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### TRAVEL INCENTIVE PROGRAM

Travel your team to an ACUI Clay Target Event and receive a donation of **\$250** per event per athlete in your MidwayUSA Foundation account. Travel to ACUI Nationals and receive **\$500** per event per athlete.

#### How does it work?

- Have a MidwayUSA Foundation Endowment Account for your team
- Contact 3RSSA via email when registering your athletes for the events
- Travel and shoot the event
- Send 3RSSA the results of your team and athletes (scores and awards) along with a few pictures of your team at the event
- Watch your MidwayUSA Foundation Team Endowment grow.  
Example: Send 5 athletes to ACUI Nationals to shoot 2 events and receive **\$10,000** (when matched by MidwayUSA Foundation) in your team endowment account



Contact Us  
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Need to establish a team endowment?  
[www.midwayusafoundation.org](http://www.midwayusafoundation.org)

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### 3 FOR FREE COMPETITION PROGRAM

Compete shoulder-to-shoulder with teams in your area and 3RSSA will cover the cost of the competition's targets. Create a league and win up to **\$5,000** in your MidwayUSA Foundation account.

#### How does it work?

- Have a MidwayUSA Foundation Endowment Account for your team
- Contact 3RSSA via email prior to your shoot
- Find two teams in your area to compete against and host them at your home range
- Register the shoot with a governing body (SCTP, USA Clays, or other) to record your shoot and scores
- Send 3RSSA a copy of your target bill for reimbursement
- If you form a league with two other teams in your area, 3RSSA will donate to the 1st, 2nd, and 3rd place teams' MidwayUSA Foundation endowments at the end of the season.



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### YEARBOOK TEAM PHOTO INCENTIVE PROGRAM

A team picture is with **\$1000!!!** Get your team recognized in your school's yearbook with a picture and receive a donation of **\$1000** in your MidwayUSA Foundation account.

#### How does it work?

- Have a MidwayUSA Foundation Endowment Account for your team
- Build, coach, and compete a team that your school is proud to put in their yearbook.
- Be a team from Pennsylvania
- Send 3RSSA a digital scan or picture of your school's team and its yearbook entry
- Watch your MidwayUSA Foundation Team Endowment grow by \$2,000! 3RSSA will donate \$1,000 to your account and MidwayUSA Foundation will match it.



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# THANK YOU

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