



## 2018 Nutcracker Family Fundraiser

Welcome to Garden City Ballet's 34<sup>th</sup> season and our annual production of *The Nutcracker*!

A professional production of this nature incurs large costs, which are mainly covered by 1) ticket sales, 2) donor fundraising, and 3) charging an **individual performance fee** from all Nutcracker participants. In order to defray some (or all) of the \$200 performance fee per dancer, GCB traditionally organizes a fundraiser to help any of our families needing financial assistance.

This year we will again be selling coffee from **Black Coffee Roasting Company**; it can be ordered as whole bean or ground coffee. We are also selling the addictive **Black Cat Bake Shop** granola, made fresh in small batches with oats, raisins, almonds, pecans, pumpkin seeds, shredded coconut, vanilla, and spices (sweetened with brown sugar and honey). Both businesses are locally owned and operated. A 12-oz bag of coffee will sell for \$14, and a 1 lb. bag of granola will sell for \$12. These prices are higher than what you would pay in the store, but remember that GCB buys the product that you are selling, and the mark-up (profit) is what covers your dancer's performance fee.

We offer three options in order to give families as much flexibility as possible in paying the performance fee. You will need to choose which option works best for you:

1. Sell at least 40 bags of coffee and/or granola and your \$200 performance fee will be reimbursed.
2. Sell at least 20 bags of coffee and/or granola and \$100 of your performance fee will be reimbursed.
3. Pay the full \$200 performance fee and opt out of fundraising altogether.

(Of course, if you would like to pay the full performance fee and *also* fundraise for Garden City Ballet that is certainly an option, too! Especially if you know you need to buy holiday gifts for teachers, co-workers, etc.)

Attached is an order form for your use to record your sales (feel free to make additional copies as needed).

**Please keep your completed order forms**; they are for your information so that you can deliver items to your customers! **You are also receiving a "Total Sales" form** on which to tally the total quantity of coffee and granola that you are ordering; **this is the only form that needs to be returned to GCB**, along with all payments from customers.

**Money (cash or check, made payable to GCB) should be collected when orders are taken and given to GCB with your "Total Sales" form.** We will notify you when the coffee and granola are ready for pick-up in late November — plenty of time for holiday gift giving!

**DEADLINE** for turning in the "Total Sales" form and payments to GCB is: **Friday, November 2, 2018.** (There is a white GCB mailbox in the lobby of BAA, or mail to: GCB, PO Box 3555, Missoula MT 59806)

We understand that finances are always a concern, and hope this program is a helpful service to you!

Questions? Please contact: Mary Gibbons <maryngibbons@gmail.com>

### Talking Points for Selling Products

- GCB is a local non-profit organization that has been producing The Nutcracker for over 30 years!
- The production costs over \$100,000 each year
- Tickets will go on sale in early October
- As a dancer, I am trying to help my family cover the cost of participation which is \$200
- As a dancer, I am trying to raise money to help school children attend from Missoula and the surrounding communities
- GCB pays for expenses through fundraising, ticket sales, and a performance fee for cast members
- We are selling a delicious blend of coffee roasted locally by Black Coffee Roasting Company and granola made locally by Black Cat Bake Shop
- These “breakfast” items would make a nice holiday gift
- I will deliver your order to you during late November
- **Thank you for supporting my dancing, Missoula’s ballet company and this holiday tradition!**