

# NEWH Fundraising Call September 6, 2017

Invited participants:  
Chapter Presidents, Chapter VPs/Development, and Fundraising Directors

## Chapter Status Reports

**San Francisco** – in July had State of Hospitality event – they paired two people from different firms and talked about where industry is at the moment and where it's going. It was a sold out event – around 60-75 people. Also had a meet and greet at one of the showrooms which had a good turnout. Working on Wine and Design coming up soon (sold out with wait list) – have a new marketing person on board that is doing a fantastic job. Hoping people post on Instagram and Facebook and are giving prizes to winners of those posts (raffle tickets) they'll do one winner an hour. Currently working on guest list and finalizing transportation. They are having two cartoonists to draw people's pictures, a special guest that no one knows about, fake tattoo parlor, games, DJ, raffles, etc. – it'll be fantastic! They worked on backwards budget in order to have a successful, profitable event.

They have a strong chapter with great participation. Have some new faces that will be joining them next year. Because they are a good team, they get over challenges quickly.

**Dallas** – their fundraising event is coming up on Friday, October 13<sup>th</sup> – they are doing a haunted Hollywood theme. Sponsorships are rolling in now that Labor Day has past. Hurricane Harvey is on the forefront right now and they are having a bit of trouble just getting auction items because of that. But they are tying things in to help, maybe a donation at the door. Their attendees are encouraged to do a group type costume. Last year they had a black tie for their 25<sup>th</sup> anniversary, this year will be more fun, laid back, and they are getting good auction items in. They are hoping they have about 250-300 again. One thing learned from last year – it to allow more time for people to place auction bids.

**Arizona** – their fundraising event will be in December. They are working through a hiccup this year for their first fundraising event type they were planning – instead of a sit-down dinner they are now doing a champagne toast, which will work out better for them and still bring in dollars. It was somewhat difficult to change plans, but in the long-run it'll work out better.

**Sunshine** – they have their main fundraising event on October 6. Financially they are doing well, they only have 1-2 availabilities for sponsorships left. It's a circus theme at their local science center – they have many circus type activities planned with presenters, shows, etc. They are presenting their scholarships as well that night. If they sell 150 tickets (planning on 250), they'll still be at 46% proceeds. Tickets are \$75 members and \$100 nonmembers – with 10 ticket packs available for vendors. Tickets are low right now, but it's still early – people typically purchase tickets late. They were thinking about adding more sponsors, but instead are directing people to sponsor their DASH event that needed a few more sponsors. (DASH event is a student showcase or designer presentation for students as well as members.)

Sponsors did have the ability to purchase sponsorships at the beginning of the year, with a menu of what sponsorships were available for the year.

Any questions? Contact us!

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Or feel free to call the NEWH office if you have any questions. – 800-593-6394.

We look forward to assisting you in any way we can to make your job easier!