### 3RIVERS

Shooting 🖈 Sports ★ Academy

## UNIQUE FUNDRAISING STRATEGIES

2025 MidwayUSA Foundation Conference

### INTRODUCTIONS

### Paul Wojtaszek

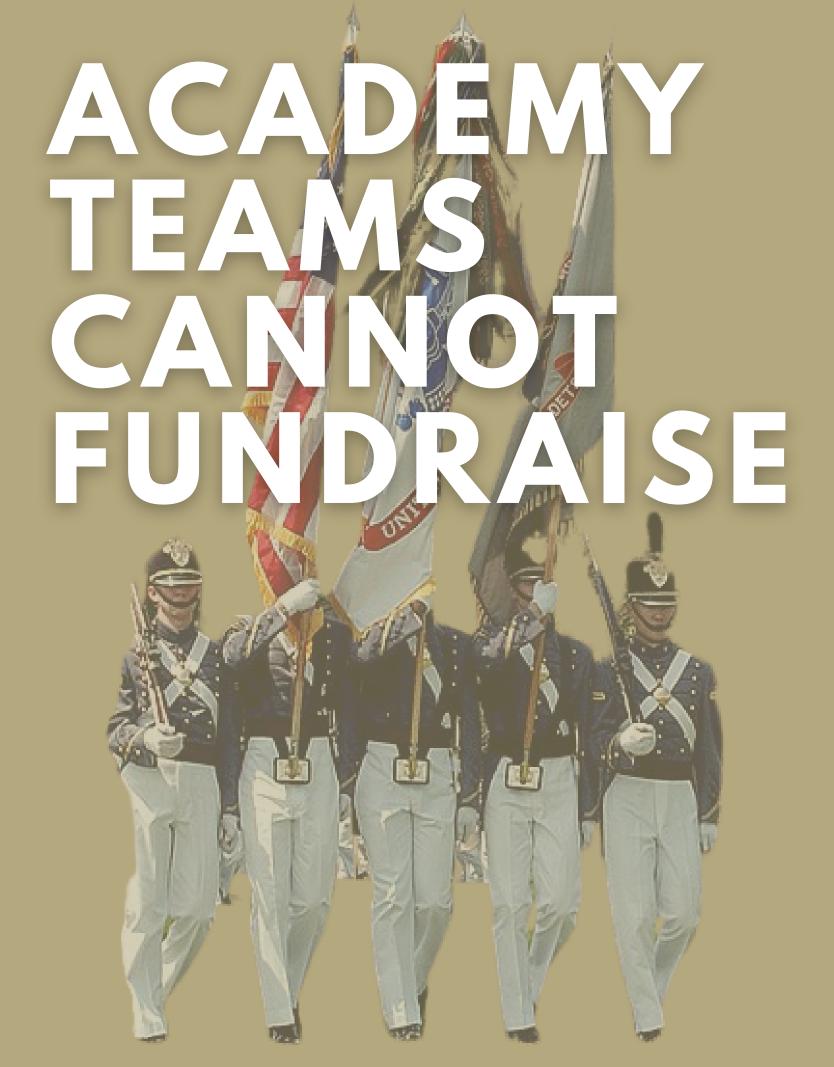
- Navy grad
- Youth coach
- Board member
- Director 3RSSA

### Carl Wojtaszek

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



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





### 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

Shooting 

Sports 

Academy

Breaking barriers to the youth shooting sports

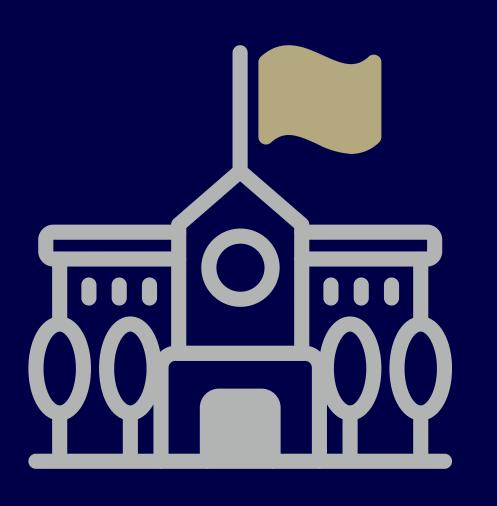
# WHAT WE LEARNED HAS HELPED US BUILD BETTER TEAMS ELSEWHERE

1. Partner with schools

2. Leverage fundraising experts

3. Fundraising can be a distraction

# 1. PARTNER WITH SCHOOLS



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

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

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

### 2. LEVERAGE FUNDRAISING EXPERTISE & ORGANIZATIONS



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



### 2. LEVERAGE FUNDRAISING EXPERTISE & ORGANIZATIONS



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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.

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

# 3. DON'T LET FUNDRAISING BECOME A DISTRACTION



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

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

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

### INCENTIVE EXAMPLES



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.

Contact Us paul@3rssacademy.org



Shooting \* Sports \* Academy

VEARBOOK

TEAM PHOTO

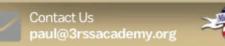
INCENTIVE PROGRAM

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.



Need to establish a team endowment www.midwayusafoundation.org

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Contact Us paul@3rssacademy.org

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(when matched by MidwayUSA Foundation) in your team endowment account

Example: Send 5 athletes to ACUI Nationals to shoot 2 events and receive \$10,000

Need to establish a team endowment? www.midwayusafoundation.org

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