FUNDING SOURCES

Roy McClain
The Ole Mill Range Complex
“A USA Shooting Certified Training Center”

GYSSF Grants / Fundraising / Organizing Meeting  September 2013
FUND RAISING: What were the best and/or most creative junior program fund raising ideas or events that were used in your state in the last year? Writing Grants. NRA Range Improvement Grants, NRA State Association Grants, Friends of the NRA Committee Grants. It’s the highest “profit-to-work” ratio money that we can raise. This is followed by direct solicitation of funds at Gun Shows, and solicitation from within the “local” business community. Most of the Georgia teams who travel to competitions do so only because they receive support from outside (their Club) funding.
501(c)3

This is not an endorsement!  http://www.501c3for385.com/

501c3 Application Preparation for $385.00

Strategic Management provides 501c3 Application Preparation Services for $385.00 to non-profit organizations, Churches and businesses.

We eliminate the time, guesswork and hassle involved in the 501c3 application preparation process. We can usually prepare an organization's application within two weeks.

Strategic Management has a 100% money back guarantee if your organization's application is denied by the IRS. We have prepared over 300 applications with 100% success rate.

The services also include preparation of bylaws, processing EIN/Tax ID number and all follow-up communication with the IRS in behalf of your organization; which is included in the $385.00 fee.

We also provide a variety of grant programs to include churches, building and construction, women and youth, economically disadvantaged/operating expenses for the low price of $125.00 each.

With a variety of offerings to choose from, we're sure you'll be happy working with us. Look around our website and if you have any comments or questions, please feel free to contact us at our office: 803.787.2845/309.4384
This is not an endorsement!

http://www.501c3for385.com/About-Us.html

About Us
My name is Lisa Marshall and I'm the President of Strategic Management.

I possess five grant writing certifications and have over 20 years experience as an executive in the non-profit industry.

Strategic Management provides 501c3 application preparation services for $385.00, which is one of the lowest fees in the industry. We provide our services in all 50 states and provide personalized services according to your organizations specialized needs.

We also provide a FREE grant workshop series with over 10 workshops to choose from when you sign up for 501c3 application preparation or purchase grant programs.

Each grant program is $125.00 and includes information that has been researched for the funding source. The programs include:

• Churches
• Building and Construction
• Women and Youth
• Economically Disadvantaged

We would welcome the opportunity to earn your trust and deliver you the best service in the industry.

Location: 6941 North Trenholm Road, Suite Q2
Columbia, South Carolina 29206

Contact Us: Office: 803.787.2845 / 309.4384
WHO NEEDS MONEY?

- Club Teams
- 4H Teams
- School Teams (High School / Collegiate)
- JROTC Teams
- Civil Air Patrol
- Explorers
- Royal Rangers
- Individual Athletes

- Others
- “Wounded Warrior” type Programs
DOES YOUR TEAM NEED FUNDING?

- Who pays for your equipment?
  - Individual team members pay for their own equip (Best!!!)
    “Lease with Option to Buy” Keep equipment fresh!
  - Sponsor/Club
  - The Team
  - Hand-me-downs
  - DRMO
  - Military Teams
  - Team Parents
$ SOURCES OF MONEY for Equipment

- Shooting Clubs
- Civic Clubs
- CMP
- NRA (FoNRA)
- State Associations
- Local businesses
  (Best Chance of funding, smaller amounts < $1000.00)
- National Level Businesses
  (Wal-Mart, Employee Grants, fixed amounts $500.00 - $2500.00)
- State Agencies (DNR, Recreation Funds, State Legislatures)
- Foundations
- Veteran Organizations
- Shooting Suppliers
- NSSF Grants
- Family / Friends
SHOOTING CLUBS (Local / State)

- Are there shooting or gun clubs in your area?
- National / Regional Competitions (Buick Open – Shotgun)
- **Identify who controls the $$ / What are their Hot Buttons?**
- Do you know members of clubs out of your area?
- Do they truly have “Junior Programs”?
- Most shooting clubs “talk the talk” make them “walk the walk”
- Is your team sponsored by a local / state shooting club?
CIVIC CLUBS

- Rotary (usually one per town)
- Kiwanis Club (can be multiple per town)
- Lions, Moose Lodge, Elks, etc...
- Optimist Club
- Izaak Walton League
- FOP / Law Enforcement groups
- Daughters of the American Revolution
- Professional Women’s Organizations
- Bike Rider Groups
State Association Grants

● CMP State Directors receive funding for State programs, normally $400.00 with special funding for special projects up to an additional $400.00 x 2
● NRA State Association Grants
  Normally Administrative, Orion, Newsletters etc...
● SCI Chapter Grants – Chapter / State specific
● Dates for submission and dates of funding?
CMP

No longer available after 2012

- CMP Youth-Oriented Grants [www.thecmp.org](http://www.thecmp.org)
- Subsidized equipment sales
- Payments over multiple years
NRA State Association Grants

Submissions accepted 1 June – 31 July 2013

NRA State Association Grants

- Official NRA State Associations in each state are eligible to apply for funding from the National Rifle Association through the State Association Grant Program. This grant program is specifically for projects such as purchasing office equipment, paying for staff, printing a newsletter, building / enhancing a website, or other association expenses.

