If you are reading this packet, that means you’ve shown interest in signing up (or you have already signed up) to serve at Camp Barnabas. We can’t thank you enough for giving up a week of your summer to bring smiles, share joy and make a massive impact on our campers with special needs. Welcome to the Barnabas family!

Your connection to Barnabas starts way before you enter our gates: with your prayerful commitment and willingness to come. For some missionaries, that commitment also involves fundraising for their time at Barnabas. This packet is full of resources for those seeking additional support in getting started. Read below to learn more. We can’t wait to see you this summer!

**WHY FUNDRAISE FOR YOUR MISSION TRIP?**

In addition to covering the items above, your missions investment also plays a big role in giving back to our campers and helping more individuals with special needs be able to attend camp. First, your missionary tuition helps keep the cost of our camper tuition lower, therefore allowing more camper families with special needs the opportunity to experience an incredible week of camp. Second, although your tuition is used efficiently as possible, in the event there is any remaining amount left over, this is rolled over to our camper scholarship fund to further aid our campers with special needs in getting to camp.

**HOW YOUR INVESTMENT HELPS OUR CAMPERS**

The cost for each missionary starts at $250* ($55 deposit, plus $195 fee). This covers:

- Meals (If you require special diet accommodations there will be additional charge of $100)
- Lodging
- Background check

Missionary investments also cover programming, activities, adaptive measures, safety resources and medical supplies.

### 2020 TUTION RATES

- **$250** - Early Bird Tuition (By Aug. 31, 2019)
- **$275** - General Tuition (Sept. 1 - Dec 31, 2019)
- **$295** - Late Tuition (After Jan. 1, 2020)
WHERE TO START: FROM THE HEART

You know your story (or your campers’ story) best. Start by sharing a bit about yourself for those who may read your story and want to help (but may not know your history or background). Share what makes you uniquely made and beautiful.

WHAT DO YOU LOVE ABOUT CAMP?

Next, add in what makes camp so important for you or your camper. This is a great time to share favorite activities, fun stories, or quotes from you or your camper, or memories about camp.

GAIN TRUST WITH SPECIFICS

After you’ve shared your story, it’s time to make the “ask.” Be as detailed as you can about the funds you are requesting from your friends, family and community. If you are asking for a full missionary scholarship, share that it’s $250*. If you are asking for additional funds to help you get there (i.e. transportation, share how much this will cost so your potential donors know what they are giving towards).

*See 2020 Tuition Rates

PAIR WITH IMAGES & VIDEO

Images and videos are so important. They add life to your story! If you have past pictures of camp, add these. If you don’t - take a quick video with your phone and add it. It will increase the chance that your story is seen and heard and retained.

ADD A CALL TO ACTION

Make sure you give your potential donors a way to give funds. Example:

How you can help me get to camp:

1. You can make a donation directly to my family via cash or check!

2. You can call in a donation to Camp Barnabas under my name: 417-708-5298.

3. You can send in a donation to Camp Barnabas and include my name in the memo line of the check. Mail to: Camp Barnabas - PO Box 3200 Springfield, MO 65808
PROMPTS FOR SOCIAL MEDIA, LETTERS OR EMAILS (WHAT TO WRITE ABOUT):

MY TESTIMONY
Details: Write about your walk with God. What part has camp played in your story?

MEET MY CAMPER
Details: Write about who served with you this summer and how they impacted your time at Barnabas.

THE RIPPLE EFFECT
Details: Share how going to Camp Barnabas has affected other parts of your life, if applicable.

5 THINGS I LOVE ABOUT CAMP
Details: List out your favorites and why they make camp so great!

COUNTDOWN TO CAMP
Details: Remind your audiences how many days are left until camp!

FAVORITE MEMORY
Details: Write about some of your favorite memories, or what you are most looking forward to doing again this summer.

HOW DID YOU HEAR ABOUT BARNABAS?
Details: Share your Barnabas story. How did you get connected with Barnabas? How long have you been attending? What friends have you met along the way?

THEME FOR 2020 / PARTY THEMES
Details: Watch our social media pages for theme announcements and use these as an opportunity to share about what will be happening this summer.

REPEATING THE ASK
It’s okay to ask more than once if you spread it out strategically. Here are a few different ways to tell your story without repeating the same one:
Many missionaries work hard and are very busy. That’s why we’ve put together a list of low-key fundraising opportunities that play to your strengths!