- Don't miss this great opportunity to enhance the shooting sports in your state! The deadline for consideration for this grant is August 1 annually. The Clubs & Associations NRA Board committee reviews all applications at the September meeting each year.

- For more information about this program, please call (800) NRA-CLUB or email clubs@nrahq.org.
FRIENDS OF THE NRA (NRA Foundation Grants)

Georgia – Open July 1 – Sept 15 Close

☐ State Committee Grant program is the best
State by State programs vary

☐ Talk to the state NRA Field Representative and the State Committee Chair,
  ☐ learn the “system” for your State.
  ☐ Dates for submission and dates of funding?
  ☐ GA State Committee Meets Oct, 2013
  ☐ Expect to receive merchandise from the store in +/- 90 days

☐ State Fund Grants — Must be submitted directly to the NRA Field Representative
NRA Range Development / Improvement Grants
Submissions 1 July – 1 August

☐ Program to assist public range setup and improvement
☐ 5K or less per year.
☐ Submit in July but NLT 1 August of each year.
☐ Research requirements (Gold Medal, Submit before 10 February of each year) etc…
☐ Contact the NRA – Ruthann Sprague Rsprague@nrahq.org  703-267-1653, or 800-554-9498
NRA Public Range Fund Grant Program

$25,000.00 Max

- NRA Public Range Fund Grant Program
- ELIGIBLE APPLICANTS
- PROJECTS/ACTIVITIES ELIGIBLE FOR FUNDING
- Can be used to match P&R Funding (usually 3:1)
Congratuations to the 2010 NRA Public Range Fund Recipients:

- Land Between the Lakes Shooting Range Development
  Land Between the Lakes Association, Inc. (Golden Pond, KY)
- Riverton Shooting Facility • Riverton Shooting Club (City of Riverton, Wyoming)
- Sleepy Creek Wildlife Management Area Shooting Range • West Virginia Department of Natural Resources
- Knik River Public Use Area - Maud Road Extension Rifle Range • Alaska Department of Natural Resources
- Pawnee Shooting Range • USFS Pawnee National Grasslands (Greely, CO)
- Grayson County Public Range Project • Grayson County Sheriff’s Office, VA
- Farragut Shooting Range • Idaho Department of Fish & Game
- Hammond’s Cove Shooting Range • Vermont Fish & Wildlife Department
- Charlie Elliott Wildlife Center Trap & Skeet Range • Georgia Department of Natural Resources

Congratuations to the 2011 NRA Public Range Fund Recipients:

- Jackson’s Mill Shooting Sports Complex • West Virginia University Foundation
- Eric Weibe Shooting Complex • Ponca State Park, Nebraska
- 87th FSS Joint Base Rod & Gun • Fort Dix, New Jersey
- Cowlitz County Rifle Range • Cowlitz County, Washington
- Cedar Creek Shooting Range • U.S. Forest Service, Georgia
LOCAL BUSINESSES

- Begging, pure and simple
- Wal-Mart Grants - $500.00 per Year
  - $2,500.00
  - $10,000.00
- Gift Cards
- Beware of Political Correctness and “Strings”
  Adult beverage Distributorships often give big $$
- Central Georgia EMC / Electric Co Grants (Project “Round Up”) 
- Farm Bureau Insurance (Gun Friendly)
- Dates for submission and dates of funding?
National Level Businesses

- Wal-Mart, Employee Grants, usually fixed amounts +/- $500.00
- Many corporate chains have Grants for employee use
STATE AGENCIES (Legislatures)

- County 4-H program
- State 4-H program
- Wildlife Resource Agency (DNR) Pittman Robertson Act
- City / County / State Parks and Recreation Dept.
- City / County SPLOST programs (% of sales tax)
- State High School Associations
- Collegiate Programs (WVU)
Foundations

- Georgia Youth Shooting Sports Foundation
- The Midway USA Foundation, Inc.
  (a component of The Potterfield Group)
- Scholastic Shooting Trust Fund (Accounts)
  - Grants
  - Fund raising
- Easton Foundation  www.esdf.org

Terri DeWitt  TDewitt@MidwayUSAFoundation.org
GYSSF Mission Statement: To provide funding, education, and leadership to foster lifetime interest in: conservation, competition, and hunting skills, through all shooting sports disciplines.