**LETTER TO FAMILY AND FRIENDS**
Sending a letter to your friends and family is a great way to spread the word about your upcoming time at camp. We’ve put together a sample letter to use and included it in this packet. You can personalize it, email it or send it via traditional snail mail.

**BIRTHDAY OR HOLIDAY PRESENT**
Turn your request for support into an “experience gift.” As a missionary, receiving the gift of camp is one of the best presents you can receive. It’s an opportunity for you to experience a place of pure love, joy and acceptance. Encourage your family and friends to go in on a group gift that will not only change your summer, but also your life!

**SEASONAL SERVICES & OTHER SPECIALTY SKILLS**
If you have any marketable skills, use these to your advantage and raise some money! Whether it’s photography, writing, tutoring, wrapping presents, etc. If you can’t think of anything specific, consider helping shovel driveways, mowing lawns, cleaning houses, dog walking, or any other service that would benefit people!

**CHILDCARE**
Offer babysitting for parents who need it. They’ll be excited to hear that they can get the opportunity for a date night. Charge whatever you feel comfortable charging, and remember to explain the reason you’re trying to raise money - some people will be willing to donate above your rate to support your cause!

**E-SALES**
Grab the clothes or other items you’re tired of having sit around the house and sell them from the comfort of your own home! Tell your buyers you’re raising money for your trip to Barnabas, and start selling! You can use Facebook Marketplace, Ebay, Instagram, or any other platform to get the word out and raise some money!

**CHECK IN WITH YOUR CHURCH**
If you still need some fundraising help, consider contacting your church home or other local churches in the area and tell them about your upcoming opportunity to attend camp. Ask if they have any chances to share about your experience at camp with Sunday School groups, at an upcoming service or in their bulletin. Some churches may even allow a special envelope fundraiser (During a service, churches could pass out an envelope and ask the congregation to give what they can).
Fundraising for your trip is more fun as a group. Here are a few ideas to help jump start your group in preparing for Barnabas:

**PLAN A GROUP DINNER**
Hosting a group dinner is a great (and tasty) way to connect with supporters! Find a low cost caterer (bonus if you can get it donated) or cook the meal as a group. Have fun creating a theme! You can then invite supporters to come and pay what they feel comfortable paying (or you could even charge a flat rate if you’d rather), and they can enjoy a meal with friends. If you want to make your event even more valuable, you can offer entertainment during the meal, in the form of a performance, broadcast of a popular sports game, movie night, or whatever else your group comes up with!

**PARENTS NIGHT OUT**
Offer a night of respite for parents by providing childcare for an evening in exchange for a donation to your fundraiser! You can plan fun group activities to do with the kids while their parents enjoy a date night to themselves - they’ll be more than grateful for the opportunity!

**BENEFIT CONCERT**
Think as big or as small as you want! Find a local band that’s looking for publicity and offer to host a concert for them in your facility. Concerts can draw a lot of people, which means a lot of support for your fundraiser! You can get the word out with flyers, emails, facebook posts, etc. and raise as much support as possible. The best part: both you and the band benefit from the foot traffic!

**GARAGE SALE**
Big garage sales draw big crowds, and if you can get enough people involved in your group to pool their items together and get the word out, you can have a fantastic fundraiser! You can use your church parking lot as the “garage,” and organize sections based on type (so one section for clothes, one for electronics, etc.), and put up signs pointing people to your location. Plus, after the weekend is over, if you have excess items, you can always donate them to a local thrift store!
Camp Barnabas is able to provide the following tools to you or your group:

- Videos: Visit our Youtube channel or ask us for a downloadable file to share at your upcoming church fundraiser.
- Slideshow Template: We want to equip you with options and templates to share about your upcoming missions trip!
- Camp Photos: We have amazing images we’d love to share with you. You can use these on social media, in your own print pieces, or in a presentation formation. (Brand Guideline: Do don’t crop or add text to these images).
- Other: Please contact Missions Director for additional details!
- Advice and suggestions on event planning, as time allows.
- For Groups: Use of the current Barnabas name, logo and images.
- For Groups: Access to some Barnabas promotional materials.*
- For Groups: A letter of authorization to validate the authenticity of the event and its organizers, if requested.
- Sample Fundraising Letter (Included In Packet)
- Sample Blog Prompts (Included In Packet)

*Availability may vary, depending on resources and proximity.
If you host an event to raise money for your mission trip, you agree to abide by these third-party fundraising guidelines:

**MARKETING & PROMOTION GUIDELINES:**
- Third-party events may not be represented as events sponsored/hosted by Camp Barnabas. Promotions for the event should reflect you or your group trip as the beneficiary (not Barnabas as a beneficiary).