Targeted Groups for Steering Committees

1. Rifle (BB, Air, Smallbore, Highpower)
2. Pistol (PPP, Air Pistol, Sport Pistol, Bullseye, Action Pistol)
3. Shotgun (Skeet, Trap, Sporting Clays, Olympic)
4. Archery (World Archery, 3-D, Field, Archery in the Schools)
5. Hunting Education & Conservation
6. Education (Instructor, RSO, CPR, First Aid, etc.)
# MidwayUSA Foundation

## School Financial Report

**June 11, 2013**

**Georgia Competitive Shooters #66491**

### Contributions

<table>
<thead>
<tr>
<th>Date</th>
<th>Amount</th>
<th>Source</th>
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<tbody>
<tr>
<td>11/19/2012</td>
<td>$10,000.00</td>
<td>SC4H</td>
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<tr>
<td>12/13/2012</td>
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<td>Midway</td>
</tr>
<tr>
<td>2/2/2013</td>
<td>$2,000.00</td>
<td>Midway</td>
</tr>
<tr>
<td>3/7/2013</td>
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<td>5/10/2013</td>
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<td>Midway</td>
</tr>
<tr>
<td>6/3/2013</td>
<td>$9,000.00</td>
<td>Midway</td>
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**Total Contributions:** $67,500.00

### Earnings

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<tr>
<td>2/2/2013</td>
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<td>2/28/2013</td>
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<td>3/7/2013</td>
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<td>3/31/2013</td>
<td>$1,182.00</td>
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<td>4/30/2013</td>
<td>$494.00</td>
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<tr>
<td>5/10/2013</td>
<td>$4,500.00</td>
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<tr>
<td>6/3/2013</td>
<td>$9,000.00</td>
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</tbody>
</table>

**Total Earnings:** $3,974.06

**Ending Balance:** $71,474.06

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### Additional Information

- **6288.95 Hinds Memorial**
- **3711.05 SC4H Funds**
- **$379.44 Interest 6/21/2013**
- **$9000.00 Raffle 6/3/2013**
- **$9000.00 Midway Match**
Programmed Giving

Cumulative or Single Gift

Inexpensive Insurance Policies available from many sources (+/- $5,000.00)

Estate planning

Endowments
Planned Giving

Did you know you can make a gift to the (____) that costs you nothing during your lifetime?

Naming the (____) as a beneficiary in your will builds our long-term financial strength and allows you to create a meaningful legacy.

It’s Simple:
• One paragraph in your will can set up your gift. A bequest doesn’t take effect until your death. It’s a gift that doesn’t affect your current asset balance or cash flow.

It’s Flexible:
• You can give us a specific asset, or a share of what’s left after your gifts to your family and friends. Your bequest can support a particular program, or allow us to use it for our greatest needs when your gift is received.

It’s revocable:
• If your plans or circumstances change, you can easily change your will.
• We can help you take the next steps to plan your gift. Just contact us at:
What would happen to your family if something happened to you?

Only $1* Buys $50,000 Life Insurance

- Choose Your Coverage: $5,000, $10,000, $20,000, $30,000 or even $50,000
- No Medical Exam - Only a few yes/no health questions
- No Waiting Period - You buy direct online or by mail
- Monthly rates as low as:
  $3.49 for adults and $2.10 for children and grandchildren

CLICK HERE for FREE INFORMATION
VETERANS ORGANIZATIONS

- American Legion
- AmVets
- Disabled American Veterans
- Marine Corps League
- VFW
- Others

☑ Dates for submission and dates of funding?
☑ Attend State Level Conferences
☑ Brief Budget Committees
☑ Get listed in annual budgets
SHOOTING SUPPLIERS

☐ Midway (sales, discounts, closeouts)

☐ Firearms Manufacturers

Local gun Shops – Supplies and expendables

☐ Easton Manufacturers Archery and other Sporting Goods

☐ Discounts, the answer is always “no” if you don’t ask
FUNDING THE OLD FASHION WAY

○ WORK
  ✓ Pancake breakfast
  ✓ Car wash
  ✓ Pull targets at high power matches / Sporting Clays
  ✓ Raffles
    ○ Prints (from FoNRA Banquets)
    ○ Guns (CMP M1 Garand for State Associations $200.00)
    ○ Glock Certificates / S&W 10% / Rental Guns
    ○ Anything someone may want
    ○ CMP State Association M1 Garand ($200.00 in 2012)

○ Gun Shows  Average $100.00 per hour (Change adds up very quickly)

○ How Much is it worth?  ($15.00 per hour, per person involved)
SOURCES

- Midway USA Foundation: [www.scholasticshootingtrust.org](http://www.scholasticshootingtrust.org)
- NRA grants: [www.nrafoundation.org/grants/statefund.asp](http://www.nrafoundation.org/grants/statefund.asp)
- DAR: [www.dar.org/natsociety/specialprojectsgrants.cfm](http://www.dar.org/natsociety/specialprojectsgrants.cfm)
- Local Civic Clubs look in the phone book