  - **Example of Approved Use:** “Proceeds from XXX Event will benefit our Missions Trip to Camp Barnabas” or “XXX Event Benefiting My Summer at Camp Barnabas.”

  - **Example of Non-Approved Use:** “Camp Barnabas Fundraising Event,” “Event with Camp Barnabas,” “XXX Event Sponsored by Camp Barnabas,” “XXX Event Conducted on behalf of Camp Barnabas,” “Camp Barnabas Hosts XXX Event,” or “XXXX Fundraising Event with Camp Barnabas.” No outdated, incorrect, cropped, or distorted logos should be used (ie purple logos, logos with multiple geometric people). Refer to our website for the most up-to-date logo or contact the Missions Director!

**EVENT EXPENSES & FINANCIAL GUIDELINES:**
- Camp Barnabas will not incur third-party expenses or provide any funds for third-party events or promotions.

- No bank accounts or holding accounts may be established under the Barnabas name.

- The non-for-profit tax exempt status of Barnabas may not be used by the host organization to purchase items and materials with which to conduct the activity.

- If you are deducting expenses before sending out net proceeds to Camp Barnabas, you should not state or imply to your donors that any funds given to you are tax deductible, and you should not use the word “donation” because it implies that they are tax deductible.

- Event organizer agrees to inform Camp Barnabas of any effort to recruit any major financial underwriters to ensure there is no duplication of underwriting efforts already underway.

**EVENT INSURANCE & LIABILITY GUIDELINES:**
- Event organizers are responsible for obtaining any necessary permits and clearances required by local and state government.

- Event activities shall comply with state and federal laws and regulations.

- Camp Barnabas cannot be held liable for details associated directly or indirectly with the event, including, but not limited to: expenses, purchases, insurance or liability coverage.
Friends and Family,

This summer I have an amazing opportunity to go on missions trip at Camp Barnabas!

Camp Barnabas is an organization that serves, loves, and provides life-changing experiences for individuals with special needs and chronic illnesses. Each June and July they welcome more than 2,000 campers through their gates, which means they need just as many missionaries serve these amazing campers.

I feel personally called to be a part of this ministry, and I’m working on raising support for my time there.

The missions investment for my week starts at $250 (this covers meals, lodging, a background check, programming, activities, adaptive measures, safety resources and medical supplies). Additionally, there is also a cost for travel to get there which is (___________).

I am still working on fundraising for both and would be incredibly grateful for your assistance in helping me achieve this goal!

HOW YOU CAN HELP ME SERVE AT BARNABAS:
1. You can make a donation directly to my family via cash or check!
2. You can call in a donation to Camp Barnabas under my name: 417-737-7082
3. You can send in a donation to Camp Barnabas and include my name in the memo of the check:

Camp Barnabas  
Attn: Missions Director  
PO Box 3200  
Springfield, MO 65808

Most importantly, I would love if you could pray for my time at camp. Pray for the staff who dedicate their lives to this ministry and make this camp possible. Please pray for my amazing camper who will be paired with me for the week. And, please pray for me – that I can grow in my faith and that my life will be forever changed!

Thank you for supporting me through prayer and/or giving. This trip wouldn’t be possible without your generosity.

I can’t wait to go to Camp Barnabas and share all about it when I come back!

(Your Name)
THE POWER OF A THANK YOU NOTE

Once you’ve completed your fundraising, don’t forget to share your gratitude! A simple thank you can go a long way when it comes to fundraising.

Here are a few different ways to say thank you:

HANDWRITTEN THANK YOU CARDS
A simple hand-written card takes time, but means a lot. It lets your supporters know their gift meant a lot and adds the perfect personal touch. Add photos to make it even more personal.

SOCIAL MEDIA SHOUT OUT
If you don’t have an address but do have a social media connection, it’s great idea to give a shoutout online! You can do this via private message, by individually tagging supporters in a post, or by writing a general post to all of your followers about your gratitude.

VERBAL THANK YOU
Saying thank you in person is always welcome and well received.

RECAP LETTER
After your trip to camp, send a recap letter of your experience and how much fun you had. This will show where and what your supporters’ money went to!

Gratitude is everything! Spending time saying thank you will add a personal touch to any relationship and make your supporters more inclined to donate again in the future.