✓ NETWORK, NETWORK, NETWORK!!!
2011 – 2013 Georgia Grants

- CMP funded Winterfest $1200.00 targets, Match Operation - Lue Contreras (419) 635-2141 ext 1107
- Georgia Sport Shooting Association (NRA State Affiliate)
  (Junior Programs $500.00, International Rifle $500.00, HiPwr $500.00, SmallBore $500.00)
- NRA State Friends Committee Grants for GA - 2013 86 Requests totaling $1,340,000.00
  $112,000.00 Awarded / *$84,000.00 received by GA Junior Programs - Ruthann Sprague 703-267-1653, or 800-554-9498
  *GA DNR under PR 3:1 matching = $252,000.00
- NRA Range Improvement Grants (Gold Medal Clubs)
  The Ole Mill Range CTC $5,000.00 for Smallbore Range Improvement – Ruthann Sprague (703) 267-1653
- NRA Public Range Grants to GA DNR (3) totaling > $77,000.00 - Ruthann Sprague 703-267-1653, or 800-554-9498
- NRA Provides State Association Grants up to 5K
- NSSF $500.00 for Georgia All State Air Rifle Team and GA Governors 20 Programs
  (Abraham Baldwin Agricultural College Shooting Sports Program 2012)
- SCI Grants to Georgia Programs (1, unknown amount at this time)
- USA Shooting CTC Program - The Ole Mill Range CTC received $5,430.00 for Coaching Programs, Camps, Clinics, Advertising, etc… Michael Theimer (719) 866-4889
- Georgia Shotgun CTC funding unknown at this time (Mike Simpson)
<table>
<thead>
<tr>
<th>Grant</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA ParaOlympic Grant</td>
<td>25,000</td>
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<tr>
<td>Women’s Sports Foundation</td>
<td>10,000</td>
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<tr>
<td>NSSF Range Partnership Grant</td>
<td>77,950</td>
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<tr>
<td>USA Shooting CTC Grant</td>
<td>4,680</td>
</tr>
<tr>
<td>CMP Grant (Sporter Rifle Start-up kit)</td>
<td>1,200</td>
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<tr>
<td>FoNRA Foundation Grant</td>
<td>7000</td>
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<tr>
<td>NRA Range Improvement Grant</td>
<td>5000</td>
</tr>
<tr>
<td>Potterfield Grant</td>
<td>In development</td>
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</tbody>
</table>
Ready, Set, Grow! GrantStation's Spring Membership Sale

Spring is growing season! So take advantage of this March offer to purchase a full year Membership with GrantStation at $259, and open up a whole new world of potential grant funds. You’ll need an overall grants strategy to help you build your grantseeking program in 2013. As part of this offer, you will receive a free registration for our online webinar *Building a Grants Strategy for 2013-2014* ($89 value) on April 10.

You can read more about Membership features [http://grantstation.com/member_features.asp](http://grantstation.com/member_features.asp) and watch a guided tour [http://grantstation.com/member_features.asp](http://grantstation.com/member_features.asp) of our website. Join or renew now at this rate until April 3 at 6pm ET. If you have questions, contact us at [info@grantstation.com](mailto:info@grantstation.com) or 877-784-7268.

The waiting is officially over.
It is time to GROW your organization!

Not an endorsement!
GrantStation Insider- Grant Opportunities

- **National Funding Opportunities**
  - Support for Financial Education Programs
  - Awards Recognize Effective Justice Initiatives
  - Bike Trail and Advocacy Projects Funded
  - Grants Promote K-8 Running Programs

- **Regional Funding Opportunities**
  - Health Impact Assessments in Minnesota Supported
  - Organizations in Company Communities Funded
  - Grants Address Western Water Issues
  - Support for Pre-Planning Funds for Maine Health Initiatives

- **Federal Grant and Loan Programs**
  - Small Humanities Institutions Funded
  - Program Supports Probation Success
  - Funds Available for Tribal Foster Care and Adoption Programs
  - Low-Income Financial Services Supported

- **Online Education Trainings**
  Customizing Your Grant Proposal to Meet the Funder's Needs
  - 18 Things Every Grantmaker Wants to Know Before They Fund Your Proposal (NEW)
  - National Volunteer Week Is Coming Soon - Are You Ready? (NEW)
  - Effective Donor Communication - You Can Do It! Part One

- **Partner Depot**
  Work Together to Create More Impact: Subscribe to NTEN:Change for Free

- **GrantStation Announcements**
  Ready, Set, Grow! GrantStation's Spring Membership Sale
  - Participate in *The State of Grantseeking Spring 2013* Survey
Questions?

Roy McClain
(678) 772-8185 cell
EODTNT1@aol.com
www.OleMillRangeCTC.com